

A BUSINESS MAN'S VIEW.

WHY does not Canada increase in population, considering its physical advantages, being beyond doubt a healthier climate than the United States, and its equal in natural resources?

The causes are many. We must consider the nations that colonize now in greatest numbers, and reason out what deters them. Take the Germans first. They are no doubt to a great extent deterred from coming here and go to the United States from the feeling that it is a Democratic Republic, free from a grinding militaryism and a privileged titled class, not knowing our liberty and equality here. The other continental emigrants have the same feelings, more or less. There is a very erroneous impression in Europe in regard to this country. I had the pleasure of entertaining two ministers lately—one from Germany, the other from Switzerland. Nearly all they knew about Canada was that we had grand tea palaces here and a big fight about separate schools; the inference being that Canada was an ecclesiastical-ruled and frozen country. Further, all profit is made by exchange or barter. You trade your excess in your own country for the excess of your neighbor. The political lawyers who rule the United States and Canada have thought fit to discourage and destroy this exchange; hence the loss to both nations, but especially to the weaker—Canada.

Further, our local commercial laws, except in Ontario and Quebec, are probably the most infamous in the world. Take, for instance, in the Maritime provinces; a debtor can assign his whole estate and prefer some favorite creditors in full (relatives usually), and if there is anything left he can insist that the balance must be divided among those creditors who sign his discharge. The creditors that do not accept and sign the deed of discharge obtain nothing. The Dominion Parliament is to blame; this state of affairs, as the laws relative to trade, commerce, and insolvency are under their jurisdiction.

Further, the mode of municipal or local taxation is bad, leading to deceit, fraud and concealment, and is unfairly placed upon active capital. Agriculture, trade and commerce are hindered and discouraged by bad legislation and bad laws; monopolies are encouraged, the few are made rich and become too exalted to live with their fellow countrymen here. They take their persons, and, unfortunately, their immense incomes derived from the labor of the many in this country to Europe, where they spend it. A government should rather aim to diffuse wealth in a community, instead of concentrating and centralizing it.

One blessing we have here is, we have heaps of political corruption, which, as the great historian Gibbons says: "Is the infallible proof and evidence of constitutional liberty;" but, unfortunately, the mass of those classes that emigrate are not acquainted with this latter fact.

PAUL CAMPBELL,
Of John Macdonald & Co.

KEEP A WANT BOOK.

A wise plan is to keep a want book, and to put down in it every week, nay every day, the names of such goods as are asked for, or such goods as you are running short of. Buy these goods in reasonable quantity proportioned to your turnover, or to what you know of the needs of your customers, remembering that your competitors are also buying. It is very risky business to make purchases of large lines in the hope that you yourself will be able to control all of one make of goods in your town. There are too many stores and too many wholesale houses for this now-a-days. A man who has a stock all paid for, and who has had long experience in his business can afford to speculate in such ways. If any man can, but not the man the goods in whose shop he belongs to his creditors.—Chronicle

HOLIDAY SPECIALTIES.

FOR the coming holiday trade every dry goods merchant should pick out a number of lines which he will especially push during the gift season. There are many lines a dry goods merchant can handle which are useful and fast-selling presents, but which must be displayed, advertised and talked up. Other lines of staple goods suitable for presents need preparation for the trade, but do not require so much attention. This latter line includes ties of every description, which should be always kept well to the front, especially in furnishing stores. It also includes fur goods of all kinds, a line which should not be neglected; gloves for both sexes and all ages; and many other similar staple lines.

But with regard to specialties, more care is necessary in their purchase, and when once placed in stock they must be sold during this season or be kept for another year. This makes them a difficult stock to handle, and greater care is required to see that stock does not accumulate and die on hand.

One line of goods which can be much used in this connection for gifts is a set of table napkins, table mats and tablecloths. When two or three of these lines are combined, a good selling line is produced. For instance, what could be more useful for a present of a husband to his wife than a beautiful linen tablecloth and a dozen fine linen table napkins, with the addition of a set of table mats, all bearing the one decoration? In fact, if such sets were manufactured bearing a peculiar design or a certain coat of arms, they would sell well.

Another special line that can be much used is handkerchiefs of all kinds, especially silk; and with these may be included Windsors and neck scarfs.

Many lines are shown by wholesalers especially for the holiday trade. Some of these lines are set forth and described in the Fancy Goods department of this paper. As an aid to the merchant the following list is given as including a number of the lines bought by Mr. Blackey, of John Macdonald & Co., during a recent visit to Great Britain and the Continent. These goods are expected to arrive in the course of a week or two. The leading lines are. Broad frilled art cushions, cosies and head rests, in pongees, silks,

satins, combinations and embroidered velvets; opera glasses; porcelain vases and figures; plush ornaments; rattan goods in work, scrap and lunch baskets, trimmed and untrimmed; art work tables; combination metal and satin goods; in card receivers and candlesticks; three-fold stand mirrors; bronze figure ornaments; engravings; purses; perfumery, including Jean Marie Farina Cologne; satchel sets; satin and plush photo stands; work boxes and desks; clocks of all kinds and sizes; and handkerchief, glove and collar boxes.

THE KANGAROO BEING EXTERMINATED.

"The same fate threatens the kangaroo of Australia that overtook the American buffalo, and practically exterminated him," said the Hon. Frederick W. Gibson, member of the Queensland Legislature. "Only a few years ago a reward of \$5 was set on the head and tail of every kangaroo in Australia. They were then the pests of the continent, and we tried our best to kill them off as rapidly as possible. Now, when it is almost too late, we realize our mistake, and have set to work to rectify it. The animal's pelt, you know, is one of the most valuable that finds its way to market, and kangaroo leather is rated high all over the world for making shoes and harness. On the whole, when I reflect on the short-sighted policy that controlled us early pioneers in Australia in the treatment of the kangaroo, I realize that we were little less than idiots." The Furrer.

"There is something that I first saw during my travels in Germany," said a gentleman who but recently returned. "I am referring to bed quilts made of paper. They are making great headway, and can be found with almost every family now. They are warm, and a great deal cheaper than those we use. It would not surprise me to hear of some one undertaking their manufacture in this country."

Sunday Advertiser. Paper bed quilts and clothing have been made for several years by two concerns in the United States.

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