

"We are told that Great Britain will not allow anything so unfair towards her; the reply to which is, that Britain has not, in the past, does not now, nor is there the remotest likelihood of her intending to shape the fiscal policy of the Empire to meet the requirements of her colonies. She will, as in the past, adapt her fiscal policy as she thinks best for the promotion of the welfare of the British Isles, and I feel sure that her statesmen are sufficiently enlightened to see the wisdom, if not the necessity, of allowing her great self-governing colonies equal freedom in the management of their affairs.

"We see, every day, the disastrous effects of fathers, whose sons have arrived at manhood, but who persist in treating them as children; result being revolt and frequently entire alienation and enmity. On the other hand, where parents wisely recognize the budding manhood of their children, and assist, by their matured wisdom in starting them in life, harmony is maintained and the children become the strongest supports and buttresses of their parents as they advance in life. I contend the cases are analogous. Canada, under commercial union with the United States, with wider scope for her trade and commerce would speedily achieve a more important place among the nations of the earth than has yet been dreamed of. And, with the United States as allies, instead of rivals and possible enemies, would form such a vanguard and rearguard to our glorious mother England, as would render her invincible in the onward march of commerce among the nations.

"But we are told that our manufactures cannot compete, that they would be utterly overwhelmed by those of the United States, that our wholesale merchants will be annihilated by the hordes of cute Yankees who would invade our country. I will admit there must, of necessity, be disturbances of trade, and that some branches of manufacture may be adversely affected at the outset but I do not believe that the people who have raised, under heavy geographical and other serious disadvantages, such a structure as this Dominion in eighteen years; who have established one of the largest fleets of ocean steamers and clipper sailing ships that plough the ocean highways of commerce; who have built and maintained a system of canals unsurpassed, and a railway unequalled on the face of the globe; a people who have established and maintained a school system which any country might be proud of; a people whose laws guarantee protection to life and property; together with civil and religious liberty not exceeded, if equalled, by any other country on this earth; a people having more traders *pro rata* for our population than any other country of which statistics have been kept. I do not believe we have anything to fear in legitimate competition in manufactures, trade or commerce with even the great American Republic.

The natural sequence of our magnificent canal and railway systems is that they should be placed in circumstances which will enable them to secure the largest possible share of trade. Does any one present imagine that this can be secured by a policy of seclusion; does any one here think that the thousands of our most energetic young men, who annually leave us for the United States, can be retained by such a policy; does any one imagine that the fertile prairies of our North-west—the grandest heritage that has ever fallen to the lot of any people—can be populated as they should be within a century to come, by a policy of exclusion or swapping horses and jackknives with each other? I say no, most emphatically, no! What we require is a larger market and freer intercourse, not only with our people three thousand miles away, but with those at our doors, who will buy the products of our fields and forests, our flocks and herds, who will assist us in developing the untold riches of our mines. Then the flower of our young men will not require to expatriate themselves to find a wider field for their energies. The emigrant from the United Kingdom will not be tempted to leave the "Old Flag" by the greater opportunities for material advancement offered him by the United States; and, with the unlimited extent of fertile lands in our North-west, we could then hope to compete successfully for our legitimate proportion of immigration from the continent of Europe which is now pouring in enormous volume into the United States.

We are told that such a step as a com-

mercial union means annexation, that this is but the prelude to our being 'gobbled' by the United States. I should be the last to advocate such a change if that result appeared even remotely probable, because deep, intense and abiding love for Britain and British institutions has grown with me from boyhood, until they are part of my very being. I have no fear that the descendants of those who so heroically defended this beloved Canada of ours against enormous odds in 1812, will prove in any way recreant to the glorious inheritance which we have received from our forefathers, and I sincerely hope that this audience will adopt this resolution, and extend the Hon. Mr. Butterworth and Erastus Wiman, Esq., a cordial invitation to come to Toronto and explain to us, and through our far-reaching press explain to the people of this Dominion, their plans for carrying out commercial union between the United States and Canada upon terms which will be equally advantageous and equitable to both nations. In any readjustment of our relations with the United States we only want what is equitable and just, we cannot reasonably expect more and will not accept less."

#### BUYING IN PERSON.

Merchants need rest quite as much as any other class of workers, and they should not, therefore, grudge the expenditure of a few days or a week during the calm preceding the activity of spring trade, in recuperating their energies, cultivating desirable business acquaintances and observing the progress and changes of trade in their department, especially when such expenditure is attended with direct pecuniary profit. We contend that no dealer can do justice to his business treading the same daily beat year in and year out, and what better opportunity could be desired for taking a brief vacation than that presented in the spring for visiting his jobbing market? True, traveling and buying goods is not mere play, but it is out of the regular routine of labor, and consequently, though possibly wearisome in itself, refreshing and invigorating in its ultimate influences.

Aside from this fact, the advantages which accrue from personal acquaintance with the dealer's jobber are important. He may thus receive valuable suggestions regarding the variety and kind of goods which would be most profitable for him to purchase. New articles and new attractive styles of well-known goods are being continually placed on the market which cannot be well described by circulars or sampled by travelers, articles which "must be seen to be appreciated." Especially is this true of most other departments than groceries.

Personal acquaintance between buyer and seller also tends to strengthen and increase the former's credit. This will appear evident when it is remembered that credit has for a chief basis the character and business qualifications of the applicant. No matter how successful his efforts in the past have been, or how favorable the reports of his present solvency, his prospects are determined by his manifest ability to continue successful and prosperous. Let a buyer exhibit prudence and talent in purchasing, and common sense, trustworthy ideas of business in general, though his capital be small, his credit will be rated relatively high. "I am personally acquainted with Mr. Smith, and know him to be good," is a stronger recommendation than "Mr. Smith is reported to be worth \$25,000 above liabilities, but I know nothing further concerning him." Visit your jobber therefore and favor him with your acquaintance. —Chicago Grocer.

#### TIMBER AND LUMBER NOTES.

An interesting account of the lumbering industry on the Lake of the Woods is given in a recent issue of the *Winnipeg Free Press*, which states that, according to a telegram dated 2nd May from Rat Portage, the mills around the head of the lake have completed their preparations for the summer's work and some of them have commenced cutting. There were in the yards at the first of the month about 25,000,000 feet of lumber, and the anticipated cut for the sawing season from all the mills from 65 to 75 million feet, making a

total amount of lumber in the yards this season of nearly 100 million feet. The logs to supply these mills are cut during the winter season in the Rainy Lake and Rainy River district, floated down these waters and their tributaries to the Lake of the Woods, and thence towed by a fleet of tugs to their destination.

The government commenced the construction of a dam at the second outlet of the lake, with the intention of raising it to give sufficient water for the Mather mill. Owing to the lowness of the water in the lake the proprietors will not be able to keep all the saws going. This is one of the largest mills on the lake. There are two circulars and one gang saw in the mill, and when running to its full extent cuts about 150,000 per day.

The Rainy Lake Lumber Co.'s mill is situated in the town, but last season was not working till fall. It has very large capacity and will be run, by order of the liquidator, to cut up the logs now on hand, until September. The output will be about 100,000 feet long timber, 30,000 lath, and 25,000 shingles per day.

About a mile west from the village is the settlement around Norman Mills. Here are three large mills. The first owned by Henry Bulwer has one circular saw, will be run to its full capacity and turn out about 50,000 feet per day.

Next is the mill and plant owned by the Minnesota and Ontario Lumber Co., a one rotary and one gang sawmill, turning out say 125,000 feet per day. Cameron & Kennedy's is a one circular mill and runs night and day, turning out about 80,000 feet per diem.

These are all steam mills, but at Keewatin, a mile and a half farther west along the C. P. R. are two water mills, one owned by Dick & Banning, and the other by the Keewatin Lumber Company. The former is a small mill with only one circular.

—The *Nova Scotian* of last week, referring to gold mining in Yarmouth county, N.S., says that new leads have repeatedly been found of late years. First of all, years ago, gold was found at Cranberry Head. Two years since gold-bearing quartz was discovered at Kempt, when areas were taken up and companies formed. Last year gold was found at Carleton, a crusher erected and men employed during the winter; this property, we are told, has just changed hands. Latest of all, the *Yarmouth Herald*, states that gold quartz has been found at Ohio. At Kempt the Kempt Mining Co. has a main shaft sunk and has tunnelled across the leads. The Cowan Co., which has a 15-stamp mill, steam pump &c., and has been negotiating with an American Co. for a sale, has been testing a "swamp lead" and finds it yield so well that it is not so anxious to sell out. It may be, adds the *Herald*, "that now that the demand for wooden ships is over, land from which the timber has been culled, will furnish employment and support for the next decade to a large population."

#### Commercial.

##### MONTREAL MARKETS.

MONTREAL, 25th May, 1887.

The Catholic *fete* of Ascension, and the Queen's birthday, two holidays since last writing, have interfered to some degree with wholesale trade; still business, as a whole, is good, there being a free movement in nearly all lines except metals and hardware, which have not yet wholly recovered from the paralysis noted a week ago, as the result of sweeping changes in the tariff. Remittances are not satisfactory to the same degree; dry goods collections are still "off color," in other lines payments are fair to middling. Farmers are pretty well through seeding, and it is hoped that as they can get in more readily. This section was blessed last night and yesterday with copious rains, of which farmers were begin-