

JAS. A. CANTLIE.

BY GEO. SUMNER.

MR. JAMES A. CANTLIE is a native of Scotland, having been born at Dufftown, Banffshire, in 1836. As a lad he was trained to business in the town of Aberdeen, and by painstaking efforts soon won the esteem of his employers.

Coming to Canada in 1863, his first position was with the late firm of Messrs. W. Stephen & Co. His ability soon secured him the position of traveler for the firm. Once started on the road he found difficulty in securing orders on account of competition, and so informed the firm in his daily letters. After having sent off many such, one morning he received a reply to the effect that he had been "sent out to sell goods, not to send in reports of what other firms were doing." The young traveler sent in no more reports, but at once applied himself with all his tact and energy to obtain orders, in which he was most successful.

In 1869, in company with others, he began business as a manufacturers' agent for the sale of woollens and cottons, which business he still carries on successfully, having also a well equipped warehouse in Toronto under competent management. In the course of his career he has disposed of enormous quantities of goods.

He was one of the founders of the Dominion Commercial Travelers' Association, in which organization he has held various offices of trust, and for two years was its honored president. He still takes a deep interest in the association, especially in the benevolent fund. The association's high position to-day is due in no small measure to the work of his master hand.

He was one of the originators of the Merchants' Manufacturing Co., which company to-day stands second to none in the cotton manufacturing industry.

He is president of the Dominion Transport Co., another of our successful institutions.

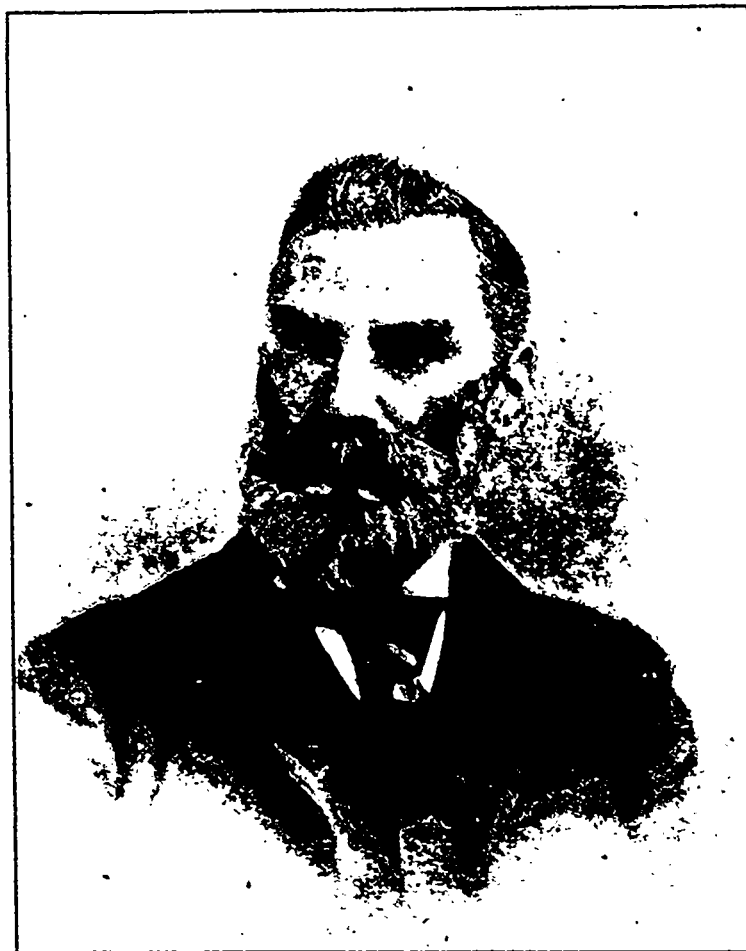
Recently he was unanimously elected to the presidency of the Montreal Board of Trade. He has done much active work on the Board, having held office for many years. During the past year he gave much of his time, assisting in the framing of an insolvency law for the whole Dominion, which is likely to be adopted in the near future.

He has always taken a deep interest in all questions affect-

ing the commercial interests of Canada, never sparing himself when active work or the aid of his voice could help any desirable object. Having the strength of his convictions, in debate he presses home his arguments with much force; he is a capital fighter when in opposition; would scorn to do a mean action, means to do right, and thinks everyone ought to know that he is doing right. As a master, he is much respected by his employes, genial in disposition, as true as steel; a man whom one is proud to call his friend.

Socially, he is one of Montreal's most highly respected citizens, is a brother-in-law of Lord Mount Stephen, and intimately connected with Montreal's best families.

He is a very devoted disciple of Isaak Walton, and generally gets the largest salmon and the biggest basket of trout.



JAMES A. CANTLIE.
President of Montreal Board of Trade for 1894.

PROVIDENCE.

"You know," began the drummer, as a soft and tender smile played over his face, "I was in St. Louis about two years ago, and wanted to get a cheque cashed. Like any other fool, I went to the bank alone, though knowing I would have to be identified. The teller threw the cheque back at me, and I handed him my card, a lot of old letters, the strawberry mark on my left arm, and all that, but it was no go. I must get some one to identify me, though I didn't know a soul in all that town. Do any of you believe in Providence?"

One impulsive individual said he did, but the others maintained a discreet silence.

"Well, I went out on the street and wandered up and down, wondering what I should do. In the midst of the rush I caught sight of a familiar face and I soon had the man by the arm."

"Say! you remember me, don't you?" I asked.

"No, sir."

"Never saw me before?"

"Never."

"But you are in error. Didn't you use to live in Elmira, N. Y.?"

"I did, sir."

"Lived on Cherry street?"

"Yes, sir."

"Had a daughter named Maude?"

"Sir, who are you?"

"Had a daughter named Maude. Don't you remember