

Commercial Travellers' Association.

The annual meeting of the Northwest Commercial Travellers' association of Canada was held on Saturday evening, December 22, in the board room, grain exchange building, Winnipeg. There were present: President Wm. Hargreaves, in the chair, Vice-President G. F. Bryan, Treasurer L. C. McIntyre, Secretary Fred J.

for the purpose of considering matters of general interest to travellers. It is believed that by taking united action in this way, results could be achieved in the interest of travellers, which could not be obtained by individual associations.

ELECTION OF OFFICERS.

The secretary read the scrutineer's report, which showed the following officers to be elected for the year 1901:

President—G. F. Bryan.

Vice-president—F. M. Morgan.

Treasurer—L. C. McIntyre.

Directors—Wm. Hargreaves, F. C. Fahy, Frank Agnew, M. McGowan, W. W. Hutchison, Geo. Wilson, Joseph Maw, E. L. Thomas, F. W. Drewry.

British Columbia Board: Vancouver Vice-president, Jos. Beveridge; directors, Fred. Schooley, Frank R. Douglas, Victoria; Vice-president, James Thompson, directors, H. H. Welsh, New Westminster; Director, J. U. Cunningham, Kootenay; Director, L. R. Stewart.

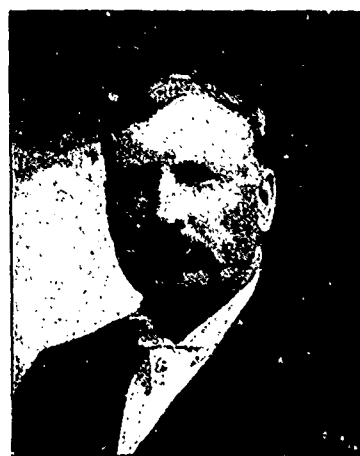
Total number of ballots, 267.

The president declared the above named duly elected to their several offices for the ensuing year and requested the newly elected president, Mr. Bryan, to take the chair, the retiring president closing his year of office with a short address.

A report of the actuary of the association on Mortuary Insurance was presented and explained very thoroughly through the kindness of Mr. Brock, who was heartily thanked for his trouble and care for the interests of the association, and a resolution was then carried requesting the board of directors to arrange to place the sum of \$27,000 in a reserve fund for that purpose and a further contribution of \$1 per member per annum in future.

Votes of thanks were passed to the auditors, scrutineers, actuary, the

come a great factor in the distribution and arrangement of the commerce of this western civilization, with her wonderful wealth of forest, stream, field and mines, with her spirit of pro-



L. C. McIntyre, Treasurer, N.W.C.T.A.

gression Canada is bound to become one of the greatest trading grounds on the American continent.

The rapid expansion of our commercial interests during the last ten years the great Canadian Pacific railway connecting coast with coast, the splendid field she offers for the investment of capital, the magnificent response to the call for men to go to South African field of battle (and among the latter quite a contingent from our own associations), all these things have exalted Canada in the eyes of foreigners, have increased our financial credits abroad and turned the eyes of the whole civilized world upon us.

We have to-day in Canada some 11,000 commercial men adding their quota to the advancement of trade and commerce, spending some \$5,000,000 per day when travelling among the railways and hotels, and as a class it is easily seen how great an influence we may become.

No association with a membership of 11,000 good, live, hustling men all interested in commerce and the growth of our country can be overlooked. Our membership is a factor that must be reckoned with. We have much to say as to the lines in which business will be conducted as to the energy with which mercantile interests will be pushed and as to the rapidity with which under our encouragement the open and unsettled portions of our country will be filled up.

It must be a source of satisfaction to all true commercial men to know that the moral standard of our association is much higher than ever before. We believe this is in the right direction, even from a purely business standpoint and it will yield good results.

We are told that nothing strikes a commercial man so forcibly when visiting the old land, as the solidity of English business life. The integrity and steadiness that is so characteristic of British mercantile life has been the development of centuries.

That the same spirit should be in our own Canadian commercial life should we believe be the ambition of every member of the North West Commercial Travellers' Association.

It has been a great pleasure to endeavor to guide to some extent the work of the association during the past year and I cannot close my remarks without thanking the members of the board for their hearty support and the many kind considerations.

Wishing you all a merry Christmas and a happy and prosperous New Year.

A new company has been formed, with \$10,000,000 capital, for the purpose of controlling the crude rubber market. Of this capital the Standard Oil Company has subscribed \$3,000,000. A rate war is threatened to force in outsiders.

The Knechtel furniture factory, at Hanover, Ont., one of the largest furniture factories in the Dominion of Canada, was totally destroyed by fire on the 20th inst. The factory covered two acres of land and not a wall is left standing. The fire spread to adjoining buildings.

THE LUMBER TRADE.

TO RAFT LUMBER TO WINNIPEG.

An innovation in lumbering in northwestern Minnesota next summer will be the rafting of lumber and shingles from East Grand Forks, Minn., to Winnipeg, on the Red River of the North, says the American Lumberman. This will be done by the Grand Forks Lumber Company, at the head of which is R. H. McCoy, who for some years manufactured lumber at Lakeland, Minn., on the St. Croix River below Stillwater, and rafted his lumber to Mississippi River points below. Mr. McCoy was in Minneapolis on Tuesday of this week, having returned from a visit to the lumbermen of Winnipeg a few days before. He says that Winnipeg lumbermen take kindly to the idea of having lumber brought to them down the Red River of the North, and he feels assured of a ready sale for at least 10,000,000 feet to be rafted to Winnipeg next season as a starter. He had first intended to use barges but has decided that the lumber can be rafted down the Mississippi. It is really not a new thing to ship lumber on the Red River of the North, although it has not been done in late years. It was on that river that James J. Hill, the great railway magnate, first became interested in transportation problems, running a line of steamboats from Fargo to Winnipeg in the early days and at times taking considerable lumber. Steamboating gave way to railroads, but Mr. Hill still owns and operates a steamboat on this stream. The Grand Forks Lumber Company cut over 20,000,000 feet of lumber the past season and expects to make about 35,000,000 feet next year.

LUMBER TRADE NOTES.

D. L. Mather, of Rat Portage, Ont., intends taking out 275,000 railroad ties during the present season.

The annual meeting of the Keewatin Power Co. will be held at Ottawa on Jan. 9, when it is expected that something definite will be announced regarding the building of a pulp mill at Norman.

Mild weather has interfered considerably with operations in the logging districts of Northern Minnesota of late and lumbermen are beginning to fear a repetition of last year's experience. In some districts wages have been reduced to \$20 per month for ordinary hands owing to the unfavorable conditions.

The Victoria correspondence of the American Lumberman says: A new factor in the rail trade from the Pacific northwest during 1901 will be the big mills at Chemainus, on Vancouver Island. This plant, one of the largest on the Pacific coast, has been cutting for the export trade for thirty years but as it is separated from the main land by the Gulf of Georgia, no attempt at rail business has ever been undertaken before. To meet the requirements of its new departure the company will erect three large dry kilns, a planing mill and a shingle mill plant. It will also build three large warehouses and additional wharfage room and is already enlarging the engine room capacity sufficient to meet the demands of the new business. The lumber will be taken from the island to the main land on specially constructed barges which will carry a large number of cars each trip.

A deal has recently been closed by several Wisconsin lumbermen, which includes the purchase of a large tract of timber tributary to the Pigeon river, lying partly in the northern part of Minnesota and partly in Ontario, and the organization of a company to manufacture it at Port Arthur, Ont., called the Pigeon River Lumber Company. The members of the company include D. J. Arpin, of the John Arpin Lumber Company, Grand Rapids, Wis.; Will Scott, also of Grand Rapids, Wis.; Herman Engler, formerly of the old Gerry Lumber Company, Eagle River, Wis., and others. A plant has been bought at Port Arthur and operations will be carried on, beginning with next year, on a large scale. Being located on the Canadian Pacific Railway, the company can ship west to the Manitoba trade and also to Ontario points to the east.—American Lumberman. It is understood that the above concern has bought the mill of Graham & Horne at Fort William, and will operate it.



C. F. Bryan, President, N.W.C.T.A.

C. Cox; directors, F. W. Drewry, F. Agnew, F. M. Morgan, Murray McGowan and about thirty active members of the association.

The minutes of last general meeting were read and confirmed.

The report of the board and also the report of the treasurer were presented and adopted. These reports were given in full in The Commercial of last week, so that it is not necessary to repeat them again here.

President Hargreaves followed giving a report of his recent trip east. After some discussion on the report and considerable favorable comment it was adopted unanimously. Mr. Hargreaves went east to Montreal to confer with the association there regarding matters of interest to all commercial travellers. While at Montreal he formed one of a deputation, with



F. J. C. Cox, Secretary, N.W.C.T.A.

board of trade and grain exchange for use of their room and to Messrs. Bryan & Co. for cigars, after which a motion to adjourn was carried.

PRESIDENT'S ADDRESS.

Following is the address delivered by retiring President Hargreaves:

Gentlemen,—I feel that I cannot let this annual meeting go by without briefly reviewing some of the impressions as formed during the year which is rapidly drawing to a close.

As will be seen by the printed reports, we have made substantial progress in our membership and also added a large amount to our capital account.

Better railway and steamship rates have been secured, and to some extent hotel accommodation has been improved and we are glad to say that in all these lines we expect further advances in the near future.

When we think of the immense territory which we as commercial men in Canada cover, we cannot but feel that we have an immense field for the development of our commercial life.

Canada is to become a country of commerce. Her development during the last decade leaves that statement without a doubt and we feel proud that our country has it in her to be-



F. M. Morgan, Vice-President, N.W.C.T.A.

several members of the Dominion Commercial Travellers' association, which waited upon Messrs. Kerr and Usher, of the passenger department of the Canadian Pacific Railway, and held a conference on the subject of improved transportation rates on portions of the company's railway system in the west. The deputation was very kindly received by the representatives of the railway, and in the near future as soon as the conditions of trade will warrant it, it is expected that the proposals made by the deputation will meet with the company's favorable consideration.

As a result of the Montreal conference, it has been proposed that an executive council be formed, to be composed of delegates from all Canadian associations of commercial travellers, this council to meet once a year