

## Canada's Canal Trade.

New York, July 2.—The canal committee of the Produce Exchange, which is working to have the question of the building of the Erie canal referred to the people at some date soon, has prepared a table showing the movement of the principal grain shipments for the week ending June 25, and comparing the amounts passing through Canadian ports and American. The committee observes that Canadian routes are drawing more and more American traffic away from American routes and they hold that the re-building of the canal, so as to carry 1,000 tons barges would lower rates, and rehabilitate the traffic of this port.

The present Canadian routes that are cutting into rail and canal shipments to New York are by way of Georgian Bay and St. Lawrence river. The rate to Liverpool by this route is at present 11-25 a bushel cheaper than by way of New York; and the Canadian shipments for the week covered by the committee's table were more than New York's by 617,143 bushels greater than those of all the American ports on the Atlantic by 25,459 bushels. The figures of 11-25 cents a bushel are on the basis of the minimum rate arranged by the new shipping combine recently announced. It is shown by the table for the week ending June 25 that the grain shipments from Montreal amounted to 232,222 bushels, while the total from New York was 385,132. The total shipments of all grains by way of Canadian ports for the week were 1,002,245 against 742,806 by American Atlantic ports.

## Paying Cash for Produce.

Merchants in Minnesota are getting the produce trade down to a point where it is profitable.

Through their local trade associations they arrange to pay a certain price for produce and they generally stick to this arrangement.

This is a good proposition because it enables the farmer to get what his goods are worth and no more, and it enables the merchant to get a return

for the time and money spent in handling this class of goods.

If there isn't a local association in your town formed for the purpose of handling produce in this way, Mr. Merchant, it is time that you get together with your fellow merchants and formed one.

All you do is to agree to pay a fair living price for produce and not cut your own throat.

A d having reached the point where you have formed such an association decide as your next step to pay cash for all farm products that you buy. It won't pay? Of course it will.

It will pay better than the old "trade" method.

There is no trust about it. In the first place it will bring more produce to you.

If you are making a profit, that is what you want. You want business to increase coming and going, and it doesn't make much difference which way, just so it increases.

And it will pay you, because it will make you more independent.

If you give the farmer trade for his produce he figures that he is tied up to you till he buys that quantity of goods and he has got to see you down to bedrock price every time he buys anything or he is getting the worst of the bargain.

If you pay him cash and he can buy where he pleases, he will figure out that he is getting the lowest price anyway; that he is just about smart enough to know who sells lowest on certain lines and he will not stand and haggle over half a cent. And if he sells you \$5 worth of produce and only trades out \$2.50 with you, don't let that worry you.

You can just about figure out that you will get your share of his business in the end, no matter how it happens to run at the moment.

You can just about figure out, too, that some other time he will buy a good deal more from you than he sells you and that the transaction will be much more satisfying all around than if he sells you goods and you make him "take it out in trade."

Business on a cash basis is the best

business for all concerned every time. And paying cash does not preclude the farmer from taking the whole amount coming to him in trade if he wants it in that way.

The only point is to have it understood if you buy the farmer's truck he can get all cash for it if he wants it. It will add to your business, it will give him more confidence in you and it will give you a chance to do business on a basis, which in the end will be more satisfactory.

A farmer likes to feel the money jingle in his pocket for a few hours, even if he knows he must return and give it all back to you before he goes home.—Minneapolis Commercial Bulletin.

## Railway and Traffic Matters.

The C. P. R. will shortly commence on an extensive system of improvements in its Winnipeg yards.

The Canadian Northern Railway has opened a weekly refrigerator service between Winnipeg and Hartney.

The C. P. R. has made a contract with the Northwest government to blow and keep in order all fire guards which may be considered necessary along the C. P. R. right of way in the Northwest Territories.

The work on the C. P. R. tunnel at the loop, in the Crow's Nest Pass, has been completed, and it was used for the first time on Friday last. It is 900 feet in length, and the construction cost the road in the neighborhood of \$250,000.

The Canadian Northern train service was demoralized on Monday, and communication between Winnipeg and Portage la Prairie shut off, owing to a washout a short distance east of the latter town, caused by the high water in the Assiniboine river.

By the end of this week it is expected that the first train will run over the new C. P. R. bridge across the Red river at Winnipeg. The delay in opening the bridge has been due to the non-arrival of ballast for the approach. The bridge has cost the company \$150,000.

There have been some engagements of wheat from Port William to Montreal since our last report at 54c, with 5 1/2c now asked. There is little or nothing doing from Duluth, and rates nominal at 5c. From Chicago to Montreal is quoted at 41c on wheat. From Chicago to Buffalo, 14c for wheat, 13c for corn. From Buffalo to New York, 38c wheat, 34c corn.—Montreal Trade Bulletin.

The Canadian Australian Steamship Company has chartered an extra steamer, the S.S. Fororic, to load from Vancouver about the middle of August. This vessel has a deadweight capacity of 5,000 tons, and is first class in every respect. This extra steamer was chartered owing to the heavy demands from Australia resulting from the severe droughts, which have been experienced this season.

President W. L. Brown, of the American Ship Building Company, of the contracts last week with the Great Lakes and St. Lawrence Transportation Company for the construction of steel steamers to navigate between the upper lakes and Quebec in connection with the company's dock and general plant at the latter port. The ten ships are to be built and ready for operation at the opening of navigation in 1903, and will cost \$2,000,000.

Country hides are still selling at 8 1/2c per pound at Chicago for best grades. Receipts are limited.

The output of Moose Factory, formerly under the survey of the port of Sault Ste. Marie, Ont., has been placed under the survey of the port of Winnipeg.

Not long ago it was the United States which was shipping coal into Great Britain. Now the coal dealers of New York are bringing anthracite coal from Wales. Arrangements to this end are being carried on now, though it is estimated it will not be landed in New York, no less than \$8 per ton.

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REAP  
DOLLARS



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IMPLEMENTS

On Your Farm

Massey-Harris Implements are made by Canadian Mechanics  
Canadian Mechanics consume the products of  
Canadian Farmers

It Pays every Canadian to Patronize HOME INDUSTRIES