

## IMPLEMENT MEN MEET.

### REPORT OF PROCEEDINGS.

The retail implement dealers of Manitoba and the Northwest Territories held their annual meeting in the Building Association's hall, Winnipeg, on Tuesday evening, the 19th inst. Owing to the absence of president and vice-president, Jas. Duncan, of Melita, was appointed to preside over the meeting. The minutes were read and adopted. The chairman then called upon Secretary Chapin to report on the executive proceedings for the past year. This report stated that six circulars had been sent out during the year, to which there had been but indifferent response on the part of the members, but he was nevertheless satisfied that good work had been going on. He thought that the coming year's work should include the employment of a salaried secretary, one who could travel. Another thing which he thought the association needed was a trade paper. The executive had had the matter looked into and thought that a local paper could be made to pay expenses, although the editor of Farm Implement Trade was in the meeting and would make another proposition. The next question he discussed was the relation of the wholesaler man to the association. He himself was in favor of having wholesale men admitted as honorary mem-

Some of the wholesale dealers who were present, expressing sympathy with the organization and wishing it success. Some discussion also arose on the question of admitting wholesale dealers to the association and some members thought that they would not accomplish such good work without these.

The election of directors resulted as follows: A. E. May, Carberry, M.; P. Porter, Portage la Prairie, M.; J. C. Nelson, Brandon, Man.; F. F. Anderson, Winnipeg, Wm. Will, M.; Gladstone, A. T. Smith, Morris; and R. McKenzie, Winnipeg.

The question of time of meeting was brought up and the opinion expressed that it should be held earlier in the winter, the month of December being preferred. Decision was left with the executive. This closed the proceedings of the general meeting.

On Wednesday the directors held a meeting and elected H. F. Anderson, of Winnipeg, president. They also decided to secure the services of a permanent secretary and to close with offer of The Canadian Implement Trade.

### Annual Meeting of the Dairy Association.

The fifteenth annual meeting of the Manitoba Dairy Association was held on Friday, the 22nd inst., in the city hall, Winnipeg. Representatives were in attendance from various parts of the province. The minutes of the last meeting were read by the secretary and duly adopted.

The president, Wm. Grassick, addressed the meeting. He commenced by referring to the death of our late Queen, and to the interest she had taken in the agricultural classes and the forwarding of scientific instruction in agricultural work. King Edward, said Mr. Grassick, takes a practical interest, not only in statecraft, but also in the humble pursuits of the farmer, and this will tend to make him a beloved and successful sovereign. The speaker said this was the best and most successful dairying season the industry had experienced despite the dry weather, the partial failure of the crops, and the difficulties generally experienced. The demand for first class butter in British Columbia has been larger than the supply. The cheese industry has also been a source of profit, the output being larger and the price the same as last year. The government would render a boon to the butter and cheese industries if instructors were appointed to visit all factories. None but first class men must be given charge of the factories, and it was wished to improve the quality of our butter and cheese.

Mr. Ruddick, who followed, said he believed in having legislation to compel factories and makers to have their names branded on each package and that by doing this the quality of the goods would be improved, and a better price be obtainable by those who created a name for themselves.

The directors' report was read and is as follows: Your directors desire to say that undoubtedly a large amount of very bad butter and cheese was made last year and to some extent at least the reputation of the province was thereby damaged on the British Columbia market; on the other hand, it was found that the quality of the goods was better and at the coast, and a much larger quantity could have been sold had it been available. There is no question in the mind of your directors that much of the inferior cheese was due to the practice of produce merchants buying everything in sight, and some houses of course discrimination was experienced, but by others there was none and the result was disastrous to good makers. Your directors most heartily endorse the suggestion of the president with regard to registering of trade marks and the adding of two instructors to the government dairy department.

As a result of the directors' report a motion was adopted as follows: That the president appoint a delegation to the provincial parliament to lay before them the desirability of giving

this association legislation on the director's report, and more particularly in the marking of all butter packages.

The treasurer's report was then handed in showing a good financial standing.

The representatives of the various butter factories then made their reports to the association, also the various cheese factories, showing an increase in the quantity of cheese produced, but also a slight decrease in price.

David Munroe, exhibition representative, made his report in the course of which he referred to the cheese manufactured by a young lady in a Nor-western farm, who had graduated in the Manitoba dairy school, and for which she obtained 11c per pound in the locality it was manufactured. This was good evidence, said Mr. Munroe, that the knowledge acquired at these dairy schools was not useless.

Mr. Moran, cheese instructor at the Manitoba government dairy school, addressed on "Cheese Making in Manitoba." Unfortunately, he said, there are many who say that the quality of cheese is not up to its usual standard, and this Manitoba cheese has lost to a certain extent, although the situation may not be as bad as it is painted.

At the afternoon session, Wm. C. Champion was elected president, the other officers elected being: B. Waugh, first vice-president; W. B. Gilchrist, second vice-president; Miss E. Cora Wm. Grassick, treasurer. Directors: Ryan, Ninga; Wm. Scott, Winnipeg; Stephen Benson, Neepawa; L. D. McQuinn, Macdonald; J. T. Regier, Hochstadt; S. Thorvaldson, Icelandic River. Representative to Winnipeg fair board, Geo. Harcourt. Auditor, G. H. Greig.

After a number of technical discussions a resolution was passed reading: "Resolved, that this meeting of the Manitoba Dairy Association is convinced that the railway rates on dairy produce, both westward and eastward, are too high, and that the charge for storage and commission is also excessive and in view of the fact that American butter being largely sold in British Columbia, also the fact that creameries in the Northwest Territories get government assistance in storage and marketing, we would ask that government assistance be made to the proper authorities so that the improved conditions be given in these respects."

In the evening a public meeting was held at which addresses were given on dairying and kindred subjects. Premier Roblin, J. A. Rudick, Professor Robertson and Wm. Grassick were the speakers.

### Board of Trade Council Meet.

A meeting of the council of the Winnipeg board of trade was held Tuesday afternoon.

Letters were received from several points in Manitoba, asking for information as to the steps to be taken in forming boards of trade. The secretary reported that the necessary information had been forwarded them.

The postmaster general wrote, acknowledging the receipt of the Winnipeg letter carriers' petition for an increase in pay and the Letter Carriers' association wrote, thanking the board for their consideration of the petition.

The Montreal board of trade wrote, acknowledging receipt of the expression of regret sent from Winnipeg for their loss in the recent fire, which destroyed their building.

A letter was read from a gentleman in British Columbia, asking for information regarding the district north of Lake Winnipeg, as he desired to send a prospecting party there next summer.

Communication from the Ottawa board of trade was read in regard to a memorial being prepared giving full information in regard to technical education, which is to be presented to the government. The memorial is to be presented by representatives from Canadian boards of trade. March 5. The president was requested to take action in the matter of securing representatives from this board and to communicate with the co-operation of R. L. Richardson, of F. and W. F. McCreary, M. P. who are members of the board.

The following were elected members of the board: W. G. McFarlane, of Marshall Wells, hardware; J. J. Codville, of Codville & Co.; John Lov,

grain merchant; Alex. Reid, grain merchant; C. H. Newton, assignee; E. A. James, superintendent, C. P. R.; I. W. Martin, of the Gurney Stove and Range Co.

Correspondence between a gentleman in Grand Forks, N. D., the collector of customs and the board of trade, was read in connection with the carrying of lumber from Grand Forks to Winnipeg by steamer and barge. The gentleman stated that he had made orders to bring into Winnipeg 12,000 feet of wood from Grand Forks to Winnipeg dealers and wished to know whether he would be subject to duty on his steamer and barge every time he crossed the line. The board did not consider that he would be so taxed, as it has been ascertained in the coasting laws of Canada that there is nothing to prevent this traffic. It was also proposed in the correspondence that grain might be moved in the same way as lumber. This is considered as somewhat of an important matter, as it might lead to competition between steamboats and railways.

Some letters from members of the board on the subject of delays in freight between Winnipeg and British Columbia points were referred to the freight rates committee for their consideration and action.

The council of last year, before vacating office, had collected a mass of information relating to the forces of accounting adopted by various Canadian and American cities. On motion it was decided to write the city council, asking if they will co-operate with a committee to be appointed by this board to take up the matter of civic accounting, as the system now in effect is considered not as good as it might be.

The following were appointed as a committee to formulate a scheme to look into the reorganization of the Dominion board of trade: D. W. Hole, D. K. Elliott, E. L. Drewry, A. M. Nantel, and H. Ashdown.

The council decided to urge the Dominion government to enlarge the present post office building, with a view of increasing the present accommodation and concentrating therein all the Dominion public offices in the city.

The legislative committee reported that they had interviewed the premier and attorney-general and urged the appointment of Mr. C. H. Newton as official assignee, and were satisfied that the appointment would be made.

The vacant lands committee reported that they had interviewed the civic finance committee, who had recommended to the city council that a vote of \$500 be made to assist in the settlement of the vacant lands adjacent to Winnipeg, and that the city council appoint a committee to cooperate in the work. This in effect is the same action taken by the city council as last year.

Letters from the London, Eng., chamber of commerce and European Exporters' association, on the subject of insolvency legislation for Canada were considered, and information ordered to be forwarded to these bodies.

It was decided to write the Manitoba members, asking them to urge upon the Dominion government the necessity of applying shipped into Manitoba from Ontario, as under the present circumstances consumers most frequently paid for an article of quality that they did not receive, and the great deception was practiced in the selling of apples in barrels resulting in defrauding the public.

A committee was appointed to consider and suggest any revisions thought necessary in the by-laws of the board.

### New Sample Room.

T. L. Waldon, western representative for Caverhill, Learmont & Co., of Montreal, has secured premises in the new Stovel block, Winnipeg, where he will have one of the finest sample rooms in the city. He has taken the ground floor on the western side of the block, corner of McDermott and King streets. The room is large, airy and well lighted, and will make a grand sample room. Sample material, general hardware and shell goods will be carried here, including the fine line of carry carried by this house. Mr. Waldon has also secured the building known as the North-West Wire Co.'s factory, on the Canadian Pacific railway track, which will be used as a track warehouse, and in this building will be carried a stock of heavy goods, so that western customers of the firm can have their orders filled from Winnipeg stock, in heavy lines.



H. F. ANDERSON  
President-Elect Implement Dealers  
Association.

bers for a small fee. He was also in favor of a secretary being appointed to clear up doubts and get members making for this purpose a trial trip for three months.

In the discussion which followed this report different dealers expressed confidence in the association and its work and some testified to the good feeling which it had created among dealers in their localities. Several favored the idea of a special implement journal. The chairman thought that it would be a good thing to have a journal in which the members could express their own ideas and bring up points in connection with the trade. The executive, he thought, had no power to deal with the matter, it had been decided to leave it to the meeting. A journal reaching every member of the association would be a good advertising medium, he thought. At this point P. G. Van Vleet, proprietor of the Canadian Implement Trade, of Sarnia, was given a hearing, and submitted an offer to open the columns of his paper to the association and supply copies of this paper at a nominal sum. This matter was finally referred to the executive committee with power to act.

With reference to the matter of a salaried secretary who could travel and organize the association more completely there was a good deal of discussion and opinion was somewhat divided as to the feasibility of the scheme, although admitted as desirable. One dealer thought that if the idea were adopted a good many new members could be "roped in."