

tions for the prime necessities of life, and here lies a blessing for Londoners that cannot be highly appreciated.

Reference was made in the earlier portion of this article to the selection of London originally owing to its strategic position from a military point of view. How far this may have led to making London the headquarters of No. 1 Military District, the holding of the annual camp and the establishment of Wolsley Barracks here, it is not pertinent or necessary at this moment to enquire. But any extended notice of the commerce of London that failed to take into account these important factors would be incomplete. They necessarily add largely to the volume of trade done in the city, and the same is true concerning the Asylum, and in a lesser degree the Normal School and the Medical School, while the superior educational facilities, the fine churches, the pure water supply, and the general salubrity of the city—for it has the lowest death rate of any city in the Dominion—all serve to attract to London the retired farmers and men of wealth who desire to pass the evening of their days in comfort and amid all the advantages that an urban locality can possess.

No reference to the commercial affairs of London would be complete without passing allusion to the Western Fair, which is each year the means of setting in circulation many thousands of dollars within the city limits. This gives a stimulus to trade generally that cuts a very large figure in the transactions of the year.

We have spoken generally of London's market, as compared with the markets to be found elsewhere, but specific mention should be made of the reputation London enjoys as a purchasing depot for horses designed for the English trade. This is a branch in itself, and it has reached a scale of magnitude in London that gives it a very prominent place in the commerce of the city. Other cities may compete more or less in the shipment of general produce, but in the horse trade London stands alone.

In 1844 was opened the first wholesale house in London, when Edward Adams & Co., the well-known grocery firm on Dundas street, began business. In 1857 Adam Hope & Co., beginning in the dry goods trade on the corner of Carling and Talbot streets, John Birrell & Co. began in the same year. It was some years afterwards that John I. Mackenzie & Co. began. In 1866 Hope & McKenzies removed to Hamilton, leaving Birrell's the only representative establishment. The following year John B. Laing & Co. opened up, and John Green & Co. followed suit in 1872. Robinson & Little opened out a year or two after, and this closes the record of wholesale dry goods houses, if we do not include in that category wholesale ready-made clothing, gentlemen's furnishings and small wares. Two of the three pioneer dry goods houses had grocery departments, but on their departure this was left solely to the one house then existing, which is now supplemented by many others, so that nothing of the large number who combine a wholesale and jobbing trade with their retail stores. It is now generally recognized that the drug trade has operated wholly from the city, but now a large business is done. The pioneers in the crockery trade are still with us. In the way of shoe houses, the longest been a recognized center, and there are several wholesalers to maintain this reputation, there being besides a number of jobbers. Millinery is also something of recent years, now represented by many flourishing firms. The first firm in the line of hats and caps began in 1844, and was followed by Marshall, Lind & Macfie. In hardware proper London took an early lead. Until about 1867 buyers came to the market at least from the Province, and a year or two afterwards the business was rushed into two seasons. Now an army of travellers represent London houses, and goods are sold from Prince Edward Island to British Columbia. The advent of new railways should largely improve London as a wholesale centre.

In closing, let it not be assumed that the subject is by any means exhausted. Many salient features have been touched upon, but the surface has merely been skimmed. Each point dealt with is elaborated and its special advantage to the city pointed out from every point of view. But it was not designed to be exhaustive. Every intelligent reader, every thoughtful person, can see the advantages the city possesses as a commercial centre that is always on the up grade. None have yet reached the apex, though the commercial body of London as a whole has made such progress as must be gratifying to all who have the material interests of the city at heart. Probably in all that has been written there is no one point more encouraging than that of perpetual advancement. There is no such thing as a "dead centre" in commerce. There must be either retrogression or progression, and the record of London is probably unique in that, as before pointed out, there has been but one year in the past twenty that has not shown a decided advance over its predecessor in the volume of commerce. The record of the past may well be taken as an omen of what is to come. There is nowhere within our borders any sign of diminution in the activity, energy and enterprise of our citizens. The city is in good shape financially, experienced and shrewd men are at the head of its commercial concerns, and local improvements are going ahead at such a pace that few rivals can hope to surpass us. To sum up London in its commercial aspect, the present is full of pleasure and the future big with hope.

To-day London occupies the position of one of the first commercial cities of the Dominion. Its growth, though not of the "booming" sort, has been one of steady progress, and is of that staple character which speaks well for the future. Its wholesale merchants are among the most prosperous business men of to-day, and their large and handsome buildings in the heart of the city, well stocked warehouses, busy offices and army of genial knights of the grip bespeak a volume of good

healthy trade which has done much to advertise our fair city all over the Dominion.

The oldest wholesale firm in the city, which is still in existence, is that of Edward Adams & Co., the well-known grocers, on Dundas street. The business was first established in 1844 by Adams. Many changes have since taken place in the personnel of the firm, though the name has remained the same. Mr. Adams having associated with him at different times Mr. Cleghorn, Mr. Long, Mr. Bryan and Mr. Richardson. The first three of these gentlemen are now deceased, whilst Mr. Adams is living in England, and Mr. Richardson, who retired owing to ill health fourteen years ago, is now living in London. The business is at present carried on by Messrs. Samuel Scraton and William Turnbull, and it is safe to say could not be in more capable hands. The large building on Dundas street occupied by the company is admirably adapted to its purposes and is stocked with the immense variety of goods which is necessary to a successful business of this sort. The firm has three travellers on the road all the year round, and enjoys a large and ever increasing trade.

One of the most important of London's wholesale firms is that of Robinson, Little & Co., the well-known dry goods merchants. Established in 1875, the history of the firm has been one of progress from the beginning. The members of the company are energetic business men, and their house has an enviable reputation all over the Province. The firm first began business in warehouses on the east side of Richmond street, opposite the handsome building they now possess. The increase in their business necessitated more room, and in 1887 they took possession of the warehouses at present occupied by them. Three years ago it was necessary to build an addition to the frontage. The building as it now stands is 69x100 feet, five stories in height, whilst in the rear is another warehouse, 43x70 feet. The stock carried by the firm is enormous and embraces full and varied lines of dry goods, carpets, notions, etc. The firm employs 40 hands, including nine travellers. Their trade extends across the continent, and the house is one of which London has every reason to feel proud.

Nearly forty years ago the firm of D. S. Perrin & Co., biscuits and confectionery, now one of the most prosperous wholesale and manufacturing firms in the city, sprang into existence. This company now employs a large number of hands, and has six agencies located in the principal cities of the Dominion, their output being distributed from the Atlantic to the Pacific. While particular attention is paid to the Canadian trade, a large export business is also done. Quality is made the important feature of their goods, while the variety is enormous. Messrs. Perrin & Co. do probably the largest combined biscuit and confectionery business in the Dominion. So goods increased that during the last five years the building has been enlarged no less than four times, and the best modern methods and machinery introduced from time to time, and even greater improvements are expected, will take place. Any one visiting their large factory is struck with the business like air, and above all the strict attention to cleanliness, which prevails in every department. Each class of output has a department to itself, and being equipped with the most modern machinery, better goods and more are manufactured than formerly, when nearly every class of goods was made by hand. There are nearly 200 kinds of high class chocolates, and many in addition to the common grades of candy, turned out in the Perrin factory. Sterling Cream Sodas, all styles of fruit and nut chocolates, bon-bons, and many other confections are made and distributed among the best and most discriminating trade.

Everybody who knows anything about good furs, hats or caps, is acquainted with the name of John Marshall & Co., the leading wholesale hat, cap and fur dealers of the Province. This firm was organized in London in 1873 under the name of Marshall, Lind & Macfie. Some four years after Mr. Marshall assumed sole proprietorship of the business, and for twelve years carried it on himself. In 1884 Mr. Samuel Munro was taken into partnership, and four years ago, upon the death of Mr. Marshall, Mr. Munro assumed full charge. A year later again Mr. Walter Simson became a member of the firm, and since that time these two energetic gentlemen have carried on the business in consort. The company occupies large premises on Dundas street west, and employs 135 persons all the year around. They are large manufacturers of furs and caps, and their trade extends across the continent, the firm having representatives in each of the Provinces of the Dominion, while six travellers are kept constantly on the road. They are large importers of the rich furs from the European markets, and once each year Mr. Munro visits the English market on a purchasing trip, while Mr. Hertel, manager of the fur manufacturing department, visits Leipzig, Germany, on a similar errand. Their warehouses and factory are most of the best places to visit, and there the process of manufacture from the rough skin to the rich finished cap or jacket, may be seen in all its stages.

Prominent among the dry goods trade of London and Western Ontario is the firm of Rowat, McMahan & Granger, wholesale dry goods merchants. This business was organized in 1877, the members of the firm formerly being connected with the establishment of Laing, Sutherland & Co. Their first start in business was made in the old Robinson Hall, opposite the Court House, and was in small wares only. Later they branched out in staples, increasing their lines. All the members of the firm were experienced and pushing business men, and their efforts were rewarded with an increasing share of public patronage. Later the firm moved to premises on Richmond street, but these being inadequate to their increasing trade they took possession in the Granite Block, York street, a little over a year ago.

Here they have splendid shipping facilities, among other conveniences. Messrs. Rowat, McMahan & Granger carry a thoroughly assorted stock of dry goods and small wares, and also of gentlemen's furnishings. They have four travellers, and their house is popular and its business consequently is steadily growing.

John C. Green & Co. are the oldest and among the most enterprising of the wholesale millinery firms of our city. Originally the business was carried on under the name of John Green & Co. It was organized in 1872 and was carried on by Mr. John Green until four years ago, when Mr. Green, sr., retired in favor of his son, Mr. John C. Green, who is now conducting the business. In the early days of the firm dry goods were included with the millinery, but this was subsequently abandoned in favor of millinery only, in which line the firm enjoys an extensive trade. Increase of business lately necessitated improvements in the premises, which are at the corner of Carling and Ridout streets, and the building is greatly improved, and at present is well lighted, handsomely equipped and most admirably adapted to its purpose. The firm has seven travellers on the road, and their custom extends from Halifax to Vancouver.

In the wholesale crockery and glassware trade the firm of W. J. Reid & Co., 139 Dundas street, undoubtedly takes the lead. This was one of the pioneer firms of London, and of the Dominion in fact, Mr. N. Reid, one of the first residents of London, and the father of the present owner, founding the business in 1829 in premises on west Dundas street, near where the Robinson Hall now stands. Mr. Reid was possessed of sterling business qualities, and with the growth of the city his trade also grew in large measure. Frequent removals were made to larger premises, the firm finally locating in their present commodious building. Here they have every facility for the carrying on of their large business. The warehouses are stocked with an immense variety of everything pertaining to the trade, goods being imported from many foreign manufacturing centres. The top floor is devoted to glassware, and the third to earthenware and printed dinner, tea and toilet sets. The firm do their own decorating, and a large room and kiln are devoted to this purpose. On the ground floor is located the checking room, where all goods are weighed over as to correct quantity and quality before being shipped. On the ground floor is a fine suite of offices and the sales room. The firm employs six travellers, two for the North-west. Upon the death of Mr. N. Reid twelve years ago, his son, Mr. W. J. Reid, assumed the proprietorship, while in turn his son, Mr. Frank Reid, is now actively interested in the business. A late fire of the firm of 1845 Mr. N. Reid was burned out, and exactly 52 years later, to the day and hour even, the firm again lost heavily by fire. The company employs 35 hands, with whom have been with them for a great many years.

"Bryan's Brushes" is a name well known in the hardware and painters' trade all over the Province, and their manufactory is another business which has done much to advertise London. Mr. Thomas Bryan, the popular proprietor of the London Brush Works, began business here in 1873. For ten years he carried on an extensive trade in the manufacture of brushes in the old building on Dundas street west, recently vacated by the Bell Telephone Co. In 1883 he moved to larger premises a few doors farther west, where the business is still being carried on. All staple lines are stocked by the firm, especially those for the hardware and grocery trade. Mr. Bryan also imports the finer brushes of the artists, which are manufactured in Europe. A special feature of the Bryan brush, and one which has done much to increase its popularity, is the Jenkin's patent bristle catch, a little device for binding the bristles well understood by the painter. Mr. Bryan enjoys a large trade, which extends all through Manitoba and to the coast. He has just issued a very handsome catalogue for 1900, which will be sent free to anyone applying for it.

Among the younger, yet none the less important, of the dry goods and millinery wholesale houses in the city is that of Messrs. George A. McGillivray & Co., on Carling street. This firm was organized in 1894, and such is the result of judicious and careful management, together with push and enterprise, that to-day the company enjoys a large and fast-increasing trade. The original premises on Dundas street, but in 1887 moved to their present quarters, occupying five flats, which are stocked with full lines of all that goes to supply a well-lighted grocery store. Handsome offices are situated in the front of the building. The firm has six travellers on the road all the time, and enjoys the largest trade west of Toronto.

In the wholesale cigar trade Messrs. Line, McDonald & Co. rank easily at the front. This firm, which is composed of energetic young business men, was organized ten years ago, and its history has been one of great success from the first. In 1896 they took possession of the premises at present occupied by them on Clarence street. The building was large and commodious, but the increasing demands of the business necessitated more room, and a year later a forty-foot addition was built. The company employs 25 hands all the year round. They have four travellers, and in addition to this have an agency at Winnipeg, Man., covering the territory to the coast, and also at Sussex, N. B., covering the Maritime Provinces. They manufacture several lines of popular cigars, one of the most in demand just now being the El Cielo, which is made by hand. Mr. Line was formerly connected with a western cigar firm for twelve years, and Mr. McDonald has for eight years been manager of their own business. By purchasing when the market is good they never experience a poor year by a change in the prices of tobacco. The company began in a humble way, preferring to "creep before they walked," but to-day they occupy an enviable position in the trade.

PAIN'S CELERY COMPOUND Strengthens the Tired.



When the stomach, liver and kidneys are tired and without nerve energy, the body is poorly nourished and suffers lassitude and pain. Paine's Celery Compound is a medicine compounded to restore nerve energy, to strengthen the stomach, liver and kidneys. Read this testimonial:

Mrs. H. HARBOUR, Winnipeg, Man., writes:

"I thank you for the great work done by your wonderful medicine, Paine's Celery Compound. A month ago I was very sick, and happened to see one of your books, in which I read of others being cured. I concluded to try Paine's Celery Compound myself, and I now thank God for the wonders it accomplished for me. I was suffering from kidney trouble, heart disease and general weakness, and some days was not able to stand without experiencing great pain; my appetite was also very poor. Since I used Paine's Celery Compound I am able to get about the house and work, and can now eat anything put before me. I trust my testimony may lead many to try your valuable remedy."

considered that the entire stock is turned over several times during the year. The firm keeps a large staff of travellers, who cover the whole of the Province, and the trade done is a most active and prosperous one.

Groceries are always in demand, and the immense number of this class of stores to be found in every city, town and village, each doing a business of their own, creates a demand upon the wholesalers which makes trade in this line steady and brisk. Among the wholesale grocers of London who enjoy a well-merited and ever-increasing trade is the firm of A. M. Smith & Co., who occupy commodious premises in the Granite Block on York street. Organized in 1880 with two shrewd and energetic men at the head in the persons of Messrs. A. M. Smith and J. M. Dillon, the history of their business has been one of steady prosperity. The firm was formerly located in premises on Dundas street, but in 1887 moved to their present quarters, occupying five flats, which are stocked with full lines of all that goes to supply a well-lighted grocery store. Handsome offices are situated in the front of the building. The firm has six travellers on the road all the time, and enjoys the largest trade west of Toronto.

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BETTER WITHOUT A STOMACH-Than with one that's got a constant "hurt" to it, especially when you've eaten good food, and it's still there, is the motto of Dr. Von Stear's Pineapple Tablets. Stimulate the digestive organs. Let us enjoy the good things of life, and leave no bad effects behind. They never experience a poor year by a change in the prices of tobacco. The company began in a humble way, preferring to "creep before they walked," but to-day they occupy an enviable position in the trade.

THE BEIRA RAILWAY, England's Back Door Route to Rhodesia, Against Which the Transvaal Has Protested to Portugal.

From the London Times. The Beira Railway, which is now attracting public attention, was the outcome of an agreement made between Great Britain and Portugal on June 11, 1891, mainly for the purpose of fixing the respective frontiers, following on the taking over of Lobengula's territories by the British South Africa Company. Though the final arrangements respecting these frontier questions were not made until a later date, under the agreement in question the Portuguese Government undertook, among other things, the construction of a line of railway which would connect Rhodesia with the sea, at Beira, and they further guaranteed not to impose any transit duty on goods higher than 3 per cent. The original concession was granted to the Mozambique Company; but eventually it was transferred, through Mr. H. T. van Laan, to the Beira Railway Company, which was registered in London in July, 1893, with a capital of £1,000,000, the line from Beira to the Portuguese frontier was constructed in sections, and when, in July, 1896, the Mashonaland Field Force passed this way, the line was already in sections lying between Fontevilla, which is forty-five miles up the River Pungwe, to Chimio, a distance of 150 miles from Beira. The complete line up to New Untali, the frontier as then fixed upon, was finished by July, 1898. The total length of the Beira line is 208 miles, a greater distance than was originally contemplated, partly because the boundary between the British and the Portuguese spheres of influence had, in the meantime, been moved seventeen miles westward, and partly because of the detours which had to be made owing to the hilly nature of the country. Thus between Fontevilla and Chimio the distance, as the crow flies, is seventy-five miles, but the line winds 120, while it rises steadily from Beira until at Untali it reaches an elevation of 3,450 feet. In the circumstances it is not surprising that the average rate of speed for passenger trains is only twelve miles an hour, and for goods trains ten miles an hour. The complete journey from Beira to Untali generally takes two days, a night being spent at a stopping place en route.

At Untali the line connects with that of the Mashonaland Railway Company, which runs thence to Salisbury, the capital of Rhodesia, a distance of about 170 miles. This Untali-Salisbury line was constructed under contract with the British South Africa Company, which guaranteed the payment of interest on the debentures. The route of the whole line from Salisbury to Beira is, of course, the development of Rhodesia, which thus gets a 373-mile railway journey to the sea on the east coast as an alternative to the 1,330 miles from Bulawayo to Cape Town by the sea route. Eventually the Cape Railway, which now has its terminus at Bulawayo, will be extended via Gwelo to meet the line at Salisbury, and Cape Town will then be in direct railway communication with Beira, a total length of 2,000 miles of continuous railway being available for this purpose. At the present moment, however, there is no railway between Salisbury and Bulawayo, a distance of 280 miles, and the ordinary traveller proceeding from the one place to the other does so either by coach, which is constructed under journey in five days and costs £12, or by bullock wagon, which is both slower and cheaper. The Beira-Untali line was originally constructed on a two-foot gauge, the carriages overhanging the wheels to about the same extent on each side. The Untali-Salisbury line, however, was made on the three-foot six-inch standard of the Cape Railway system, and the Beira Railway is now being relaid, so that it may correspond with the same standard, with the exception of some sixty miles, thus avoiding the delay, inconvenience, and expense of transshipment. Good progress has already been made with the work, but without any interruption in the service, the only difference, until transformation has been completed, being that the change from the one system to the other is now made before Untali is reached.

The influx into Beira of the considerable body of troops who will form Sir Frederick Carrington's force will naturally tax the resources of the comparatively new line, which has hitherto been used mainly for the conveyance of goods. But the Beira Company has forty-eight engines available, the rolling stock is constantly being increased, and, though the present supply of ordinary railway carriages is limited, there is an abundance of trucks, which, by covering the goods with canvas against the sun, seem to be preferred by the average soldier in his journeys.

Of valor is discretion," and the better part of the treatment of disease is prevention. Disease originates in impurities in the blood. Hood's Sarsaparilla purifies the blood. People who take it at this season say they are kept healthy the year round. It is because this medicine expels impurities and makes the blood rich and health-giving.

All liver ills are cured by Hood's Pills. 25c.

THE SITUATION. "Is a man influenced more by heredity or by environment?" "Is heredity a man's money he can make less an environment?" Many persons keep Carter's Little Liver Pills on hand to prevent bilious attacks, sick headache, dizziness, and indigestion just what they need.

across country to the ordinary railway carriage, and would no doubt be especially preferred to the diminutive carriages still run on the two-foot section of the Beira line. The only difficulty that is anticipated is in respect to the conveyance of horses, but there is a certain number of horse boxes available, and there are also some covered-in goods trucks which might be adapted for the purpose. To supply too, the line is under the charge of an agent, Mr. A. L. Lawley, who possesses indomitable energy and resource. It is regarded as certain that from his headquarters at Beira he will do everything that is physically possible to facilitate the transport of the troops and their belongings.

WHEN'S A BABY NOT A BABY?

Under London Cab Law He (or She) is a Legal "Person"—Twins the Same.

From the London Daily Mail. An amusing and instructive question of cab law was before Mr. Plowden at Marylebone yesterday, when Mr. G. W. Wallace, giving the address of the Charity Commission, Whitehall, was summoned by Robert H. Buchanan, a cabman, for 1s. 6d. balance of a cab fare. The evidence, which was not disputed, was that the defendant, two adults and a baby rode in the complainant's cab from London Bridge to Guy's Hospital, and thence to Beaumont street, Marylebone. There were also three packages outside the vehicle. The fare charged was 3s. 6d., but the defendant objected to paying more than 2s. 6d.—he would not pay for a baby. At the request of the defendant they rode to a police station, where the Inspector showed the gentleman the book of fares, but he was not satisfied. After that the defendant demanded to be driven back to Beaumont street, and that was done. The defendant still objected to the fare for the baby; hence this summons.

Mr. Plowden—Then, the only thing in dispute is a baby. (Laughter.) Cabman—Yes, and the extra distance in driving to and from the police station. Mr. Plowden (to the defendant)—Why not pay for the baby? Defendant—I am unable to find anything which warrants a cabman in charging for a baby one month old, and in arms, as though it were an adult. I refused the demand in the public interest.

Mr. Plowden said that a child under ten can be charged for as one person, and two children no more. In other words, twins go as cheaply as single babies. (Laughter.) Defendant—I claim that if a child occupies a seat it should be paid for, but I don't think that applies to an infant in arms.

The cabman quoted the decision of Mr. Horace Smith, at Clerkenwell, when the claim of a cabman for carrying a baby six weeks old was upheld. Mr. Plowden—Then you claim for four persons, although one was only a baby in arms?

The cabman assented. Mr. Plowden said if a baby occupied a seat it certainly ought to be charged for as a person, but whether it ceased to be a person when it was in arms was a different matter. He thought it most unwise to say that a baby should be charged for, for it practically took up no room and did not add apparently to the weight. He did not like to commit himself to say a baby was not a person, although he did not quite know what it was if it was not, and if it was a person he supposed it must be charged for under the law. He could understand the defendant's reluctance to pay, but the law was against him.

Defendant—But what about the extra distance charged for? Mr. Plowden—You ordered him to drive to the station.

Defendant—I thought that was the proper thing to do. Mr. Plowden—Yes, but you were not obliged to use his cab to drive you back to your house. You must pay the cabman's claim of 1s. 6d. also 6s. costs. You have made a great fight for the nursery. (Laughter.)

THE SITUATION. "Is a man influenced more by heredity or by environment?" "Is heredity a man's money he can make less an environment?" Many persons keep Carter's Little Liver Pills on hand to prevent bilious attacks, sick headache, dizziness, and indigestion just what they need.

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Since the siege of Ladysmith began one farmer has steadily continued to plow near the race course. He reminded one of the French peasant plowing at Sedan. His three plows went backward and forward quite indifferent to unproductive war. But to-day the farmers deliberately shelled him at his work, the shells following him up and down the field, and plowing up the earth all wrong. Neither the farmer nor his Kafir laborers paid the least attention to them. The plow drove on, leaving the furrow behind, just as the world goes forward, no matter how much iron two admirable nations pitch at each other's heads.

RETORT. The tailor—You said you would come to my shop on the expiration of a month, and here you are six weeks past. The customer—Yes, and if you will think you will remember you told me you would have the suit done in a week. It took you three.



The odds are against the Baby Surviving the teething period unless the greatest care is exercised by the mother Dr. Hammond-Hall's English Teething Syrup corrects the action, and prevents fermentation of food in the child's stomach, which is the direct cause of Colic, Vomiting, Diarrhoea, and all infant troubles. Different from other Teething Preparations it does not force the child into sleep, but leaves it in the naturally happy and contented condition of all healthy infants. It is the Only Remedy which will prevent Cholera Infantum MOTHERS: There is a valuable little book condensed from the highest authorities on "The treatment of the diseases of children" given with each bottle. Price 25 cents per bottle. At all Drug Stores