

rules and the guardianship of Capt. "Alec" Williams or a dinner at Delmonico's or some other famous caeter's. One day he may be among the "upper ten," while the following twenty-four hours may find him in search of news in the "slums." In all of these situations he must be essentially at home, and when in Rome he must be, to all intents and purposes, a thorough-going Roman.

The reporter for the trade paper, however, does not have exhibited to him such a kaleidoscope of every-day life. He continually circulates among the manufacturers of and dealers in the articles included in the trade to which his journal is devoted, and in his never-ending search for news he is continually turning up at unexpected moments like the proverbial bad penny, although the reception afforded him is far different from that given the counterfeit copper. As a general rule he is afforded every facility for the transaction of his business, and, judging from the experience of the writer, this is particularly true of the stationery, paper and paper-stock trades, which include within their boundaries as pleasant, as genial and as accommodating a class of men as can be found in any trade, be it what it may, most of them recognizing the fact that in furnishing news and information to the reporter they are directly and appreciably aiding their own line. Of course, in his peripatetic tramp, the trade news-gatherer meets men in all of the various moods to which human nature is subject, particularly human nature during business hours. One man has just made a bad sale, or had a customer's check returned decorated with the symbolic "N.G.," or has had a patron's note protested. He feels blue, says there is nothing doing, and tells you rather confidentially that trade is going to the dogs. Well, perhaps it is, but the very next man relates a different experience. He is an energetic, wide-awake fellow, who has just disposed of a good bill of goods. He is feeling tip-top, says trade is all right and that business is fully up to his expectations. One man answers your questions in a curt, sharp, don't-talk-to-me sort of a way, showing in every look and word and action that he wishes you were far removed, but notwithstanding all this, you ask your questions, or as is said by some "apply the pumps," and are in nearly every instance rewarded by the sought-for information; for it is hard to beat a persistent and trained newspaper man.

This calls to mind a gentleman who is the opposite of the one last spoken of. The best years of his life—and he is past the past meridian—have been spent in the paper trade, and were his name mentioned he would be recognized as one of the shrewdest business men in his line. He always greets you with a hearty hand-shake, leads you into his private office, invites you to a seat, takes a chair himself and, in short, prepares for a chat—for what he regards as the inevitable—being ever ready to receive and to give the latest and best news, and when he has anything to sell, it may be relied on as being only fact.

Sometimes there is quite a fund of quiet amusement, which the reporter can enjoy all by himself, and a recent incident fully illus-

trates it. The writer sought to know the names of the creditors of a certain firm which had failed, together with the amounts of their respective claims. He had a list of several creditors, and he called on No. 1 and asked as to the failure, etc. No. 1 looked very truthful as he replied: "Well, we are not interested at all. That is, we sold them, but we have some of their goods, which about balances our claim. No. 2, however, down the street, is in heavy." A call on No. 2 brought out the information that "We have not sold them for a year and a half, and are not interested at all; but No. 3, right round the corner, is stuck bad, and is, without doubt, one of the heaviest creditors." So away the newsman went to No. 3. "No. 3, I believe you are a heavy creditor of Bankrupt Assignment, who have just failed?"

"No; they owe me a little between three and four hundred dollars, but No. 2 around the corner, is hit hard."

"Well, I just saw No. 2, and he says that is not a creditor."

No. 3 burst out laughing and said: "Well, if that is the case, just wipe out my claim, they don't owe me anything."

Now, the real fact was that both Nos. 1 and 3 were interested—No. 3 quite heavily, while No. 2 had told the exact truth.

And so it goes; the man you are talking to has not been hit. At least, he says the lightning struck just over the hill from him.

Not long ago a reporter called on a bankrupt, who, without doubt, has been the recipient of many Bohemian visits. As the caller announced that he represented a certain paper, a look of horror overspread the bankrupt's face, his eyes closed as if to shut out the awful sight, and, laying back in his chair, he said:

"Great Scott, another newspaper man!"

The reporter's heart was touched, and he left the poor fellow, getting the figures desired from the schedules of the assignment, as shown in court.

But there is another phase of the reporter's duty, and that is to be accurate and just. His interests lies with and for the trade. No amount of blandishment and no proffer of favors should induce him to gloss his reports or sway his judgment; neither should personal feeling lead him to extreme or extravagant statements. His vocation brings him in contact with many contrasting shades of character. There are prigs and cads in every sphere of life, and there are also men of innate courtesy who are gentlemen by right of birth, and not of position or wealth. To no one is this more apparent than to the reporter who has the opportunity for making up a record, curious in many of its features, but founded on an experience which would be surprising to many were it published. It is the reporter's duty to seek intelligence, and it is equally the duty of those whom he accosts to afford him that measure of courtesy to which his bearing entitles him.—*American Stationer.*

SPECULATORS cannot look forward for European complications to raise the prices of wheat. Bad crop reports are what must now be depended upon in buying or selling.

## Board of Trade.

The regular quarterly meeting of the Winnipeg Board of Trade was held on Tuesday afternoon last in the Board room, Ryan's Block, at which there was a good attendance of members, the chair being filled by the President, Mr. Kenneth Mackenzie.

After the reading of the minutes of the previous meeting the President reported that in company with the Secretary he had waited upon Attorney-General Hamilton, re the proposed "Creditors' Relief Bill," and been assured by that gentleman that the Bill was being drafted, and would be introduced into the House at an early date, with a view of its being passed this session. He also referred to a proposed exemption bill, which aimed at the abolition of capias, judgment summons and other means of collecting debts, and was likely to cause some revolution in the relationship of debtors and creditors in the future. After some discussion upon this subject it was moved by Mr. Housser, seconded by Mr. R. D. Bathgate, and unanimously carried, that Messrs. Ashdown, Galt, Jones, Stobart and the President be appointed a committee to watch the progress of and defend commercial interests, in connection with any trade affairs that the Local Legislature may undertake to pass during the present session. Several members expressed themselves very strongly upon the course of drafting any Exemption Bill without consulting the trading interests which are most interested.

The following gentlemen were balloted for membership in the Board and elected. Messrs. W. B. Scarth, J. D. Driscoll, A. B. Coblenz, W. S. Mitchell, J. J. Kilgour and D. K. Elliott.

The question of an Immigration Bureau for Manitoba under the control of the Local Government was discussed at length by Messrs. Ashdown, W. Bathgate, L. M. Jones, R. D. Bathgate, W. McCreary, G. F. Galt and others, and on motion of Mr. L. M. Jones, seconded by Mr. G. F. Galt, the following resolution was adopted:—

Resolved, That this Board view with satisfaction the efforts now being put forth by the Winnipeg City Council and the Local Government for the establishment of an Immigration Bureau for the Province.

Mr. W. Bathgate moved and Mr. A. A. McArthur seconded, that Messrs. Ashdown, McCreary, Jones, Ross and W. Bathgate form a committee to co-operate with the City Council in connection with the question of immigration and the settling up of the vacant lands of the Province. This motion was carried unanimously.

The question of storage elevators for Winnipeg came up for discussion, and Mr. McCreary stated that he believed that Dr. Schiltz could be prevailed upon to take a half or at least heavy interest in an elevator in this city. Several others spoke upon the subject, and eventually Messrs. McMillan, Bawlf, A. C. McCreary and the Secretary were appointed a committee to see what could be done toward the construction of a storage elevator this summer.