

STOVE PEDDLERS.

It is curious that many people will continue to buy goods from peddlers, after all the warnings that has been given showing the usual experience gained from such purchases. Goods sold by peddlers in ninety-nine cases out of one hundred, we may say, are inferior in quality and higher in price than goods of a similar class sold by responsible local dealers. Goods handled by peddlers are made to sell. The peddler is an irresponsible person, who is here to-day and away to-morrow, and there is no redress when it turns out that he has misrepresented his wares. On the other hand, the local dealer depends upon the continuance of the trade of his customers, and he must keep up his reputation. If goods are not as represented, the purchaser has a means of redress in buying from a responsible local dealer.

Recently eastern and United States papers have contained reports of the crooked dealings of parties who have been peddling ranges and stoves throughout the country. The prices which these peddlers have been able to obtain for their wares, it has been proved, are enormously in excess of the regular retail prices for stoves of the same or better quality. Besides this, it is alleged that farmers have been induced to sign papers which proved to be actually promissory notes, though it was presented to them that they were only signing a paper showing that they had received a stove, which they could return if it did not suit them.

Stove peddlers are now operating in Manitoba, and from inquiries made by *The Commercial*, we learn that stoves are being sold at very high prices in comparison with their actual value. The stoves being made of malleable iron, they will stand a lot of pounding or banging around. This is a trick of the trade to help sell the stoves. The peddlers begin pounding the stove with a hammer to show that it will not break. Of course malleable iron will not break, but it does not prove that it is a good thing to make a stove of that class of iron. This point, however, the prospective buyer does not understand. For ordinary farm purposes, the usual cast stove is more valuable than a malleable iron or steel stove. In Manitoba farm houses cook stoves are used largely for heating as well as for cooking purposes, and an ordinary heavy cast stove is far more valuable for heating purposes, and can be obtained at half the price the malleable stoves are being sold at.

These stoves are very light and the fire place is too small, while the price at which they are being sold at is 10 per cent or more higher than prices asked by regular retail dealers.

for a decidedly better steel stove. Any of the standard Canadian steel stoves can be purchased to sell at retail in Manitoba at lower prices than have been paid peddlers for these stoves. If a steel stove is wanted, farmers can purchase a better stove, weighing from 50 to 100 pounds more than the stoves which have been peddled about, for less money, from any regular retail dealer. While these malleable stoves will stand considerable pounding, they are liable to warp badly the first time a hot fire is put in them. The country press should take up this matter and warn the farmers against this imposition.

REGARDING OUR EXPORT TRADE.

W. A. Hastings, vice-president of the Lake of the Woods Milling Co., arrived in Winnipeg from the company's head office at Montreal, on Tuesday, on one of his periodical western trips. Mr. Hastings will remain in Manitoba about two weeks, during which time he will visit several of the more important provincial points, where the company have elevators. Speaking with a representative of *The Commercial* Mr. Hastings said his company were preparing to handle more wheat from the next crop than in previous years. This they would be enabled to do by the increase in their elevator capacity at primary markets. In addition to the four new elevators already located, they would probably build two more this season.

Mr. Hastings reports that the flour market at Montreal was active when he left. Flour was very dull during the early part of the season and stocks held in second hands were low. Since the strong movement set in in wheat flour has been very active, and there has been heavy buying, for export as well as for the domestic trade. The advance in flour was legitimate, as the advance in flour had followed the advance in wheat and flour was rather under than over a parity with wheat. In the early part of the season flour was considerably below a parity with wheat. This condition prevailed to such an extent that millers could make more money by selling wheat than grinding it.

Mr. Hastings spoke quite strongly regarding the need of better facilities for exporting flour and similar products. Facilities for the shipment of Canadian products to the West Indies, particularly, were needed, and he thought a direct steamship line to South Africa would also be a great help to our export trade. To encourage our export trade we should have direct steamers from Montreal to British possessions. To show that these lines would pay Mr. Hastings referred to the Australian line. This trade has been built up since the line

was established. Before the line to Australia was established Canada had very little trade with the Australian colonies. Now every steamer was loaded to its full capacity, and Canadian products and wares have an established market in Australia. It would probably be necessary, he said, to subsidize lines to the West Indies and South Africa at the outset, but he believed they would soon work up a large trade and prove of great advantage to the country. At present the trade of the West Indies in flour, oats and such products is controlled mostly by the United States. The products which Canada exports chiefly are not produced at all in the West Indies, consequently there should be a good market there. He thought a direct line from Montreal to the West Indies would be of greater advantage to Canada than the line to France. At present his company were making an effort to capture a share of the flour trade of the Islands, by sending a representative to introduce their flour.

Canadian export trade in flour, Mr. Hastings said, is steadily growing. They continue to receive orders from Australia for flour and wheat, and shipments are going to Japan, China, South Africa, West Indies and Scandinavian countries in Europe, in addition to the usual trade with the United Kingdom.

BRANDING DAIRY GOODS.

Many dairymen do not appear to be aware of the new law regarding the branding of dairy packages. The law requires that every box or package of cheese or butter shall be branded with the word "Canada" or "Canadian." In case of cheese, the cheese itself must also be branded as well as the box, in the same way. The letters must be three-quarters of an inch high and one-quarter of an inch wide. The penalty for violation of this law is a fine of not less than \$5 nor more than \$25, with costs.

CROWDING NORTH.

In sending in a change ad. for the *Commercial* this week, R. R. Gallagher, western representative for S. Green-shields, Son & Co., writing from Edmonton, says there is a great rush there for the Klondyke. People are arriving at Edmonton, he says, from all parts of the United States and Canada on their way north for the gold country.

A car of new mixed oats sold on sample at Toronto on Monday at 19c, on track at a country point. This is the first sale of new oats of the season.

A. E. McKenzie & Co., grain merchants, Brandon, have purchased the elevator situated at the Northern Pacific railway track at Brandon, from A. McBean & Son, Winnipeg.