



The particular purpose of this department is to create an increased market for Canadian mill products—flour, oatmeal, cornmeal, rolled oats, pot barley, house meal, split peas, etc., at home and abroad. The interests of the miller who grinds the grain will have thoughtful consideration. Any matter that is likely to lead to an improvement of conditions in the local market of any of the various provinces of the Dominion will be carefully considered in this department. A close study will be made of the foreign markets, with the aim of further developing the Canadian export trade. The Miller's readers will also very effectively hold the field of flour traders and buyers of mill products, not only within the borders of the Canadian Confederation, but in Newfoundland, the West Indies, Great Britain and other European countries. This department will be made valuable to them in discussions of the conditions of the market in this country, reliable market data, the manufacture of mill products, methods of transportation and shipping intelligence in its bearings and relationship to the milling industries. We invite correspondence from millers, shippers and buyers on any matter touching these important questions.

EXPORTERS' DIFFICULTIES.

A SUCCESSFUL trade abroad in Canadian flours calls for more than the manufacture of a flour of that high quality that will recommend itself to the customer on the other side of the sea. Canadian millers have met the first requirement effectually; for no flour goes abroad that equals in quality that bearing the brand of Canadian mills. Nor is it enough that we have a representative of Canadian mills in foreign markets. He can do much to secure a fair share of trade for his clients, providing all other conditions are satisfactory, but are these conditions satisfactory?

A recent number of the Northwestern Miller contains an interview with a representative of one of the largest milling concerns in the country, who returned within the past month from Europe, where he had exceptional opportunities of discussing with British millers questions of the nature of the present bill of lading, "splits," or broken shipments of flour, and insurance. These matters have given no end of trouble to exporters of flour in this country and impaired in a large degree the encouraging foothold that they have obtained in Europe by means of the unexceptionable quality of their mill product.

Mr. Sammis, the gentleman in question, says: "His contact with the foreign trade has rendered him more keenly alive than ever to the crying need of some reform in the present transportation facilities for handling export flour. He was present at a meeting of representative flour men in Liverpool, and found the foreigners very earnest in their desire for relief. They want, and are working for, a new bill of lading, and also for different insurance. The \$75 clause embodied in the present bill of lading, they claim, really covers nothing. There is considerable damage which is done to flour while being transported from its western destination to the seaboard, and it is called abroad 'country damage.' Sometimes this is rectified for as country damage, and sometimes not. When the flour arrives on the other side of the ocean, this damage is looked into in the most critical manner, experts being employed, when the flour has been wet, to determine by scientific analysis whether the damage resulted from fresh or salt water. If it is found that it came through the agency of fresh water, or otherwise, under the head of 'country damage,' any claims made are thrown out as not being covered by the insurance. Separate insurance is written on the vessel and the cargo, and where the liability of one class of underwriters ends and the other begins is not clearly defined. The exporter, therefore, feels that something ought to be done toward obtaining marine insurance of a character more definite and clear in its terms.

The annoyance that is caused by what is termed "splits" is stated in these words: "A London firm may buy 1,000 sacks, and after the lot arrives at the seaboard, instead of all going on one vessel, it is perhaps divided between three or four, whose sailings are on different dates. Now, when the first lot arrives in London, the firm is required to take up the document of the entire 1,000 sacks, though the last part of the shipment may not get along for a month or two later. In case this flour is contracted to a customer in one lot, the fragmentary parts have to be held, at more or less expense, until the full quantity is got together in order to

make a tender. Again, in case two or three sacks out of a lot of 250 are found half full, the buyer has no way of securing recompense for the deficiency, and he consequently has to stand the loss himself. If there are enough sweepings to make up the quantity lacking, he is fortunate."

There can be no doubt that Canadian millers are in thorough sympathy with the objects sought for by the British importers. The evils complained of are common to them as to United States millers. "It is simply outrageous," to quote from a letter of a leading Canadian miller and exporter just received, "that flour shipped from here in February should not leave the seaboard before the middle of April, especially at times like this when flour in Europe has been dropping one shilling per week and ocean freights much lower when they took the freight from here than when it started on its ocean journey." The importer asks nothing less than is due when he claims that the bill of lading should make sure the delivery of the flour within two or six weeks of time of shipment and an insurance clause that will protect them from loss or flour by damage of all kinds.

These have been matters of agitation with Canadian millers at every convention for years. Like the United States millers they have still failed to secure the much-needed reform. Perhaps as an incorporated organization their influence in certain quarters will be more potent and effective. It is not usually wisdom to dogmatize in these matters, but the evils are sufficiently aggravated that, be the fight easy or difficult, Canadian millers have about exhausted their patience and may be expected to take hold of the question in downright fighting humor, and not rest until victory is secured. The business is one that cannot longer remain handicapped and shackled by these unnecessary and unbusiness-like trammels.

LIGHT ON THE NEWFOUNDLAND TROUBLE.

Our friends in Newfoundland have their own way of doing things, the newspapers not excepted. Nothing less than a pretty pink paper will answer for their newspapers, and they know the value of black lines and italics, and plenty of them, to give prominence to any particular views they desire to emphasize. One of the April issues of the Evening Telegram, of St. John's, Nfld., is in our hands, containing a reprint of the editorial in the March MILLER on the Newfoundland trouble, set out with such startling headings as the following: "Fired of Lariff War," "The CANADIAN MILLER on Newfoundland Affairs," and black catch lines and italics in generous profusion throughout the column and a quarter given up to the article.

It is all right, brother; with yourself the MILLER has but one object to secure in this discussion, and that is a common sense, business-like settlement of what is a business difficulty, and if extraneous matters could only be eliminated from the negotiations we believe, with you, that the trouble would soon be a thing of the past.

Referring editorially to the MILLER's article the Telegram says: "We are sorry for the flour men of Ontario and Manitoba. Hitherto our trade relations with them have been of a most satisfactory character, and their own rulers are solely to blame for the present difficulty. If the millers of Canada lose their large and valuable flour trade with Newfoundland they will not be able to blame the Government of this colony for it. Everything possible has been done by the Ottawa Government and their unscrupulous agent here to irritate and annoy our rulers and people. They were cautioned as to the inevitable result of such a policy, but openly disregarded all advice from this direction, except what reached them through their own agent."

Because these trade relations are of "a most satisfactory character" is one important reason why, in the business interests of both countries, we regret the present difficulty. The Telegram throws the blame upon the Canadian Government. Others think England most blameworthy. A special correspondent—a Canadian whose letter appears on this page of the MILLER, and who has spent some time in the island colony, making himself acquainted with trade conditions there, believes that both Canada and England have acted mistakenly and injudiciously in their transactions with Newfoundland. In a personal letter to the MILLER he does not

hesitate to place the case very plainly, saying: "If Canada had only a fraction of the trouble to contend with that Newfoundland has had to put up with from such a combination of difficulties that have arisen during the past 400 years between herself and England, instead of remaining a true and loyal colony she would be worse than any tail-twister in Washington."

We have already remarked that it is with the business view of the case the millers and business men of this country are concerned. Governments, whether here or across the sea, must settle questions of an international character in their own way. And in this day, when the best men of all nations do not hesitate to meet in international conferences and discuss questions affecting their different interests and usually arrive at a satisfactory solution, we do not consider that the difficulties between Newfoundland, Canada and England, are so aggravated in their nature that they cannot be settled in a similar manner. We do say, however, wherever the fault may be, that it is a shame that, pending the time necessary to conclude such negotiations, the business transactions, which had been going along pleasantly, satisfactorily and profitably to all concerned, should be brought to a complete standstill.

This is exactly the business situation in the Newfoundland matter. The island wants our products; we are satisfied to sell them; the affair is mutual. By means of a *modus vivendi* or other business-like plan the Governments of both countries ought to be able to meet the business side of the trouble. This is the voice of the people in both countries. What answer have the rulers?

NEWFOUNDLAND LETTER.

(Special Correspondent, CANADIAN MILLER.)

The prospect of an early settlement of the difficulty between Newfoundland and Canada is now looking brighter, as at last we find that communications are passing between them.

On the 27th March a dispatch was received in Newfoundland from Lord Knutsford stating that Canada was willing to come to an understanding so that the status quo ante of 1889 might be arranged.

Another dispatch a few days afterwards states that Canada was willing to negotiate with the United States a similar treaty as arranged by the Bond-Blaine convention.

Sir William Whiteway, the Premier of Newfoundland, is very anxious that something should be done, but states that it is impossible to do anything while Canada holds that protest against him in London.

He is quite willing to negotiate on what terms this protest should be withdrawn, but Canada must treat this matter in a generous and liberal manner before any settlement can be arrived at.

He says if he were willing to accept this status quo ante of 1889 that he feels certain Canada would still have objections, as one of the terms then was that Canada should pass a bait act similar to Newfoundland's and rigorously enforce it against the French fishermen. This she objected to, and it prevented a final settlement at that time.

Then again he very correctly points out that Canada has been trying for years to make a treaty with the United States over the Atlantic fisheries, but has not been able, and the arrangement he has been so fortunate in negotiating is a step in the right direction; but, instead of assisting this forward, they are doing all possible to stop it.

It is absurd to say that he is not fully protecting the interests of this fishery, as Canada herself now states that she is willing to accept similar terms as he has arranged with the United States.

It is a very dog in the manger policy for Canada to say: "I am not going to let you get any advantages with the United States because I cannot get them."

The secret of why Newfoundland has been able to negotiate this treaty is that she is blessed with an abundant supply of small bait-fish, without which it is impossible to carry on the cod fishery, and by her geographical position she virtually commands the success of this fishery.

Newfoundland is quite willing that all British subjects who have an interest in her welfare should benefit by free access to these fish, but it cannot be expected that