

and systems which have been working for thirty years, but honesty should compel us to have that which is wrong made right. We can then appeal to the public with clean hands. Are we not placing ourselves in a very ridiculous light when many of us, with rates far below necessity, with an accumulation of impaired risks on our hands, which will necessarily have to be accounted for during the next twenty years, continue doing wrong, and say that we cannot now do otherwise?"

This is very plain speaking, and does not come any too soon. Hot-headed persons of narrow vision have long enough dominated the societies, whose more sensible members perceived that something was radically wrong with the basis of assessment. And the president hits such busy-bodies very hard when he declares that they have made themselves ridiculous and are clearly doing wrong by continuing an inadequate scale of rates with an accumulation of impaired risks on their hands which must be accounted for during the next twenty years.

The conference of last week showed a very general feeling among those present in favor of an increase of rates and a uniform scale. And a decision was reached that statements of their experience be requested from all the fraternal societies in Canada, with a view to having a mortality table framed upon them. A significant step in a like direction was taken by the Royal Templars of Temperance a few days before the conference we have described. The Dominion Council of that body sent out to its members a circular stating that the monthly fees in its total disability department have been greatly increased, particularly to the members advanced in years. It is acknowledged by the authorities of the Order that, as this circular states: "Our rates are too low. . . . Members old and young must pay the commercial cost of the benefit they purchase. It is with the keenest regret that we present these increased rates. Nothing but the conviction of a stern necessity could have led the Dominion Council to make these changes." Regret is natural, under the circumstances, for the rise in rates will cause trouble, and will be resented by many thoughtless people, who will not see the need for it. But the step is right and needful. We honor the sensible men in the fraternal bodies, who have worked hard to bring about these salutary changes. And we congratulate all interested in the subject on the prospect of a happier day, now that the chief reproach that could be brought against fraternal insurance is sought to be removed.

THE FARMER STOREKEEPER.

For a week or two our Mercantile Summary has not contained the usual sprinkling of items concerning what we call farmer store-keepers, that is to say, men who abandon the occupation of farming, which they know something about, to go into shop-keeping, about which they know nothing. As a rule these people fail as merchants, losing the money they have unwisely put into stocking a general store, and losing also money of their creditors—for there are always twice too many creditors, since not one country shopkeeper in twenty in Quebec buys for cash or indeed sells for cash exclusively. This week there comes from the south side of the St. Lawrence, near Montreal, another instance of the brief career of the farmer storekeeper: Joseph Savarie, of Starnesboro, Que., is a farmer's son, who inherited from his late father a small property. In the autumn of 1901 he bought an old butter factory building, which he fitted up as a store, and started the selling of goods as a highway to wealth. But it

was only a by-way, and did not lead anywhere. Joseph was entirely without experience, and the result usual in such cases has come about in his case even more quickly than usual, the assignee being already in possession of his assets.

A BRITISH VIEW OF COLD STORAGE.

The London journal, entitled "Cold Storage," under date April 15th, had an article on "Cold Storage as an Investment," in which a very appreciative notice is given of the enormous expansion of late years in Canadian dairy products and exports. Too much emphasis, it remarks, cannot be laid upon the necessity for owners of creameries to provide cold storage accommodation in which to protect butter from the day it is made. The Dominion Government's offer of a bonus of \$50 for every creamery at which the owner will provide and keep in use a refrigerator room according to plans and regulations approved by the Department of Agriculture has been taken advantage of by about 500 creameries. The cold storage warehouse system started by the Dominion Government, taking into account the various interests of producers, collecting buyers, transportation companies, distributing merchants and consumers, has done much, by preventing deterioration in quality, to expand Canadian trade in food products.

Speaking of the new plan of the Canadian Minister of Agriculture to keep cheese at a reduced temperature during the curing process, "Cold Storage" answers the question, "Will this innovation pay?" unhesitatingly in the affirmative, thus:

"The average price of summer-made cheese from the best dairies in England and Scotland during the past two years has been from 2 cents to 4 cents per lb. higher than the average price paid for summer cheese from the good factories in Canada. By making Canadian cheese of a softer body, and by curing it at a lower temperature, it can be manufactured in quality equal in every respect, it is claimed, to the British product. The inevitable and, what is more important, the immediate indirect benefit from the establishment of these central curing-rooms is that they will impart to English importers, who have been complaining, and losing both money and customers by heated cheese, an expectation of improvement in the quality, as they will fully restore confidence in the permanency of the Canadian trade with the old homeland."

Of the number of "Cold Storage" from which we have taken the above references, quite a large portion is devoted to Canada and Canadian subjects. We will quote the editor's own words in explanation of this fact:

"It has been represented to us that an occasional Canadian supplement would be widely welcomed, especially when, as now, containing new information of importance. The loyalty which the Canadians feel for the Mother Country has been shown in striking fashion since the unhappy war in South Africa began, but the bond is not less binding in peaceful pursuits, and we are given to understand that the Canadians would welcome copies of a British journal such as ours even more than those of the ably-conducted organs of the trade in the United States. However that may be, our present supplement is issued with the best wishes of Lord Strathcona for its success, and in the hope that, reaching as it will large numbers throughout our possessions in North America, it may promote imperial cold storage, for the industry has been well described as an irresistible political factor. All of which we cordially endorse."

TRADE OPPORTUNITIES.

The growing length of such lists as we have long been publishing under this heading compels us to condense the circular letters received weekly from London. If any subscriber desires to know the name and address of some firm or individual mentioned in this column, and will give the date of the London list in which it appears, it will be sent him by mail from this office on receipt of a 2-cent postage stamp. Canadian Government Offices, London, Eng., 11th April: