

MR. E. B. GREENSHIELDS.

EDWARD B. GREENSHIELDS, senior partner in the firm of S. Greenshields, Son & Co., who has just been elected to the presidency of the Wholesale Dry Goods Association, is one of the most widely known of Montreal's merchant princes. During the years when the palatial new building of the Board of Trade was in course of projection and erection he was a prominent figure, as he filled the office of president, and was also chairman of the Building Committee. Mr. Greenshields was born in Montreal in 1850, and was educated at the High School and McGill University, where he graduated in 1869, taking the degree of B.A., with first rank honors, and winning the Prince of Wales' Gold Medal. His father, the late John Greenshields, came to Montreal from Glasgow, Scotland, in 1845, and established the business which has been carried on ever since. The subject of this sketch commenced his business career in 1869, the year of his graduation, when he entered the firm of his uncle, the late D. G. Greenshields, and was made a partner in 1876, when the firm moved into the extensive premises in Victoria Square still occupied by them. Mr. Greenshields is a director of the Bank of Montreal, and the Standard Life Assurance Co. He is a governor of McGill University, one of the trustees of the Trafalgar Institute, and has filled many other important public offices in the city, among them the vice-presidency of the Art Association of Montreal, for, besides being a keen business man, he is an ardent patron of the arts which tend to refine and brighten. He takes a warm interest in charitable work, like other members of his family, being closely connected with many of the benevolent institutions of the city. He was for a long time connected with the Victoria Rifles, in which corps he held a commission, first as ensign and afterwards as lieutenant, retiring in 1871 with the rank of captain. At the time of the Fenian raid, in 1870, he saw some active service, and went to the front at Eccles Hill as lieutenant of his company. Mr. Greenshields has been an influential member of the Board of Trade for many years, and, as already mentioned, has filled the most prominent position in that body, retiring because the business of his firm required his undivided attention. The magnitude of this business, which he guides, is too well known to require any extended mention here.

DO YOU READ IN BED?

An Englishman, who has a liking for reading in bed (and who has not?), suggests a new kind of nightdress. He advises those who desire to be comfortable in bed to "try a flannelette night-dress plentifully wide, reaching to the heels, and with a cowl or

hood double the size of the head. Cost about 8s. Any tailor may make a trade in them. With a thumb hole in the wristband, readers in bed may keep covered the hands that hold books. I have given several such nightdresses to friends, and they have been appreciated and copied." Who is going to be the first to start manufacturing the new "reading-in-bed" nightdress?

WESTERN MERCHANTS MOVE.

WINNIPEG is getting ready for the convention of business men which will meet there on the 4th of next month. A very practical programme has been prepared, and though there will not be time to get over all the subjects suggested, no doubt the discussions will deal with matters of direct importance to trade.

The range of subjects suggested for consideration is very wide, and includes the following: How best to conduct a cash business? How best to compete with departmental stores? How best to discontinue credit? A cheaper means of collecting small debts than now prevails; the present Customs tariff as it affects Manitoba and the N. W. T.; freight and passenger rates; express charges; immigration; the existing exemption bylaws; how to stop the selling of staple goods at cost; deep waterways; how to prevent jobbers in the east selling to consumers in the west; construction of the Crow's Nest Pass Railway; high rates of fire insurance in country towns and villages; a better system of handling farmers' produce, especially butter; grain elevator monopoly; better system of auditing accounts; insolvency law; sale of bankrupt stocks; grain standards and who should select them; refrigerator car service to

Winnipeg and Rat Portage from the interior, business taxation; special rates for merchants to business centres for purchasing of goods, weighing of cars on track scales; general development of the west; handling of flour in eastern markets, lowering of amounts subject to garnishee order, two-cent letter rate of postage; uniformity of prices of grain at

country points; better train service on western extension of M. & N. W. railway irrigation for the Territories; jobbers selling goods to school boards, patrons, etc., not in trade, creameries and cold storage; H. B. Railway; the craze for cheap goods; early closing for stores in rural districts; the elements of success in business (to be read by some successful and experienced man); compromises and extensions; need of trade councils in smaller towns; experimental farms; extension of Manitoba's trade; how can it be accomplished.

Our western friends appear to be on the move.

