

the extreme cold weather. The fruit is of extra fine quality and appearance.

Early in the month, an auction sale took place in London of a large quantity of frozen, B.C., salmon consigned from Vancouver. The quantity for disposal was 443 boxes, weighing about 140 tons. It was all sold in one morning, many boxes falling to the biddings of individual purchasers. The fish were considered to be in excellent condition. The prices realized per pound ranged from two or three pence downwards.

The New England Grocers' Association are already advertising their World's Food Fair, to be held in Boston during the five weeks beginning October 5th next. Already a large portion of its six acres of floor space is sold, and the *New England Grocer* declares that this coming Food Fair will exceed in magnitude any exhibition ever held in Boston.

Swift & Co., the wholesale beef dealers of Chicago, are desirous of extending their business, and at the last meeting of the stockholders, it was decided to buy up 92 wholesale beef stores in New York and in the west and south. It is said none of the places to be purchased are located in New England. Connecticut people are interested in the doings of this company; over \$1,000,000 of the stock is held by investors in New Haven and other towns. The recent dividend declared by Swift & Co. was for six per cent., and the amount distributed was over \$600,000.

Five different kinds of Brazilian coffee are used by United States people—Rio, Santos, Victoria, Bahia and Cerea, but the figures of the last-named three are a bagatelle compared with the others; 1,824,000 bags was received from Rio, and 1,189,000 from Santos in 1895. Next in order comes the Maracaibo variety, 371,000 bags, followed by the Laguayra, which is another variety of the Venezuela coffee. From Sumatra the Americans get 151,000 mats; from Java, 43,000 bags from Mocha, 32,000 bales; from Jamaica, 24,000 bags. Central America sends her 330,000 bags; Mexico, 206,000 bales; Hayti, Jamaica, Sandwich Islands, Ceylon, Singapore, Sava and Africa, minor quantities; Saranilla, 112,000 bags, and Angostura, 2,600. Great are the Americans as a coffee-drinking people.

It is stated in the India, Ceylon and Java tea report of Geo. Wilson & Stanton, dated London, 14th inst., that over thirty-eight million pounds of British-grown tea was taken by countries outside the United Kingdom of Great Britain and Ireland during the year 1895, an increase of *nine million pounds* in one year. The following table shows the quantities taken during each of the past six years, consumption by countries producing tea not being included:

Year 1890 ....	13,400,000 lbs.	Year 1893 ....	27,000,000 lbs.
" 1891 ....	19,100,000 "	" 1894 ....	29,453,000 "
" 1892 ....	19,300,000 "	" 1895 ....	38,428,000 "

The greatest encouragement is thus afforded to continue the campaign in which the tea planters of both India and Ceylon have recently been engaged, and there seems every probability that if only adequate funds be forthcoming in the future, those external markets will develop into most important factors for promoting the welfare of the Indian and Ceylon tea industries.

#### VIRDEN BOARD OF TRADE.

The annual meeting of the Board of Trade of Virden, Manitoba, was held on February 4th, Mr. B. Meek, the president, in the chair.

An invitation to the board to send three delegates to the Immigration Convention in Winnipeg, on February 27 and 28, was read and received with much favor, and the following gentlemen were appointed delegates: J. H. Agnew, J. W. Higginbotham and H. C. Simpson.

The annual report of the council was adopted and ordered to be printed. The membership fee was reduced in order to encourage the business men generally to join the board.

The election of officers resulted as follows: Joseph A. Merrick, president; J. F. Frame, vice-president; George H. Healey, secretary-treasurer; D. McDonald, auditor; W. H. Hall, B. Meek, R. Trumbell, J. W. Higginbotham, W. J. Wilcox, David Fraser, D. McDonald, W. J. Kennedy, J. A. Shoenau, H. C. Simpson, James Rothnie and J. H. Agnew, members of the council.

#### INSURANCE ITEMS.

The Sun Life Assurance Co. of Canada is now publishing a company paper of its own, appropriately named *Sunshine*, and edited by Mr. J. Macdonald Oxley.

At the annual meeting of the Canada Accident Assurance Company held last week, the old board of directors was re-elected, viz., Mayor Wilson-Smith, president; Hon. A. Desjardins, vice-president; A. S. Ewing, J. P. Cleghorn and T. H. Hudson.

Action has been taken by the New York Life Insurance Company to reduce excessive fees for medical examinations. The New York Life

has decided to pay only \$3 for an examination fee. There may be need in certain parts of the United States for such a reduction, but there is danger that "poor pay, poor preaching," may be the result of such economy.

The *Monthly Bulletin* of the Fidelity and Casualty publishes the following statement of Dr. Thurston, of Cornell University: "In the United States, according to the best estimates which the author has been able to make, about one boiler in ten thousand explodes among those which are regularly inspected and insured, and ten times that proportion among uninspected and uninsured boilers."

At the annual meeting of the Dominion Burglary Guarantee Company, in Montreal, the following gentlemen were elected directors: Messrs. S. Finley, president; Hon. A. W. Ogilvie, vice-president; John Torrance, Hugh Graham, J. M. Fortier, A. S. Ewing and A. H. Sims. The annual report was adopted, and a resolution passed authorizing the directors to purchase, take over and operate the John A. Grose Electric Protection System.

"It is worse than idle, it is a foolish waste of time and labor—and these are the equivalents of money—to write business that is not permanent. The only business that pays—that pays you and pays the company and pays the insured—is the business that stays. Any other kind is worse than worthless. It represents nothing but failure. It is an injury to those writing it, and it is an injury to the company. It blemishes its good name. It is a blot upon the record. It is a source of irritation, annoyance and discouragement to you. We can not, therefore, in this, the beginning of a new year, too strongly warn the entire field force against writing the kind of business described. Shun it as you would any other thing of evil."—President John F. Dryden to the field staff of the Prudential.

#### CLEARING-HOUSE RETURNS.

The following are the figures of the Canadian clearing-houses for the week ended with Thursday, Feb. 27th, 1896, compared with those of the previous week:

CLEARINGS.	Feb. 27.	Feb. 20.
Montreal .....	\$8,423,149	\$8,948,743
Toronto .....	7,067,454	6,527,823
Halifax .....	884,083	1,263,549
Winnipeg .....	992,544	935,583
Hamilton .....	609,760	625,743
Total .....	\$17,976,990	\$18,301,441

Aggregate balances this week, \$2,594,961; last week, \$2,662,823.

—When an article is sold on credit, it costs the seller more than if sold for cash. There's the expense of book-keeping, the expense of collecting and the interest on the money. There should be two prices—one credit and one cash. If there isn't, the cash customer pays too much. Commenting on the subject, the *Pharmaceutical Era* asks: "Isn't there some way of making the public understand this?" It would be well, from the standpoint of the merchant, if there was some way of making the storekeeper understand it. Many a storekeeper does not comprehend, or acts as if he did not comprehend the difference between cash and credit trade.

—The Ontario Loan and Savings Company has found the repayments on loans much greater than usual, and has further found interest payments made with remarkable promptness, which speaks well for the character of their borrowers. The company has not therefore, however, attempted to extend its business, but rather restricted it, considering that real estate values cannot yet be exactly estimated. The management has declared six per cent dividend, and placed \$5,000 to Contingent account, which is now \$19,000.

—At the annual meeting of the Halifax Banking Company, held on the 21st instant, the gentlemen whose names follow were chosen directors: Robie Uniacke, C. W. Anderson, Fred. Corbett, John H. McNab, and W. J. G. Thomson. The last named two are new members of the board, Mr. James Thomson having retired through ill-health, and Mr. L. J. Morton being on a lengthened tour abroad. Mr. Uniacke was re-elected president, and Mr. Anderson, vice-president.

—The merchants and business men of the village of Blyth have organized a board of trade with the following officers: President, Mr. C. Hamilton; vice-president, Mr. A. M. Sloan; secretary-treasurer, Mr. J. S. McKinnon; council, Messrs. Jos. Carter, A. Elder, F. Metcalf, P. Purvis, A. E. Bradwin, J. B. Kelly, and A. S. Dickson.

—The Molsons Bank declares its eighty-first dividend, being four per cent. for the current six months, payable on and after 1st April next.