

The Maritime Board of Trade toast was replied to by W. M. Jarvis, and Harvey Graham. "Our commercial and manufacturing interests," was the next toast, responded to by Mayor Stephen, and G. J. Troop, of Halifax, and W. H. Thorne, and George Robertson, of St. John. "The local boards of trade," was the last toast on the list, but volunteer toasts followed in quick succession. The first to respond for the local boards was J. E. DeWolf, of Halifax, who revealed himself as capable of a very witty speech. After him, replying to the same toast, came speeches from D. J. McLaughlin, St. John; E. T. McKeen, Sydney; M. G. De Wolf, Kentville; J. L. Stewart, Chatham; and G. H. Lawrence, Acadia Mines. "The Board of Trade of Truro" was proposed by G. J. Troop, of Halifax, and responded to by R. J. Turner, C. E. Bentley, and Dr. Muir. The "press," and a host of other toasts were proposed, which brought forth wit and eloquence. Dr. Muir proposed the final toast, which was drunk heartily: "Our next merry meeting," all joining hands and singing with gusto "auld lang syne." The retiring was especially well ordered—for be it known that Truro is a prohibition town.

The presiding officers of the board for the coming year are: president, W. M. Jarvis, St. John; vice-presidents, Harvey Graham, New Glasgow; Horace Haszard, Charlottetown; secretary, F. O. Allison, St. John.

SEVEN MONTHS' TRADE IN BREADSTUFFS.

Exports of wheat from Canada to Great Britain in the seven months ending July 31st, were 1,475,130 cwts., as against 1,737,600 cwts. the same period a year ago. It is interesting to note the effect of the phenomenal rise in the prices of breadstuffs last spring, in the fact that the smaller imports of this year were valued at £674,938, as against £599,117 for the imports of seven months in 1897. The advance in price was evidently something more than paper quotations.

Considerable increase has been made in the exports of Canadian flour to Great Britain. During seven months 1898, ending 31st June, there was entered at British ports 628,700 cwts., valued at £375,838, while in the same period of the previous year, the quantity shipped was 502,100 cwts., valued at £232,371. The larger movement of the product of Ontario mills across the Atlantic is sufficient, we should think, to account for this difference in the exports of the two years. Unless the unexpected happens before the present crop year is ended, much greater shipments will be made from the Ontario mills. The total imports of Great Britain, during the periods mentioned, were: 12,091,256 cwts., in 1898, and 10,743,555 in 1897. Nearly the whole of this year's receipts, 10,631,570 cwts., come from the United States, France, and the Austrian Territories, which both shipped more than Canada in the first half of 1897, falling down to very inferior positions this year.

INSURANCE AGENTS AS INTERMEDIARIES.

Insurance agents are not unlike other commercial agents, and their relations to the public and their principals are governed, for the most part, by the general law of agency. It is with regard to the acts of an agent, as middleman between insured and insurer, that we desire to outline some of the principals of law. As an intermediary between the insurer and the insured, in procuring a policy, which party does the agent represent? In several cases the courts have held that a clause in a policy, to the effect that persons so acting are agents of the insured is not sufficient to alter the facts. If, in point of fact, the intermediary acts as agent of the company, then the company is bound within usual limits by his acts. Where, in addition to providing that the agent was to be deemed the agent of the applicant, and not of the company, the policy further stated that the company would not be bound by anything said by the agent, which the application form did not contain, then the Ontario courts held the clause to be effective. The tendency of decisions, in the several provinces, is to hold that the knowledge of an agent is the knowledge of the company. Where an agent described in the policy a building as "detached," instead of "connected with other buildings," in view of his having visited the insured premises, the company was held liable for loss. The public is not required to enquire

minutely into the powers of an agent, these are to be judged by the authority which the company may hold out as in possession of the agent. The power of a general agent may be taken as plenary in respect of the terms of the contract, including the questions of the amount and nature of the risk, the rate of premium, the right to make erasures in the printed forms or explanations, modifying or limiting the provisions of the policy. These powers could not be assumed to belong to a special agent. In much the same way, the authority of an agent, remote from the head office, may be taken as more extensive than that of those nearer home.

AGAINST THE SPIRIT OF CONFEDERATION.

Every commercial traveler who desires to pass from the sister Canadian provinces into Prince Edward Island, is mulcted fifteen dollars by the local government, before he can do business. The measure is defended by those who are responsible for it on the ground of the need of revenue. It is difficult to believe that there are, in the Dominion, provincial statesmen so short-sighted as to pass legislation of this kind. The paltry sums received in this way will by no means compensate the Islanders for the loss of good name and reputation for fair dealing which they once enjoyed. The Act, which was recently passed, making it impossible for the sellers of goods to recover judgment against defaulting debtors in that province, unless it be shown at the time of suits in the courts that the sale of goods for which such action was made by a traveler holding a provincial license, aggregates the evil and is an encouragement by the state of an unprincipled repudiation of debts. At the same time it indicates that the alleged purpose of the law—revenue—has been to a certain extent defeated. The members of the Maritime Board of Trade at its recent annual session condemned this action, and traders all over the Dominion agree with them.

THE LEAD DUTIES.

Among those asking consideration at the hands of the Quebec commissioners are the British Columbia lead producers. They maintain that the duties in reference to lead were not conceived in a spirit of fair play to this country. It may be that high protection is required against Mexican producers, but Canadian miners claim that they are entitled to better treatment. The B.C. Mining Critic says: "The duty on lead ore, which four years ago was three-fourths of a cent a pound, was increased to 1½ cents, and the bullion duty to 2½ cents. The extent of this increase is apparent when it is remembered that our Slocan galena ores—and they are the chief articles of export so far—contain from 1,200 to 1,400 pounds of lead to the ton—an advance in duty ranging from \$9 to \$10.50 per ton. This may be said to have been simply a measure of protection to the lead mines of the Northwestern States. Admitting that it was so—was it a fair return for the generous treatment accorded Americans on this side of the boundary line? Then take the duty of 2½ cents per pound imposed on lead bullion going into the United States. This duty is practically prohibitive and was intended to force the smelting of our lead ores in United States smelters. So far, the United States has been our only lead market, but it certainly will not continue to be such, if these hostile tariffs are much longer maintained."

EXPORT HINTS.

The practice of selling Canadian hams as Irish, Yorkshire, Wiltshire, or Cumberland, is to be resented as much by Canadian packers as by the British Bacon Curers' Association. As far as possible, all hams and bacon, sent from this country, should be stamped with the name of Canada, and what influence shippers may have ought to be exerted in seeing that it is sold as such.

Retailers in the United Kingdom say their customers prefer Canadian poultry to the British birds, as they fancy the Canadian birds have a gamey or wild flavor. Better methods of killing, dressing, and packing poultry, are alone required to make this trade profitable. Write to the Ottawa Department of Agriculture for a pamphlet on the subject, before shipping next winter.