

Hopkins, Moose Jaw and D. W. McCuaig, Portage la Prairie; M. Parker, Winnipeg. All the above directors are new except M. Parker. New officers have been elected by the directors of the Farmers' Mutual Hail Insurance Company, says The Commercial, as follows: President, E. Thompson, Boissevain; vice-president, D. W. McCuaig, Portage la Prairie; manager, E. A. Taylor; secretary-treasurer, E. Townsend.

The following is clipped from the September number of The Aulican, the publication of the American Union Life. It is good, sensible, manly advice that deserves to be universally followed: "An agent writes: 'How can I compete with the Life Insurance Company? Its agent here has knocked me out of business several times. He seldom lets go of a man when he gets after him. Can't you tell me something about his company that will help me down it?' To be perfectly frank, this is our advice: Whenever you get in competition, tell your prospect the other fellow's company is a good one. It has some old history that is bad—it was once an assessment concern—but throwing rocks at a company's past is as poor business as peddling the delinquencies of a man when he was a boy. The best way to beat the other fellow is to do harder work. Show up the best policy you can sell—talk your own company. Hard work and insistence on the merits of your own company, leaving the demerits of the other alone, is the best way to get business. You can't whip all the time on this line, but you will get a larger share of success than you ever can by blows below the belt."

INDUSTRIAL ITEMS.

The 1,400 operatives of the Canadian Colored Cotton Goods Company's two mills at Cornwall, Ont., have been notified of a 10 per cent. increase in wages, beginning on Jan. 1, 1900.

We are told that Messrs. D. W. Karn & Co., organ manufacturers at Woodstock, Ont., have purchased from the United Electric Co. a complete 400-light incandescent plant. This company, by the way, has recently sold its improved arc lamps to the Harriston Pork Packing Co., Dominion Bridge Co., Montreal; Shaw, Cassils & Co., Bracebridge, and others.

The Robb Engineering Company has shipped to Cuba a 250 h.p. engine, and a hot well, says The Amherst Press. A few days ago the firm shipped an engine of the same power and design, with complete steam fittings, to Havana. These engines are for the Cuba Electric Railway, at Havana.

The St. Thomas Gas Co. has closed a contract with the Royal Electric Company of Montreal, for one of their latest type, 3,000 light S.K.C. alternating incandescent dynamos. This new dynamo is to take the place of the one now in use.

Klondike mining claims valued at from \$2,000,000 to \$3,000,000 will be sold by public auction some time during the present month. The claims were the property of miners who died intestate, and number about one hundred, ranging in value from nearly nothing to immense sums. There are many claimants for the property, in one instance, that of W. H. Sutton, each of four women trying to establish a distinct and separate claim that the deceased miner was her husband.

On the Saturday preceding Christmas the Cumberland Coal Co. paid out \$18,000 for wages, the largest pay roll in the past twelve years. The number of hands at work in the pits is the largest in the history of the mine.

The Ontario Power Company on the Canadian side of the Niagara River, is in a position to supply electric power to points in the United States. It is thus in competition with the Niagara Falls Power Company, situated on the American side. Consequently the officials of the latter company are representing to the United States treasury officials that as an electric current is a thing of value that can be measured, bought and sold, it should be subject to a tariff. The Canadian company has set up an opposition claim that it cannot be regarded as "an article" within the meaning of the tariff law. It is understood the treasury officials favor the American contention.

According to J. L. Jennison, one of the directors of the New Glasgow Milling Co., that corporation is about to go into the flour trade much more extensively than formerly. The name of the company has been changed to "The Maritime Milling Company," and a new charter has been obtained from

the Dominion Parliament giving more liberal franchises than were enjoyed under the former local charter. Part of the expansion under contemplation is the building of mills at Halifax and St. John with the object of practically supplying the flour, meal and offal market of the Maritime provinces.

Statistics compiled by the Railroad Gazette show that during the past year 2,473 locomotives were built in the United States, which is about eight per day, the largest number ever recorded in any one year, and an increase of about one-third over 1898. The number exported was 514. Seventeen railroads placed orders varying from 25 to 50 engines at one time. The New York Central placed orders for 90, the Santa Fe for 75, the Alton for 70, and the Chicago and Northwestern for 112.

The Nickel-Copper Company of Ontario has applied for incorporation, the capital being placed at \$1,000,000, and having for its object, mining and refining nickel, copper, etc. Among the incorporators are A. T. Wood, John Patterson, W. Southam, J. Tilden, T. H. MacPherson, J. A. Kamere, John Moodie and others. The head office is at Hamilton, Ont.

FOR GROCERS AND PROVISION MERCHANTS.

A general meeting of the Manitoba Poultry Association was held last week in Winnipeg. A large number of members were present. In the absence of the secretary, E. R. Collier, Mr. C. H. Wise was appointed secretary pro tem., and afterwards permanent secretary. Mr. A. B. Stovel, president, occupied the chair. Business in connection with the annual show was next taken up, the dates being fixed for February 12 to 16, 1900.

A lot of three cars of Ontario apples inspected in Vancouver, B.C., last week, were found to be in perfect condition. They were packed and shipped by Mr. A. Gerrie, of Dundas, who accompanied the shipment, and saw that the cars were kept at the proper temperature. He took with him as well, a car of dressed poultry, which also unpacked in prime condition.

The average estimate of Montreal merchants is that there are less than 250,000 boxes of cheese in Canada.

The imports of Valencia raisins at New York from the beginning of the season to December 30th reached 104,000 boxes, a considerable quantity of which was sold in bond to Canada. Of the remainder all but 8,000 boxes, it is estimated, have gone into consumption.

From the beginning of the season to December 30th, there were imported at New York 13,800 cases and 26,600 bags of Smyrna figs. Of the cases it is estimated that between 2,000 and 2,500 cases remain in all hands, which is considered an ample though not excessive supply for the winter and spring trade.

Ohio reports some injury to wheat by cold weather and absence of snow; weather west still cold but looks like moderating.

While spring wheat mills, says The Bulletin of yesterday, all put up their prices last night or to-day, Europe does not even bid, as she is not yet over the holidays, and the home trade will not bid either when it would not buy at 10c. lower prices.

Meats are held more firmly in New York and west for cured on light offerings and well sold-up condition of Western packers, some of whom are not offering cured or green. But trade is still slow, home and export.

Of a recent importation of 800 hogs at Havana, 600 are said to have died within three days of arrival.

Six cent lard once more is among the first achievements of the new year, says an American paper; May in Chicago having touched that point yesterday for the first time in several years, after being down to nearer 4c in the interim.

Valencia raisins are scarce and high in the Canadian market.

Frozen turkeys for the London Christmas market from the central and southern parts of Europe attest the severity of the winter on the Continent.

The statement that Canadian butter is being re-shipped from the British market to Canada is from untrustworthy authority. It is to the United States the re-shipment is taking place.