



A WELL-KNOWN grain man of Winnipeg, Man., being asked by a reporter whether wheat deliveries are growing any larger, replied: "I can't say that they are. The ordinary citizen—I mean the man who knows nothing about the grain trade—imagines that the recent increase in prices would induce the farmers to rush to market, but as a matter of fact it is the hardest thing in the world to buy wheat on a rising market. Perhaps the stormy weather has had something to do with it, but it looks as if the farmer was holding off for a dollar a bushel." "They will probably get it?" was the query. "Yes, they will—for two bushels."

Mr. Thos. J. Vipond gives an encouraging account of the results of the trips of the steamer *America* between Montreal and Jamaica last year. It is expected that next summer an additional boat will be added to the service. Mr. Vipond says he has not the least doubt but that Canada can work up a very successful trade with Jamaica; but to do so Canadian manufacturers must go to a little trouble. The United States now monopolize the trade of the island, because its people have gone to the trouble to make goods especially for the Jamaica trade. Take flour, for instance. That supplied by the Americans, and which they claim we Canadians cannot produce, makes a dark heavy loaf which seems to please the natives much better than nice light white bread. The steamer *America* took down some of Ogilvie's flour during the summer, which made finer bread than that made from the American product, being both lighter and white, and while it sold well, it is not just what the average native wants.

The low prices of wheat, grain and flour this season is accounted for by an owner of an American mill of considerable importance in this way: "I believe that the exporting millers are to be blamed for the low values of flour. They have overdone their export business, rushed their mills too fast, glutted their foreign markets and lowered values there, found themselves loaded at home with heavy stocks of grain and flour, and so have thrown themselves on the market here with great lots of their flour. Result: They have broken prices here. Now they are over-competing, cutting prices, showing their flour everywhere, and are whipsawed between foreign trade that nets them little or nothing, and home trade that leaves them at best only a small margin of profit. The export millers are more to blame than the 612,000,000-bushel crop of 1891 and the 520,000,000-bushel crop of 1892 for the present low range of values. In fact, these exporters have made their flour cheaper abroad than the grain is. We all lose by their greediness and unbusiness-like methods. If the British mills in Minneapolis made so poor a record on their past year, I predict they will make a worse showing on this year's work."

"I have eaten apples that ripened more than 1,800 years ago, bread made from wheat grown before the children of Israel passed through the Red sea, spread with butter that was made when Elizabeth was Queen of England and washed down the repast with wine that was old when Columbus was playing barefoot with the boys of Genoa," said a gentleman of a Chicago club the other day. This remarkable "spread" was given by an antiquary named Gorbel, in the city of Brussels, in 1871. "The apples were from a jar taken from the ruins of Pompeii, that buried city to whose people we owe our knowledge of canning fruit. The wheat was taken from a chamber in one of the smaller pyramids, the butter from a stone shelf in an old well in Scotland, where it had lain in an earthenware crock in icy water, and the wine came from an old vault in the city of Corinth. There were six guests at the table, and each had a mouth-

ful of the bread and a teaspoonful of the wine, but was permitted to help himself liberally to the butter, there being several pounds of it. The apple jar held about two-thirds of a gallon, and the fruit was as sweet and the flavor as fine as though put up yesterday."

Two prominent millers are candidates for election to the Council of the Toronto Board of Trade. These are Mr. M. McLaughlin, the esteemed and able president of the Dominion Millers' Association, and Mr. John Brown, one of the most active members of the association. Asked the question what policy he would pursue were he one of the chosen ones on election day, Mr. McLaughlin said that at the request of the millers of the Board of Trade, and there were more millers belonging to this institution than any other class, he had consented to become a candidate. He would, if elected, endeavor to take a broad view of the many business matters that would come before the Board, and he would aim to give all the time possible to the affairs of the Board. Business men were all cramped for time, no doubt, but the affairs of the Toronto Board of Trade were deserving of any attention that could be given them. Mr. Brown holds pronounced opinions on two or three important questions and expressed himself as follows: "I do think the board could have accomplished a good deal more, particularly in the direction of obtaining better terms in the matter of transportation rates for Toronto. I have been deeply interested in that question for a number of years, and that is one of the matters I would give my special attention to. I am also very anxious to have Toronto made a centre for the handling of our mineral resources. Very little has been done in the past in that respect. I would also favor, with respect to the future, any reasonable or sensible movement which would increase the volume of manufacturing in Toronto. I would like to see a more general representation of the industries of the city on Council Board. The milling industry, of which I, if elected, would, of course, be a representative, is next to the lumbering, the greatest in Canada to-day, and I do think that we should have a representative, and also that there should be a fair representation of those who handle heavy freights at the Council Board." At a special general meeting of the Board of Trade, held to consider the question of the establishment of a first-class fast Canadian-Atlantic passenger service, Mr. Brown spoke strongly regarding the transportation of freights. He said: "Canadians were at present at the mercy of the United States in the matter of the transportation of freights. Provision should be made for the carrying of heavy freight. While the passenger department was being looked after the freight should not be neglected. Under present circumstances Canadian shippers were at continual inconvenience. They were obliged to ship their freight over American lines to reach the ports from which the United States freight steamers sail. Of course American freight was given the preference, and when there was a rush Canadian shipments were greatly delayed. If provision were made for the transportation of heavy freight by an exclusively Canadian line, much would be gained by the shippers and merchants of this country. This question should not be overlooked, while the fast passenger service is being forwarded."

The charge is not an uncommon one that business men of the day can talk little else than shop. Great Britain has more than once been railed at as a nation of shop-keepers, and yet the best in literature comes from the tight little island across the sea, and a study of this literature shows that much that takes a foremost place in its catalogues has been written by men of affairs. The same is true of other countries, not excepting Canada and the United States, though in these newer lands the main energies of the people are, perhaps, necessarily, devoted to money-making. Dante was a chemist; Villani, author of the best history of Florence, was a merchant; Isaak Walton a linen-draper; DeFoe a tile-maker; Shakespeare managed a theatre; Grote, the historian, and Sir John Lubbock, the scientific antiquarian, were bankers. Voltaire insisted that the real spirit of business and literature are the same. It is, nevertheless, true, the world over, that the development of the literary and intellectual faculties of man are

usually subordinated to things material, if not mercenary. What has been accomplished by men of business, who have strayed away from the beaten track, serves to illustrate, however, what the world has lost by others of doubtless equal ability not following in similar paths. To the writer it is always a pleasure to meet with a business man who can talk something besides shop. This was my pleasure a few days ago when I had a call from Mr. T. W. Graham, general manager of the Dubuque Turbine and Roller Mill Co., of Dubuque, Iowa. Mr. Graham is interested in the manufacture of flour mill machinery, and to this extent there was an affinity between us. But a few minutes exercise of memory brought to my recollection the name of Mr. Graham in another connection: and turning to my files of *Milling*—the *Century* and *Harper's* of milling magazines in this country I found T. W. Graham as a frequent and able contributor to this bright and well-conducted monthly. Mr. Graham is a student of tariff reform and has repeatedly discussed the question in his contributed articles. As a practical mechanic we find him at another time writing of "Percussion and Reaction." In a paper on "Competition or Monopoly, Which?" he is contending with vigorous pen against the trend of the age towards monopoly in every branch of business. Whatever the subject written of Mr. Graham has shown himself a master of the English language, a careful student of history and a shrewd observer of current affairs. I say these things not as an encomium on Mr. Graham. That is unnecessary and is not called for: his writings carry their own praise: but with the purpose of, possibly, stirring up MILLER readers to work out some effort on similar lines. "They have their business to attend to every day." So have others. And "they are tired when the day's work is over." Is that so? The widest experience of the world's wisest and greatest workers proves that the best rest is change—complete change of the mental or physical faculties that have been exercised. Try it, brother dusty. In conversation with Mr. Graham I learned that until five years ago he had been a Republican, and supposed that to raise his hand to do away with the protective tariff of his country would be to tear into shreds and patches the whole fabric of the American constitution. He had no such fear to-day. He was a free-trader and had voted for Grover Cleveland at the last election. As a manufacturer he did not fear the competition of either Great Britain or Canada. "I am opposed," said he, "to taxing the many for the benefit of the few, and there is no disputing the fact that this has been the result of protection in my country. Capitalists seem to overlook the fact that as they add to the cost of production in manufacture they are making necessary increased investments of capital to cover this cost and every manufacturer knows what this means. Without this obstruction less capital would be requisite to carry on the individual business and profits would be enhanced. Besides, in adding to the cost of production we are restricting to that extent the purchasing ability of the consumer; in other words the number of purchasers becomes limited to the number who are possessed of the amount called for by the protected, and *pari passu*, high-priced article of manufacture. A country is not to be made rich by burdensomely taxing the citizens who constitute that country. Agriculturists and millers would certainly be benefited by freer trade relations, and especially, it seems to me, between the United States and Canada." What is your view, I enquired of Mr. Graham, concerning the contention of Mr. C. Wood Davis and Mr. Erastus Wiman, that within a very few years, less than another decade, the wheat fields of the United States will have become incapable of growing sufficient wheat for your own people, and the republic will have become an importer, in place of, as to-day, a large exporter of wheat. "We have been listening to this same story for years," said Mr. Graham. "I think these gentlemen are out. We are not receiving from the land all that it is capable of yielding, and when the time nears that is predicted by Messrs. Davis and Wiman, our farmers will find it profitable to enter into more scientific farming than they have attempted yet." I learned that Mr. Graham is an ardent disciple of Henry George; a believer in the single tax system as the great solvent of many of the social ills of the day.