

expenditure in naval and other works, but still it has returned. The effect of a revival in Great Britain generally reaches the United States first, and, these two countries being our chief customers, then extends itself to Canada. Perhaps it is not taking too sanguine a view to believe that the very considerable advance in the price of foodstuffs is the premonitory symptom of a revival here. But while we may hope that better prices for our products and more liberal treatment by us of imports from Great Britain, may give the needed impetus to trade in that direction, we can see little ground for hope in the direction of the United States.

Whether merchants, manufacturers and other traders and producers will be able to thrive when the tariffs of both countries are settled or not, there can be little industrial activity, and practically no new enterprise until the new conditions are known. That the present Government of Canada desire to extend our trade with the United States, and are willing to make some sacrifices to that end, there is no doubt, and it is equally true that many intelligent men in the United States have the same desire. One of these intelligent men asks in an ably written pamphlet: "How are we to treat Canada—as an enemy or a friend?" He shows clearly that we buy more from the United States than the purchases of all of the South American Republics, to whom so much attention has been paid, and he demonstrates the wisdom of treating us as a friend. Tariff legislation is not settled in the United States as yet, but from present appearances we are to be treated as an enemy. The first principle of trade is very simple. The farmer will buy from the merchant, who will take his products in exchange on the fairest terms. Some of the goods we buy from the United States cannot perhaps be bought elsewhere. Some of the goods we have to sell cannot perhaps be sold elsewhere, but it is well for the people of the United States to consider whether they will drive us to both buy and sell elsewhere every dollar's worth that we find it possible to do. When tariff legislation is settled our Southern friends must immediately address themselves to their currency problem. The reforms to be effective must be radical. The tariff measure in its present shape represents a series of compromises made with the representatives of various sections and interests. That these sections in the Senate will be quite as active when the currency measures come to be discussed there is little doubt, and we can but await with anxiety the result of an effort at great national reform surrounded by such narrow and selfish influences.

Our experience in selling our products to Great Britain and the United States has, of late years, brought out a few points which we should study carefully. In Great Britain we have only to demonstrate the quality of our goods in order to obtain a permanent market at the world's points which we should study carefully. In individuals there who are competitors in the same goods may dislike to be opposed, but the nation, as a whole, has learned the broad view that it is good to trade, that is, to buy where you sell. We do not find that we offend when we take high-class goods to that market which we are willing to sell at the world's price. If anything we confer a favor. I have already referred to the narrower view which influences adversely trade with the United States. There it is expected that we will buy finished products, but sell none in that condition.

We have, by the recent action of our Government, given Great Britain an opportunity to sell as much as she can of the kinds of finished product hitherto bought from the United States, and our interest is to sell her as much of our product as possible. We must not, however, blind ourselves to the fact that this is not an easy kind of readjustment to make. Great Britain and the United States are not, to any great extent, competitors for either our export or import trade. Our trade with

both countries is in products which, in the majority of cases, are more naturally dealt in with one of these countries than the other. Leaving Great Britain, then, to supplant the United States in selling her products here as much as she is able, how are we to do our part?

If we are turning out certain products which are only suitable for the United States, but which by tariff laws are practically excluded from that market, we must clearly stop producing such articles. We are apt, however, to conclude that we cannot make a market in Great Britain for many articles, when in reality we have not made a genuine effort. We have discovered by the manner in which our tariff proposals have been received, that Great Britain is not entirely without sentiment in trade. She will not pay more for our goods than they are worth, but she will give to her colonies the preference, all other things being equal. This is all we can ask. Unfortunately, however, in Great Britain there are many who do not distinguish very clearly between Canada and the United States. Their close connection with Australia, India, and the Cape, is daily present in their minds, but their kinship to Canada is something to which they seem to be only now awakening. We should study the British market with reference to our raw material, and make goods suitable to British tastes, and make them as well as it is possible. We should see that they are sold as Canadian goods, not as English goods, or, vaguely, as American goods. We should in every legitimate manner advertise our country, and increase the knowledge of our importance to the British Empire. A persistent and well-directed energy of this kind, with better crops and prices, and the gradual lifting of the general cloud of business depression, will bring Canada back without doubt to another period of national prosperity.

The motion for the adoption of the report was then put and carried.

Moved by Mr. A. G. Ramsay,

"That the thanks of the meeting are due and are hereby tendered to the president, vice-president and other directors for their careful attention to the interests of the bank during the past year."

In moving the resolution Mr. Ramsay said:—Being myself engaged largely in the investing of money in this country, I think I may call the attention of the meeting to the difficulties which the officers of an institution like this must experience in investing the enormous amount of funds which passes through their hands. That they have done it with success I think the report fully demonstrates, and I am sure they must have devoted a great amount of care, energy and skill in the management of the bank's affairs to have produced such results. These, I think, fully warrant the thanks of this meeting. I have very great pleasure in moving this vote of thanks.

The President: On behalf of my colleagues on the board, and on my own behalf, I can assure the mover and seconder of the resolution, and the meeting, that this vote of thanks is duly appreciated.

The resolution was seconded by Mr. Hugh Ryan and carried unanimously.

Moved by Mr. W. E. H. Massey,

"That the thanks of the meeting be tendered to the general manager, assistant general manager, and other officers of the bank, for the satisfactory discharge of their respective duties during the past year."

Mr. Massey—I have very great pleasure in moving this resolution, not only as a shareholder of the bank, but also as a customer. As large customers we have reason to know how well the bank's interests are guarded. I feel that as Canadians we have reason to be proud of the management of our banks generally. During the business depression in the United States many banks there suffered severe loss, and it seems to me that we can congratulate ourselves that our financial institutions have been well cared for, and that we have escaped the financial depression, or at least have not suffered from it

to the same extent as other countries. I feel particularly that this bank has been well managed, and have great pleasure in moving this resolution.

Mr. John A. Bruce, of Hamilton, seconded the resolution, which was carried.

The General Manager:—Mr. Massey, Mr. Bruce, and gentlemen, I can assure you that although there is a certain amount of formality about this resolution, which comes up every year, it is nevertheless much appreciated. So far as the staff is concerned, these are years when our shareholders should, I think, particularly remember what is due them, because they exercise, perhaps, even more zeal than usual, and with a less prospect of reward both in the matter of increases in salary, and in the much more important matter of a betterment of position. While the business of the country is restricted banks do not offer the same chances for advancement as in other years, and therefore it is particularly desirable that the shareholders should not overlook the staff at this time. For the general management I have merely to say that the last year has been perhaps the hardest—certainly as hard as any—which we have had to face since the troubles of 1893. We have had no doubts as to the policy we should pursue, but it has nevertheless required courage to carry it out. When banks can lend their money readily it is not hard to exercise discrimination in selecting new accounts. It is not difficult to demand the best if you have plenty of openings for your money, nor is it difficult to drive out undesirable business, if the money withdrawn from it can at once be used in acquiring good business, but we have had to face entirely different conditions, where we have, nevertheless, tried, and I think, successfully, to stand firmly by approved principles, in retaining good business, in reducing business which did not come up to our standard, and in forcing out business which might ultimately cause a loss to the bank—the last, I think, without doing injustice to any deserving customer. We have pursued this policy at a time when it meant taking our money from an investment where it earned six or seven per cent., not knowing where we could re-lend it, and at best putting it in investments at a very low rate. These conditions, if they continue, must affect our earnings, but we believe that we have followed and are following the wisest course. We cannot create good business, and we owe it to our shareholders to get rid of that which is bad.

Mr. Plummer also briefly replied.

Moved by Mr. James Crathern, seconded by Mr. Matthew Leggat, and carried, that the meeting do now proceed to elect directors for the coming year, and that for this purpose the ballot box be opened and remain open until three o'clock this day, the poll to be closed, however, whenever five minutes shall have elapsed without a vote being tendered; the result of the election to be reported by the scrutineers to the general manager.

The meeting then adjourned.

The scrutineers subsequently reported the following gentlemen to be elected directors for the ensuing year:—Hon. George A. Cox, Messrs. James Crathern, William B. Hamilton, John Hoskin, Q.C., L.L.D., Robert Kilgour, Matthew Leggat and Joseph W. Flavell.

At a meeting of the newly-elected Board of directors, held subsequently, Hon. Geo. A. Cox was re-elected president, and Robert Kilgour, vice-president.

EASTERN TOWNSHIPS BANK.

The annual general meeting of the shareholders of this bank was held at their banking house in the City of Sherbrooke, pursuant to notice, on Wednesday, 2nd day of June instant, only a small number being present.

Notice of meeting having been read, R. W. Heneker, Esq., the president, took the chair.

William Farwell, the general manager, was elected secretary; H. B. Brown and Judge Alfred were elected scrutineers.

Minutes of last annual meeting having been