

## JOHN MACDONALD &amp; CO.

THE other day THE REVIEW happened to be talking to Mr. John Macdonald, the head of this old firm, about the rumors which were flying about as to the consolidation of wholesale houses, and he replied. "These stories are the outcome of one firm's retirement, and have no basis except mere conjecture. The facts warrant no such statements as were recently made regarding Toronto houses."

Enquiry was then made as to supposed reductions in salaries, and the answer was: "We do not know what others are doing in this direction, but as for ourselves we have never reduced salaries at any time. At present all hands are busy, and we have found it necessary to take on four extra travelers." Owing to the large amount of spring orders on hand it was necessary to introduce the electric light in the warehouse, so that the work at night could go on uninterruptedly, this light being much better for selecting patterns by than gas.

THE REVIEW had never seen the shipping department in this house, and forthwith paid a visit thereto. In this immense apartment down stairs, reaching right across the basement floor of the warehouse, from Wellington street to Front street, with windows in each street, a large staff was busy checking off and sorting goods going to every part of the Dominion. A separate compartment was devoted to each merchant's order, so that no mistake could be made. The desk of the entering clerks runs on a track from end to end of the room, so that it could be stopped at each order. There are two of these desks, one on each side of the department, and the busy scene was an evidence of an extensive trade. There is, perhaps, no better indication of how trade is going than the shipping department of a large wholesale establishment, and when it is found to be kept working full time, and even on Saturdays after the usual hour, one may fairly conclude that an excellent spring business is being done. Those who fear a poor season, as far as the Canadian dry goods trade is concerned, find no warrant for this idea at John Macdonald & Co.'s.

## LEADING MEN.

MR. JOHN MCKERGOW, the new president of the Montreal Board of Trade, is a native of the city. He was educated at the McGill Normal School, and his first experience in business was with the Grand Trunk Railway. Attracting the attention of Mr. A. A. Ayer, head of the well-known firm of exporters of dairy produce, Mr. McKergow was appointed to a position on the staff. After two or three years as an employee, he became a junior partner and is now a full partner in A. A. Ayer & Co. In the expansion

of the firm's business with Great Britain he has had a direct personal influence, having annually crossed the ocean for this purpose. Mr. McKergow does not claim to be an orator, but for his shrewd judgment, sound sense and modest disposition he is highly esteemed by the commercial community. He is one of the best judges in Canada of the class of goods handled by his firm, and is noted as a careful and judicious buyer. Mr. McKergow has large real estate interests in Montreal, is a director of the Laprairie Brick Works Co., the Laurie Engine Co., and other concerns. He has been a member of the Council of the Board of Trade since 1893, and for two years was 2nd vice-president.

Mr. Edward Gurney, just elected by acclamation president of the Toronto Board of Trade, was born in Hamilton and educated there. Entering business, he was carefully trained in all the de-

partments of the foundry business, and in 1869 assumed charge of E. & C. Gurney's Toronto concern, which has expanded into one of the largest affairs of its kind and doing trade at home and abroad. Branches of the business have been established in Montreal, Boston and England. Mr. Gurney's practical knowledge has stood him in good stead, and he knows all the various operations he has to superintend and make successful. He has long been one of Toronto's leading citizens, prominent in public affairs and good movements.

Mr. A. E. Kemp, the 2nd vice-president of the Toronto Board of Trade, is another type of the successful, energetic business men. He was born in the Eastern Townships of Quebec, and began his commercial experience in Montreal. In 1885 he removed to Toronto and became a partner of the manufacturing concern of McDonald, Kemp & Co. Soon afterwards, Mr. McDonald retiring, Mr. Kemp, with his

brother, W. A. Kemp, established the Kemp Manufacturing Co., whose extensive works for the manufacture of stamped tinware, enamelled ware and many specialties in the sheet metal trade, are one of the largest establishments in the city. Mr. Kemp is a firm believer in Canada and Canadian ability to carve out success in its native country. He is a prominent business man in the Queen City, has been mentioned for Parliamentary honors, and is noted for the close attention he pays to his large establishment.

## BLARNEY FINGERINGS.

This celebrated yarn is now for the first time offered to the Canadian trade. The fact that it is manufactured by Martin Mahony & Bros. Ltd., Blarney, Co. Cork, makers of the well-known "Shamrock Brand" of Irish serges, is sufficient guarantee of its superiority. Ask to see it and compare.



Mr. A. E. Kemp, 2nd Vice-President Toronto Board of Trade.