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A Few Extracts from Letters from British Consuls, etc.

"I have to thank you very heartily for the copy of your Directory for 1901. I have always found it most valuable in supplying reliable information in answer to inquiries."—*H.B.M.'s Consul at Asuncion, Paraguay, Aug. 20th, 1901.*

"I am directed to thank you for the book and to express the opinion of this Consul that the work is one which cannot fail to be very useful to the commercial community."—*The Secretary of the Chamber of Commerce of Georgetown, Demerara, Aug. 15th, 1901.*

"I consider your Directory a most useful publication. Consuls are inundated with inquiries, which a reference to your work would have answered at once, and manufacturers would effect a large economy in wasted clerical work, postage and advertising, by purchasing the Directory."—*H.B.M.'s Consul at Amoy.*

"As a work of reference I consider it to be most useful. By keeping it up-to-date you are improving it in the best possible manner."—*H.B.M.'s Consul at Para.*

"I have to thank you for the two volumes of your work, which are very acceptable, as containing much useful information."—*H.B.M.'s Consul at Calcutta.*

"I beg to thank you for the copy of your Merchants' Directory, which is a most useful work, and one to which I am constantly referring business people who send inquiries to this Consulate for the names and addresses of houses connected with different trades."—*H.B.M.'s Consul at Cadiz.*

"I have the last copy of the Directory—a most useful work, but which I think is not consulted by exporters as much as it deserves to be, as I am constantly receiving letters asking for information which could be obtained from its pages."—*H.B.M.'s Vice-Consul at Paysandu.*

"I beg to inform you that I shall be very pleased to offer you every assistance in my power to facilitate your very interesting work for the benefit of commerce and industry."—*H.B.M.'s Consul at Jaffa.*

"I have duly received your valuable and useful Directory of Merchants, Manufacturers and Shippers for 1899, and beg to express my best thanks for same."—*British Vice-Consul, Spezia (Italy)*

"I am constantly receiving letters of enquiry for information that in most cases could be obtained in your Directory."—*British Consulate, Uruguay.*

"The only book consulted is Kelly's Directory."—*From British Consular Return, Siga.*

"Many of these inquiries would have been rendered superfluous by a reference to Kelly's Directory."—*Report from British Consul, Genoa.*

"The Directory has been of the greatest service to me in my former Consular posts, and will, I believe, be doubly useful here."—*B. C. Chicago.*

"We beg to express our appreciation of the thorough and exhaustive character of the Directory, which covers exactly the fields we desire to reach."—*Messrs. H. M. Anthony Co., New York.*

"The copy of Kelly's Directory has already been of great use to me."—*B. P. C. Thorshavn.*

"It is a Directory which is very often consulted by the Merchants of our town."—*B. P. C. Delcagatch, Turkey.*

"Your Directory was useful to me and the merchants in general."—*British Consular Agent, Tetuan.*

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**PRECAUTIONS AGAINST SMALLPOX EPIDEMIC.**—These regulations to govern employers of labor and employees in unorganized districts of Ontario, with a view to preventing another smallpox epidemic, have been issued by Dr. Bryce, Secretary of the Provincial Board of Health:

Shantymen, miners and other employees of lumbering camps, mining camps, saw mills, smelting works, and other industries, or any railway construction camp, are hereby notified and cautioned by the Provincial Board of Health, under the Act respecting the sanitary regulations in unorganized territories. It is required:

1. That all owners, managers, agents, or foremen, or other persons in charge, employ only vaccinated persons; that all employees are equally required to comply with the regulations.

2. That all employers of labor shall contract with a medical practitioner for their employees and works, and are authorized to deduct from the pay due to any employee a sum not less than 50c., and not exceeding \$1 per month.

3. That a hospital for the care of the sick must be provided by every employer, and that the men are entitled not only to regular treatment therein, but also to have the camps and surroundings inspected regularly and maintained in good sanitary condition.

4. That failure on the part of any person to comply with any regulation of the Provincial Board of Health renders him liable to the penalties provided in the Act.

**AMIDST THE LAURENTIANS.**—A very handsome little pamphlet entitled "Amidst the Laurentians" has been issued by the Great Northern Railway Co., of Canada. It is beautifully illustrated and artistically printed. The contents describe most of the beautiful scenes to be found in the Laurentine Mountains, including those about Shawinigan Falls, the rival of Niagara, and other points of interest along the road from Hawkesbury to Quebec. To the tourist desiring to see as grand scenery as there is in North America, the sportsman who loves to fish or hunt, or the manufacturer desiring water power and other advantages, this pamphlet is of great interest. Copies may be had of Guy Tombs, passenger agent of the Great Northern Railway of Canada, with headquarters at Quebec.

**MUST HAVE THE FRUIT.**—A million barrels of apples is the order which one Belleville, Ont., dealer has received from an English house, and he has started buyers out to get the goods. The significance of this can be seen when it is remembered that a million barrels of apples would in most seasons in the past equal

nearly the whole of Canada's export. This order is, therefore, far and away in excess of any order ever received before by a Canadian dealer. It indicates the high value placed upon Canadian apples and the possibilities for increasing the trade in this fruit.

**WHY DEPARTMENT STORES THRIVE.**—There is no secret in the causes which have led to the success of the department stores. The managers of these concerns have brought to their work the intelligence and character of intellect that would make success in the military field. They have mastered detail, and when a perfect organization has been put at their disposal they have been able to get their minds out of the narrow rut and to make bids for public support that were practically universal. In much the same way that the modern newspaper has developed we find the department store has extended from a local institution to one drawing patronage within a very wide radius. In the old days when the weekly paper was in vogue the editor would present to his readers the news which happened within the limits of the town or city in which the paper was published. Then, as transportation facilities increased, and as the telephone and telegraph were developed the news field was extended, until now a newspaper presents to its daily readers the news of the entire world, and the city or local department of a

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