

GREATEST ECONOMY DECIDES ROUTE FROM PRAIRIES TO SEA

Reduced Rates on Canadian Railways Would Be Met By Lines in United States, Exporters Say

By A. M. BELDING.

Special representative of the Telegraph-Journal and Times-Star now touring Western Canada in the interests of the Maritime Provinces.

SASKATOON, Feb. 5.—(By Mail).—I have been taking a traveling course in the grain trade, and now know enough to know how little I knew when I left St. John. Certain points of interest appear to be established.

1.—The grain trade is extremely intricate, with the keenest competition in the world's markets, and a number of nations are in that competition to sell as well as to buy.

2.—The exporting business is done on a very fine margin, a mere fraction of a cent per bushel turning the scale.

3.—The trade is now carried through the most economical channels, or the competitors would have long since found it out.

4.—Only Government interference would cause a change in the routing of grain from Canada, and if exporters from Canada were limited to certain ports they would be at a disadvantage and the farmers would be up in arms.

5.—If the Canadian railways cut rates they would be promptly met by the New York Central and Pennsylvania, which have great terminal elevators of their own, and a complete organization to handle the grain trade cheaply and expeditiously.

6.—The ports that can offer the greatest variety of tonnage stand the best chance of getting grain.

When the threshing season begins, preparations are made to move the grain as rapidly as possible. In our West it is first collected in country elevators of 30,000 bushels capacity each. There are 4,000 or more of these, owned by over forty companies. Among the latter are two controlled by the farmers. They are the United Grain Growers, with about 300 elevators, who operate in these provinces, and the Saskatchewan Co-operative Elevator Company, with over 400. The latter not only collects grain but buys from farmers. It deals in grain

and sells on the market in Winnipeg, to a company or companies formed to carry on an export business.

The grain must be started toward the ultimate buyer as soon as possible after threshing. The country elevators are filled and emptied and the aim is to work the grain as far forward as possible toward the seaboard.

Must Keep Moving.

At the peak of the threshing activity as much as 7,000 to 10,000 bushels a day will be poured into a country elevator, and it must be kept moving to give space for more, since the threshing season lasts only from 27 to 30 days.

Everybody wants the grain to go forward. The farmer wants to get it where he can finance it. The storekeeper wants his money. The bankers want theirs. The railways and Lake steamers are eager for the business. The buyer of the grain wants it to be at the most advantageous position at the most advantageous time. It is worth more to him, for example, at Port William than at Winnipeg. Everything conspires to push the grain down from the prairies to tidewater.

Role of Buyers.

Meanwhile buyers have been busy. They may, indeed, buy before the crop is harvested, and the farmer, when the crop season comes, must deliver the grain. The buyers include not only Canadians and Americans but English, French, Belgian and German purchasers. Some grain goes to the mills en route, and the rest moves on to Port William and Port Arthur. The buyer wants to get it to the place where it can most easily be put in a vessel, or where he can get the largest number

of bidders for it if he desires to sell on this side. Much grain is sold for delivery before it gets to Port William and Port Arthur, where there is a storage space of 63,000,000 to 65,000,000 bushels.

AWAY ON MONTCLARE.

Mr. and Mrs. G. C. P. McIntyre sailed yesterday on the Montclare for Scotland. They expected to visit in Scotland and England and to make a tour in Europe and planned to return to St. John some time in April.

MORE LUMBER.

Speaking of the lumber cut along the Millstream, John E. McAulay, former Warden of Kings county, said the total for this winter would be a little better than last year. Conditions had been good and the operators were get-

ting out more than they had at first planned. The floods would make it bad on the roads for a little time, but he did not think that they would have any effect on conditions in the woods.

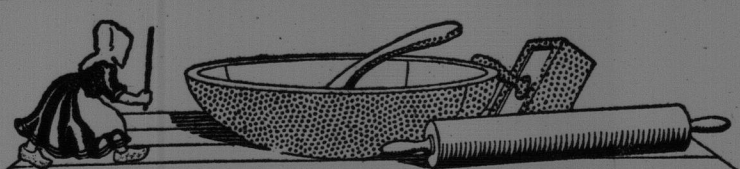
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First, the Refreshing Cleansing. At least once a day, always after any exposure, she spreads Pond's Cold Cream thickly over her face and neck. She lets it stay on long enough for its pure oils to sink down into the pores and bring up the powder, dust, excess oil with which they have been clogged.

Then with a soft cloth she wipes off all the cream—noting how much dirt comes, too. Once again, she creams and wipes her face, finishing with a dash of cold water or a rub with a bit of ice.

If her skin is inclined to be dry she puts

Pond's Cold Cream on again before retiring, and lets a little stay on all night. The glow of roses is in her cheeks and throat now. Her skin looks—and feels—clean, invigorated.

Next, the Delicate, Protective Finish. She smooths into her skin just the lightest fluff of Pond's Vanishing Cream and sees it instantly absorbed—for it is greaseless. She notes what a soft pearly glow it brings to her skin. How velvety-smooth the finish it gives.

The Last Touch—a soft Pearly Glow. And then she powders—and rouges—re-marking how well the rouge and powder blend and how smoothly they cling over this delicate foundation cream.

And when she goes out, Pond's Vanishing Cream is an invisible cloak that protects her from winter wind and cold and the sooty air of the city.

You, too, may have this rejuvenating cleansing, this soft finish and protection for your skin.

Read what the beautiful women of the most exclusive Society of two continents have said of Pond's Two Creams. Then buy your own in any drug or departmental store and begin to use them, proving that all these words of praise are true. The Pond's Extract Company.



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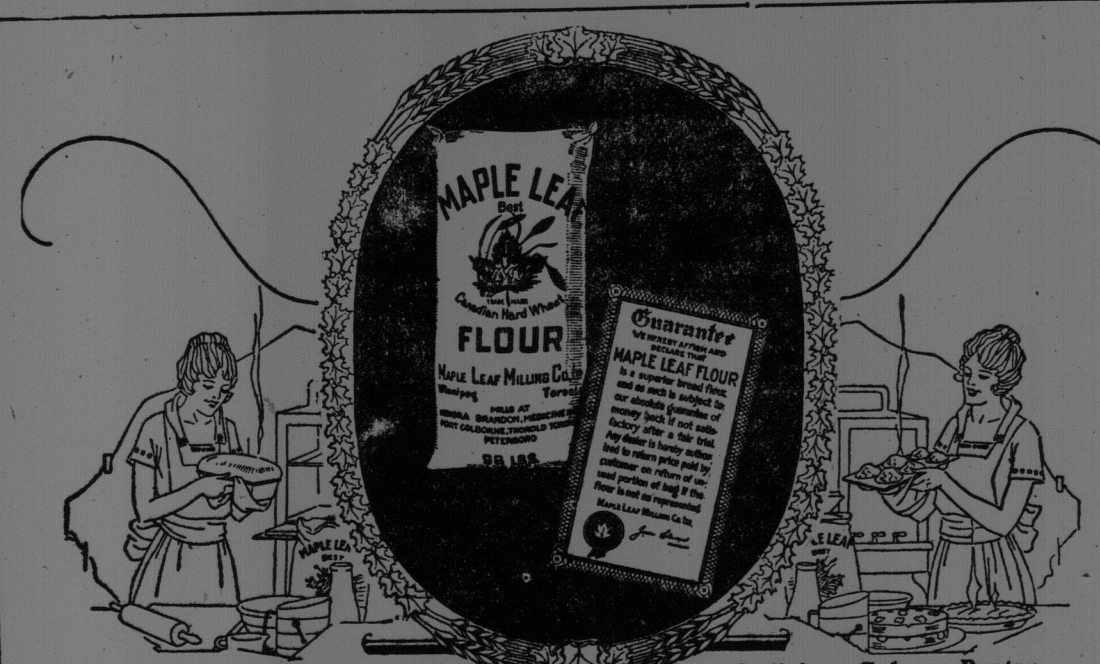
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Maple Leaf Flour is made from the finest selected Canadian hard wheat, carefully milled and tested at every stage of its manufacture. A written guarantee of uniformly high quality goes with every bag—it must be satisfactory or you get your money back.

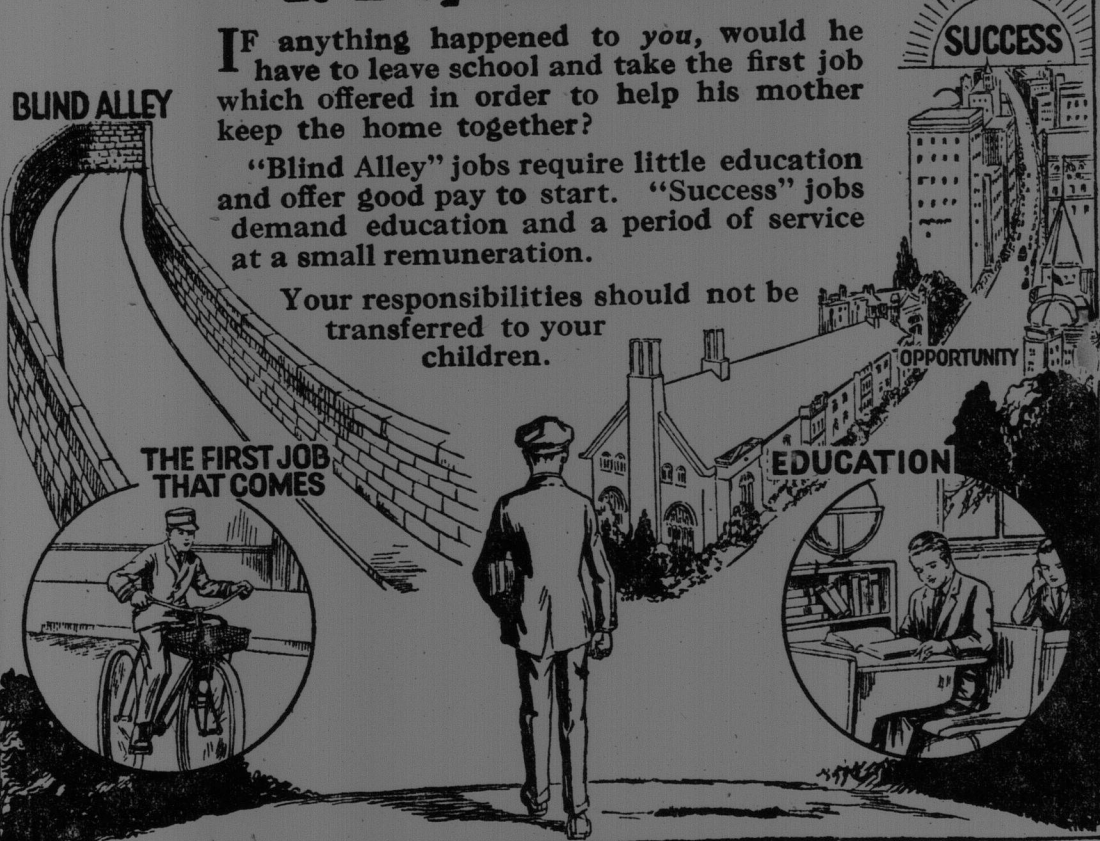
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Your responsibilities should not be transferred to your children.

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