

The Standard,

ST. JOHN, N. B., SATURDAY, DECEMBER 18, 1913

CHRISTMAS NUMBER

THE STANDARD APPEARS IN ITS CHRISTMAS DRESS
COMMERCIAL TRAVELLERS OF MARITIME PROVINCES

The Largest Issue Ever Printed Here—With Exception of Few Pictures it is All The Product of Home Industry.

The Standard this morning appears in a somewhat larger form than usual. This Christmas Industrial number as originally planned, promised to a rather ambitious affair. It was the intention of the staff to produce a paper which would cover more or less completely the industrial life of New Brunswick; which would place before readers both at home and abroad something of the advantages of this province and the measure of prosperity which it enjoys. It was hoped to include in this issue a comprehensive review of the progress of St. John during the past ten or fifteen years, and with that a fairly correct outline of what is being done today. There was as well a desire to provide readers a reasonable amount of lighter matter, such as is usually considered appropriate to the Christmas season. These formed a part of the original plans, and when work was begun on this Christmas Industrial number, it was believed that they could be carried out.

But as time went on, very good reasons were found to cause disappointment. However optimistic newspaper writers of New Brunswick may be, and however high their opinion is regarding the advantages of this province, certainly none among The Standard staff had, a few months ago, anything like a real appreciation of actual conditions. The task of preparing this paper has brought home in a very forcible manner the conviction that there is far more in New Brunswick than ninety-nine per cent. of its inhabitants realize. Although the preparation of The Standard's special number was commenced six weeks ago, and while it was thought that this time would be sufficient to secure and write the desired information, it was soon seen to be utterly impossible for such a work to be satisfactorily carried out. All that remained, therefore, was to select from the tremendous mass of material available that portion which, it was believed, would appeal most strongly to those portions of the country in which The Standard finds the majority of its readers.

Certain lines of industry have been appealed most strongly to those sections of the province have been visited and their industries reported, but no one will realize better than do those who have worked on the paper the utter futility of endeavoring in a limited time to comprehensively convey to the reading public a true report of the natural resources, the industrial enterprise, the commercial advantages and the educational and religious life of this province. In this respect The Standard is disappointed. (Continued on page 2.)



HIS WORSHIP, MAYOR FRINK

A retrospect of the ebbing year in the life and history of St. John, will afford considerable satisfaction to its citizens, and while it is true that the highest expectations have not been fully realized, there is the comforting assurance that some real growth and development has prevailed. Things have occurred which have jarred the sensibilities and aspirations of the people, not without cause, which in the interest of the day, might have been left undone. But in the tumble and turn of time, right will assert itself, but not without vigilance and exertion. Difficulties have arisen between employer and employee, which were serious enough and entailed suffering and loss upon many who had but little for the day, not to speak of tomorrow. These rough spots have been smoothed down, and adjusted in a great measure, not by mad violence and riot, but by the exercise of rational and sensible means. The remarkable influx of new people to the city, is substantial evidence that we have arrested the attention of the outside world, to the advantages which we possess, natural and acquired. And to all those who desire to come—and who propose to enter the lists of good citizenship, "welcome" is called on our door. The vigorous prosecution of national and local public works, and the construction of large industrial establishments, affords abundant employment to our

artisans, and every form of labor to a degree hitherto unknown in this community, and while our elders sigh for the glorious and rosy days of the middle of the last century, when fortunes were won and made—and perhaps occasionally lost, in old St. John, and when its lusty and vigorous citizens, made history, money, and comfort for themselves, and the countryside generally, the option can be safely mentioned that if they could tread the boards again, their appetites would be whetted for another lease of life, in order to try out the abilities of the old with the new generation, in a city, dear to them, and dear to us, we treasure their deeds and success, in establishing for us not only the nucleus of a real substantial city, but one which now bids fair to surpass even their most sanguine expectations. To make it a greater and better place wherein to dwell, it needs builders, not destroyers. The support and co-operation of all citizens is demanded now more than ever. The people only have the making in their hands, and in the coming year, which marks a century of peace, between the English speaking people of the North American Continent, a record for prosperity, the fruits of peace, should be our ambition. And if the people of St. John, unite their strength to that end, success is theirs.

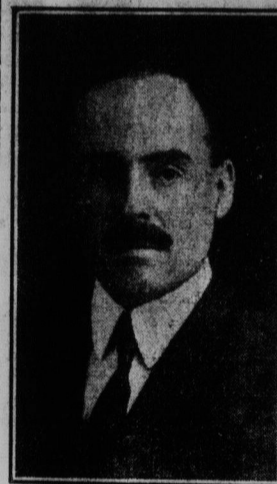
JAMES H. FRINK

Hold Their Annual Meeting in Halifax—W. J. Wetmore of St. John is the New President—A Live and Enthusiastic Organization.

The Maritime Commercial Travellers' Association held its annual meeting in Halifax last evening, when William J. Wetmore of this city, representing Meier's Limited, was by acclamation elected president, succeeding A. Milne Fraser, of Halifax.

This association has during the past ten or fifteen years become one of the most important and influential institutions in the commercial life of the three provinces. Largely because of its activities, the methods of business have been transformed, and the work of selling goods reduced almost to an exact science.

Established in 1881 by a small group of the older travellers of that time, who in their enterprise secured the co-operation of some of the leading wholesale houses of Halifax, the asso-



WILLIAM J. WETMORE
The New President.

ciation boasted by the end of its first year a membership list of almost one hundred. Its career for some years thereafter was not marked by any notable achievement or progress, but in the early nineties it became infected with renewed vitality. Its membership rapidly increased, it developed hitherto unsuspected energy and since then it has gone on from year to year extending its sphere of activity and increasing its usefulness to



This is the tree we soon shall see, in bloom the world around.



Courtenay Bay As it Will Appear When Finished.

those qualified to enjoy places in its membership roll. It has been of undoubted benefit to the travelling men of the provinces, and has done much in every way possible to its members in advancing the interests of the east. The association was incorporated in 1886 by special act of the legislature of Nova Scotia. Its primary objects were set forth to be: To secure as far as possible all the concessions and benefits which as a collective body, they are capable of obtaining, the general advancement, welfare and interests of its members, whether for mutual support, protection, information or provision; and by an agreed annual subscription, the formation of a fund which shall be applicable to the insurance of its members in such manner, by such means, and against such contingencies as may be recommended by the directors for the time being; and such other approved purposes as the members, or a majority of them, shall by their votes, decide at any annual or special general meeting.

The mortuary benefits to which reference is made, consist practically of life insurance ranging as high as \$960, and varying in amount according to the age and term of membership of the member. The association has paid thousands of dollars annually in this way, and no better certificate of the healthiness of the commercial life should be required than is found in the financial statement. This shows that in spite of these regular payments the assets of the association have increased from \$361.00 in 1883 to \$8,553.00 in 1893, to \$27,381 in 1903 and to \$90,000 in 1913. The membership too, has shown an equally creditable increase, indicating not only the regard in which the association is held by travelling men, but forming a correct gauge of the development of commerce in these provinces. And it must be remembered

ed that in the Maritime Provinces are to be found many representatives of Upper Canadian houses not enrolled in the Maritime Association, as well as numerous Maritime travellers who place their membership with the Quebec and Ontario body. It is

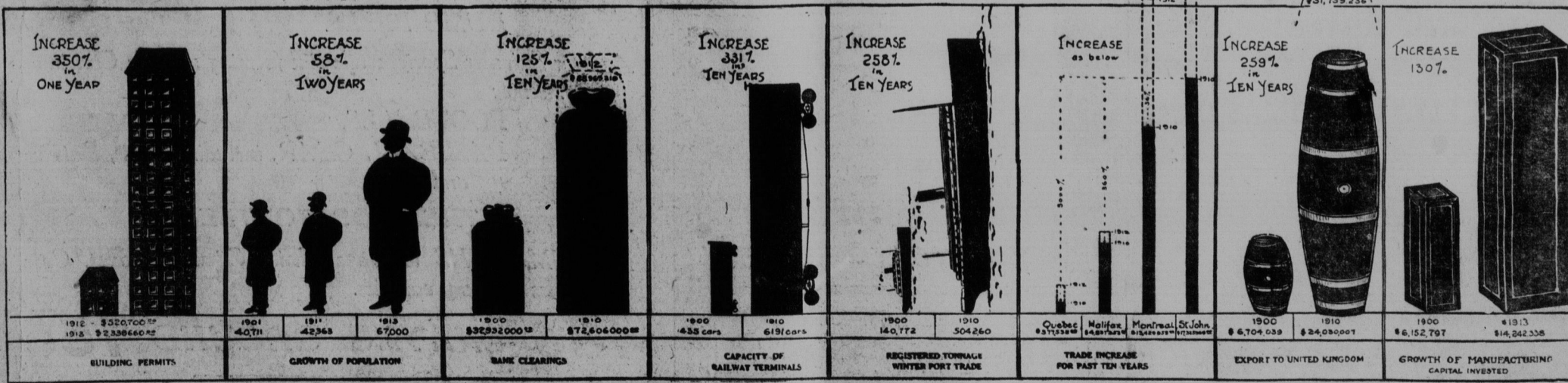


J. E. PETRIE
Vice-President for New Brunswick

estimated that there are forty thousand commercial travellers in Canada. There are almost thirteen hundred members in the Maritime Association. The membership list for 1912 showed a total of 1,252, but the figures for 1913 were not available when this paper was printed.

(Continued on page 2.)

STATISTICS, SHOWING GROWTH OF ST. JOHN N.B.



GEORGE S. MILLER, C.E.