

## A WESTERN BOARD OF TRADE.

Those rustling Western people can show, and do show, examples to the folks in the East, who, though they may know just as much as the Western folk, are slower of translating their knowledge into action. For example, we recollect having heard from boards of trade in the East some suggestions as to practical development work on the part of such bodies; that is, the volunteering of someone, or the procuring of someone, by the board of a town or city to do work other than clerical work for the good of the town. And this has been done, though only rarely—for the work of our boards of trade is often narrow and too much hedged in by precedent. But here is the Board of Trade of Moose Jaw, in Assiniboia, west of Regina. In addition to their president, treasurer, and council, they have appointed an officer, designated a commissioner, whose business it is to make a weekly report to the board as to what commercial or industrial openings or needs there are in the town, and to take note of anything which transpires that may be to the benefit of its community. We are permitted to give to-day some extracts from a recent report of that gentleman, Mr. Hugh McKellar, bearing date April, 1905. It exhibits the restless, sanguine Western spirit:

"In looking over a few of the retail business houses in Moose Jaw I was surprised to find that there was no wholesale grocery house in the city. Goods have to be ordered ten days or two weeks before their arrival. It is necessary, therefore, for merchants to carry large stocks, and, even with the greatest precaution, a grocer may run completely out of some lines before the new supply ordered reaches him. Surely there is an opening here for an enterprising wholesale grocery man. Winnipeg will not always be the base of supplies for the new Provinces of Saskatchewan and Alberta. Train loads of goods will, in the near future, come right through Winnipeg, without breaking bulk, with extra cost of handling. The new Provinces will soon each double the population of Manitoba, new trading or business centres will be established nearer the place of consumption than Winnipeg is.

"Moose Jaw, the railway centre on the main line of the C.P.R., in the new Province of Saskatchewan, the terminus of the Soo line, where, as a divisional point, permanent improvements are being added from year to year, is naturally the place to attract wholesale houses to establish themselves. It is not necessary to enlarge on the subject. Business men can readily understand the proposition. I have only referred to a wholesale grocery. There are openings for other kinds of business just as well. I understand that the Massey-Harris Company is ready to establish a distributing warehouse here as soon as the switch railway line is put down and necessary property secured. The city has wisely reserved a block of lots on the proposed switch, to be given to wholesale houses that first establish themselves here.

"When we read Dr. Bryce's History of Winnipeg, and realize that within the past twenty-five years—in the lifetime of the present heads of wholesale houses—business has so increased, that from small establishments we have now those massive warehouses in the centre of Winnipeg, surely it is no risk for others to venture going west with the wave of settlement, and grow up with the new Provinces, as did Winnipeg wholesale houses."

## DETROIT BOARD OF COMMERCE.

At a recent meeting of the Detroit Board of Commerce, the prevailing sentiment in the United States in favor of putting the responsibility of office upon the young and enthusiastic business men, rather than upon men of greater years and experience, was once more exemplified. It became necessary at that meeting to elect officers for the ensuing year; and the president, two vice-presidents, treasurer and secretary were chosen from among the younger members of the Board. These functionaries range in age from the twenties, in which class figures the secretary, to the thirties and forties, which periods of age embrace the other officers.

Mr. C. F. Bielman, the president, is an energetic man of 46, well known in transportation circles. Mr. John N. Bagley, first vice-president, is a prominent manufacturer, and recently treasurer of the Board. Mr. George M. Black, who holds the office of second vice-president, a former resident of Toronto and of Windsor, Ont., is auditor of the estate of the late Senator McMillan. Mr. H. C. Potter, Jr., the treasurer, is vice-president of the State Savings Bank. And Mr. Starr Cadwallader has been made secretary in succession to Ryerson Ritchie, who has been chosen secretary of the new Chicago commercial body. We learn from the Detroit Tribune that "in connection with the election Director Black did an extremely graceful thing. The first vote for president was between him and Mr. Bielman. Mr. Black at once arose and pleaded his already large responsibilities as an excuse for non-acceptance of the honor."

## PARRSBORO BOARD OF TRADE.

At a meeting of the Board of Trade of Parrsboro, Nova Scotia, held recently, Mr. E. Gillespie was elected president of the body, and Harvey MacAloney secretary-treasurer. The board appears to be principally concerned with railway business just at present.

## AMHERST, NOVA SCOTIA.

The town of Amherst, N.S., is one of the best all-around towns in the Maritime Provinces. It has become noted for the number of successful enterprises which have been started there. It is in a good district, and its manufacturing facilities are first-class. Its great drawback has been the poor nature and equipment of its hotels, which have caused commercial men and others to make their stay in the town as brief as possible. Recently the hotelkeepers of the place were fined for selling liquor without license, and in an attempt at retaliation closed their houses to the public, as was noticed in our columns. Travellers have since that time been entertained at boarding houses and private homes of Amherst. Now, the mayor of Amherst is advertising in the name of the town for a capable hotel man who has ten to fifteen thousand dollars to invest in a hotel there. The balance of the capital necessary will be raised by Amherst people. The move is a necessary one. No town can get along in these days without hotels. We hear, further, that a number of capitalists in Amherst are organizing a company with a capital of \$250,000 to start a carriage factory, taking over the business of A. S. Fillmore and the Canadian patents of the Hillcoat Bearing Co.

## OUR HALIFAX LETTER.

There has been a heavy falling off in apple exports from Nova Scotia this year. From Halifax up to April 1st the exports of 1905 were 359,021 barrels, against 523,245 barrels last year. The general opinion seems to be that the shippers in this Province have been holding their apples back for better prices. For some time apples were almost impossible to get in this market. Then they suddenly became plentiful again, and exports recommenced. While the crop of apples in this Province last season was considerably damaged, which affected its quality, it was generally understood that the quantity was large. In this case there must be a quantity of apples still in the hands of the growers.

The Provincial Government has decided to extend its aid to the farmers of Nova Scotia in order that they may secure seed grain on easy terms. As already mentioned, the hay and grain crops in many counties of the Province were almost complete failures. The farmers have had to expend what ready money they had for fodder during the past winter, and in order to make it possible for them to secure seed now the Government will empower municipalities to borrow money on the request of districts to buy