

of any firm doing so should be reported to the different Boards of Trade. The mover and seconder of the resolution considered that hotels were consumers. This, in brief, was what the Conference did.

The conference idea originated with Mr. Hatheway, President of the St. John Board, whose portrait is given. He is a young wholesale grocer, possessing the elements that should lead to more than ordinary success. While watching the details of his own business carefully, he takes a great interest in affairs generally. I do not think he took the presidency of the Board for the honor, though he must appreciate that, but because he felt that in forwarding the interests of the business men of St. John he was doing a duty, and at the same time indirectly helping himself. He thus sets an example to many business men who cannot see beyond their nose. They do not see that in promoting the interests of the community they help themselves. If they did, there would be more successful Boards of Trade, and practical men would be at the head of affairs in many towns where there are now fadists. Mr. Hatheway is a shrewd business man, and if I am not much mistaken St. John will one day have reason to congratulate herself on having made him president. He makes a good chairman; says but little, and displays more than ordinary tact.

He has a very capable assistant in Ira Cornwall, the secretary. His training in newspaper work on the Hamilton (Ont.) Spectator, under the late Hon. Tom White, and on the Montreal Gazette, fitted him for his present work. He knows how to advertise St. John and its advantages, and he does it well. He represented New Brunswick at the Indian and Colonial Exhibition and as agent general of the Province made it much better known in Great Britain. It would have paid the Government to have kept him there. He could do more to advertise Canada—because he knows how—than half the present representatives, because they were appointed for political services, and as a rule do not.

The Mayor of St. John, George Robertson, is an ex-president of the board. He is a different stamp of man from many mayors. He was elected not by ward-keepers, as is frequently the case, but because he was well fitted for the position. He is a very successful retail grocer, but he has a good partner, and most of his time is devoted to civic affairs. He is an excellent speaker; always thoroughly posted on his subject, he places it before his audience in clear, concise sentences and in a way which carries conviction.

The conference was held in the Mechanics' Institute. W. Frank Hatheway was elected to preside, and Ira Cornwall acted as secretary.

The following were present.

Lieut. Governor Fraser.

NEWCASTLE—J. D. Creaghan, P. Hennessey, D. Morrison.

WOODSTOCK—J. T. Garden, vice-president; W. A. Saunders, T. C. Ketchum, secretary; Jas. Carr, Hon. W. Lindsay, V. P. Agricultural Society.

MONCTON—J. C. Harris.

ST. STEPHEN—A. S. Teed and Hon. James Mitchell.

FREDERICKTON—J. I. Neill, H. H. Pitts, M.P.P., J. W. McCready.

HALIFAX—G. J. Toop.

AMHERST—M. Curry.

ST. JOHN—J. J. Bostwick, Brock & Patterson, Baird & Peters, Hon. A. G. Blair, E. S. Carter, A. L. Calhoun, R. Cruikshank, Jas. Hanney, F. W. Daniel, J. V. Ellis, W. S. Fisher, Jos. Bullock, Jos. Finley, E. I. Fairweather, G. S. Fisher, Thos. Gorman, J. C. Robertson, W. Frank Hatheway, T. H. Hall, Geo. W. Allen, H. C. Drury, Thos. R. Jones, W. M. Jarvis, Jas. Jank, A. J. Lordly, C. E. Laechler, J. A. Likely, Manchester, Roberton & Allison, T. H. Somerville, J. McMillan, Andrew Malcolm, Jos. Merritt, J. J. McGaffigan, D. J. McLaughlan, Chas. M. Donald, I. H. Northrup, W. Pugsley, W. C. Pitfield, Geo. Robertson, T. B. Robinson, D. V. Roberts, W. E. Raymond, J. DeW. Spurr, S. Schofield, T. S. Simms, R. C. Scott, John Sealy, A. C. Smith, J. Willard Smith, C.

N. Skinner, E. Smith, R. Sullivan, W. H. Thorne, Vivian E. Tippet, W. E. Vroom, C. W. Weldon, John White, C. H. Warwick, E. L. Whittaker.

J. B. MacLean, of THE CANADIAN DRY GOODS REVIEW, was present as a guest of the St. John Board.

NOTE.—A more extended report, covering over ten pages of printed matter, and containing portraits of the leading participants, will be found in THE CANADIAN GROCER of October 12th. Any subscriber of this journal can secure a copy by sending us a postal card expressing his desire. Copies to non-subscribers will cost 25 cents.

### THE WRITER OF THE PRIZE ESSAY.

A BRIGHT young Canadian is the winner of the First Prize in the competition recently held by this journal, and his essay on "How to Keep and Draw Trade" is a feature of this issue. His name is James C. Campbell, and at present he is financial manager of the dry goods business of Mr. George Caldbeck, Woodstock, with an interest in the same.

Mr. Campbell was born some seven miles from Woodstock, and was a son of the late Captain Campbell, who died when this son was ten years of age. Previous to this the family had moved to Woodstock, and in that town Mr. Campbell received an education at the public school and in the Collegiate. Taking a position early in life with McFarlane & Co., he started in to learn the dry goods business. With the exception of some two years' intermission spent at the Collegiate, he has been at it ever since, and has been with Mr. Caldbeck about twelve years, having gone through every department of the business. Now he has full charge of the counting house, correspondence, and advertising.

Mr. Caldbeck's establishment is a model one in every respect, and has been made so by the use of the principles embodied in Mr. Campbell's essay.

### WHY COTTONS ARE EASY.

"This is not the cotton season," said a Montreal wholesaler to THE REVIEW, "but still the situation is not without its interest. For instance, you noticed the sharp advance made by American makers immediately after their tariff question was settled. Well, the firmness was of short duration for prices almost immediately commenced to settle back again, and are now practically at or near the level which they occupied previous to the time when the rise in values set in. The reason for this to my mind is very simple. It is not that the legitimate demand across the lines is backward, for advices show that this is not the case, but simply that the position of values on raw cotton ethically forbid a comparatively high range on the finished material. Raw cotton has very seldom been lower than it is at present, and it does not show any indications of an advance. While this is the case I fail to see any reason why prices of manufactured goods should advance. There are no large lots of American cottons coming to Montreal at present because it is between seasons, but if this were not so I believe that they would be laid down here now just as freely as they were this summer."

Charles Urquhart, a popular traveler for Hyslop, Caulfield & Co. on the Wellington, Grey & Bruce Railway, has been laid up with bilious fever for two weeks.