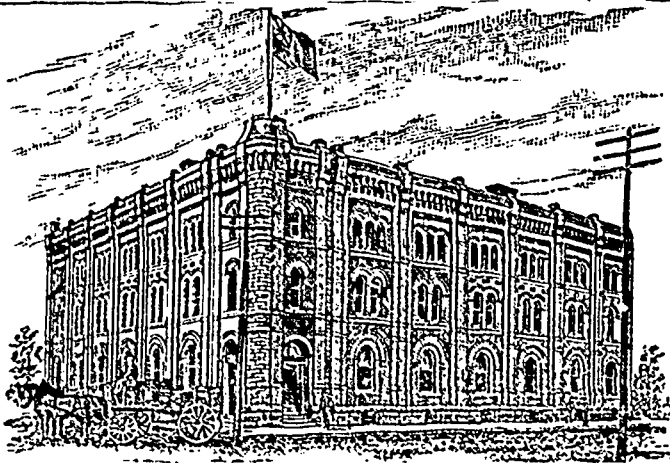


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The Travelling Men.

The seventh annual dinner of the Northwest Commercial Travellers' Association, was held at the Clarendon hotel, Winnipeg, on Monday evening last. The affair was a great success, both in point of attendance and order of proceedings. The gentlemen of the road were out in force, with their friends, intent on enjoying themselves. About 150 sat down to the dinner, which it may be remarked did ample justice to the enviable reputation of the Clarendon. There was an abundance of everything mentioned on the bill of fare, which is not always the case at dinners of this kind. Everything, as well, was of the best, and there was no stint in the number of dishes. The large dining room of the hotel afforded ample room for all present, without the disagreeable crush and crowding which is the usual accompaniment of public dinners.

Dinner having been disposed of, Secretary J. M. O'Laughlin read the following:—

To W. M. Ronald, President Northwest Commercial Travellers' Association:

Dear Sir,—We, the members of the Northwest Commercial Travellers' Association of Canada, wish to express our high appreciation of the valuable services you have given to this association during the two years you have occupied the position of president. In this, our prairie province, where business of all descriptions is in its infancy, and where the prospects of future success are almost unlimited, it is highly desirable that our officers should be like yourself—men of large experience and great capabilities. From the beginning you have shown the greatest possible interest in our welfare, and when the association required your services you were found where all good Commercial Travellers should be—to the fore. The prosperity which has tended the operations of the association is due in a great measure to the energy with which you have discharged the duties devolving upon you in the two important offices you have filled. We trust that in the future, as in the past, our association may have the benefit of your experience, that you will long remain an active member and that the friendships which have been formed may be

strengthened and perfected as time goes on. We beg to assure you that in retiring from the highest office in the gift of this association you carry with you the best wishes of every member.

Mr. Ronald in reply, thanked the members for the kind expression tendered him. He looked forward to great things for Western Canada and for the association.

The toast list was resumed, President Ronald in the chair. Hon. Mr. Greenway replying to the toast of "The Lieutenant Governor and Legislature." He pointed out in a brief speech that we have a great heritage here, but what we want is people. He quoted statistics to show that we were making progress, but not such as we should hope for. He intimated taking up a vigorous immigration policy during the year. Hon. Mr. Smart followed, giving an account of his own experience when a commercial traveller himself. He, therefore, knew something of the tribulations which the knights of the grip are subjected to.

United States Consul Taylor replied to the toast of "The President." in his usual happy style. He spoke in favor of greater commercial freedom between the United States and Canada, and intimated that if the English speaking people of the world were united, they could control the universe.

Major Coutlee and Capt. Whitlaw replied to the toast of "The Army and Navy." Mr. Whitlaw spoke in a humorous strain and the room resounded with roars of laughter during his remarks. Mayor Ryan also adopted a style of grim humor in his remarks, in replying to the toast of the "City Council," and he made use of the occasion to spring several puns upon the defenceless gathering.

Mr. Riley replied in a more serious and argumentative strain to the toast of "The Commercial and Manufacturing interests." He spoke of the importance of travellers to the commercial interests, and paid a tribute to the ability of our western travellers. The wise manager would endeavor to have good travellers, and they would further try to keep in touch and become personally familiar with their travellers.

Rev. Dr. Duval and Rev. Mr. Croys spoke

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in reply to "The City Clergy," entertaining those present for a short time with neat speeches.

"The Railway Interest," was responded to by Superintendent Whyte, of the Canadian Pacific, Mr. Dutton, of the Northern Pacific, and Robert Kerr, of the Canadian Pacific.

"The Press" and "The Ladies," wound up the list of toasts. Isaac Campbell responded to the latter in a humorous strain.

About half past one the company sang the national anthem and dispersed, throughout all seeming to enjoy themselves thoroughly. The Infantry Band discoursed music at intervals during the evening, and a quartette led by Mr. Kelly rendered several selections in good form, which added much to the pleasure of the occasion.

United States Iron in Canada.

Canadian and Scotch pig iron has lapsed into a comatose condition scarcely any orders being received from the West, and very few from local sources of consumption. This is accounted for by the liberal importations of United States pig iron at \$1.50 to \$2.00 per ton under what Scotch or Canadian pig can be sold for, and as long as this new feature lasts, no improvement in the Scotch, English and Canadian product may be expected. A large firm in Montreal that formerly supplied Scotch pig iron exclusively, is now filling its orders with United States iron, which is fully as good as the trans-Atlantic article, and gives equally as much satisfaction to customers. Time has demonstrated beyond the slightest shadow of a doubt that the United States article is completely monopolizing the Canadian trade, and well it may when it can be sold so much cheaper than our own iron; and this in spite of the big bonus given to Canadian makers in addition to the heavy prohibitive duty. Advice from New York state that the Thomas Company has entered orders for 40,000 tons of forge grade at \$17 per ton at furnace and at \$18 to \$18.70 delivered at tidewater, and has its orders booked for several months ahead, which indicates a strong consumptive demand.—*Montreal Trade Bulletin.*