

ADVERTISING RATES.
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SUN PRINTING COMPANY.
ALFRED MARKHAM,
Manager.

THE SEMI-WEEKLY SUN

ST. JOHN, N. B., SEPTEMBER 9, 1899

IN THE TRANSVAAL.

The situation in South Africa is undoubtedly critical, but the hysterical predictions that the Boers are likely to rush the border any time within forty-eight hours seem to be premature.

If the straining point comes it would appear most reasonable to believe that Kruger and Joubert would fight on their own ground as they have done before.

The Boers will in all likelihood consider it more profitable to make their fight on their own hills, and behind their own rocks, if they make it at all.

Certainly, as they must be of the issue, it is no wonder that Chamberlain and Milner hesitate about uttering the last word that precedes the tramp of armed men across the frontier.

It would be much better for them not to come at all, and let the subsidies lapse.

The Sea quotes the Halifax Herald as stating that the 8th Hussars enjoys the distinction of having had three different commanding officers within a fortnight.

If the same process is continued Colonel Campbell may likewise be retired. In the interest of the militia, seeing that he also is a conservative.

It will not be the fault of the medical journals and of the more enlightened doctors generally if public sentiment is not soon thoroughly awakened to the possibility of escape from the dreaded disease of consumption.

Barkitt, Hector left Sydney yesterday for this port with a cargo of coal.

IN THE WOODS.
Any St. John citizen who depends upon the Telegraph for information as to the position of the winter port matter is entitled to commiseration.

THE PURPOSE OF THE SUBSIDIES.
The Globe concludes that the winter port discussion so far as it has gone "reveals the uselessness of the subsidies so far as the steamships are concerned."

printed as a pamphlet, and will doubtless find its way to many homes where the subject is of more importance than any other question pertaining to this life.

The speakers at the Berlin congress inculcated certain points of practical importance, including free ventilation and wholesome food; the rational treatment of the sputa of consumptive persons; the prevention of infection by tuberculous milk and tuberculous meat.

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T. H. ESTABROOKS.

The Record of a Rapidly Growing Tea Business.
St. John Quoting London as a Point for Distribution for the Province.

A Big Warehouse and Tea Blending Plant—W. R. Miles Accepts a Position.

The gradual transfer of the tea distributing trade from London to provincial centres has been a notable development in the last few years.

Improved means of communication and quick and cheap methods of transportation are chiefly responsible for the diversion of the tea trade.

But before a St. John importer could successfully do his own importing from London he had several things to learn and do.

At all this can be done with success, direct trade with the manufacturer and profitable, is proved by the experience of T. H. Estabrooks.

Mr. Estabrooks took the ground that a St. John man who had studied the market and had a good London man who would suit provincial consumers; that tea could be blended and packed as well in St. John as in London.

Acting upon this theory, he made a careful study of everything pertaining directly to the tea trade, and gave up his whole time and attention to that one branch of business.

And on September 1st Mr. W. R. Miles, who is probably the best known tea broker to the wholesale trade of the province, having for nine years represented Francis Peck, Winch & Co., and the later amalgamated firm of Peck Bros. & Winch, Ltd., of London.

Last May Mr. Estabrooks removed from Dock street to the premises, 13 and 14 North Wharf. The warehouse is 20 x 100 feet in dimensions, and four stories high, giving him 12,000 square feet of floor space.

The office, looking out on the wharf, consists of a general and a private office; the latter also the sample room, with the necessary appliances for tasting teas.

Speaking generally, the lower floor back of the office is used as a shipping department, for teas going out daily and others packed and ready for shipment.

THE BLENDING DEPARTMENT.
The blending of teas is a science that must be studied, as it is impossible to produce and continue to produce any particular variety.

Mr. Estabrooks now employs eleven persons besides himself. The staff is an increasing one.

stock it is done without reference to the price marked on each. After the blending has been done the results are compared with the prices, and quite frequently a high price is given in respect to the quality of the blend.

The blending has a capacity of about half a ton. It is a huge cylinder, so constructed that all the tea comes out of it at the centre, and as the drum is continually revolving the tea are constantly being blended so that the last half chest is exactly the same as the first.

Next to the windows on the second floor is the packing and labelling department for package teas.

On the fourth floor are stored empty packages, ready for use, including metal chests of 120 down to 25 pounds capacity; caddies of 20 and 10 pounds, and caddies of 5 and 10 pounds.

Long cases of sheet tin, weighing over 200 lbs., are used on this floor. They are imported by Mr. Estabrooks from Glasgow, as none like them are produced in Canada.

THE STOCK OF TEA.
Of Mr. Estabrooks' own brands of tea, Red Rose, a blend of China, India and Ceylon teas, is the leader in point of sales, and is sold everywhere.

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Those who read, enjoyed and profited by DR. SPROULE'S recent treatise on Catarrh of the Genital will be delighted to learn that he has just completed and will send FREE Another New Book, Chronic Constipation, Indigestion, Etc.

LETTERS FROM THE PEOPLE.

To the Editor of the Sun:
Sir—To every right thinking person it certainly must seem strange to read the utterance of the editor of the Messenger and Visitor at the recent Baptist convention.

Baptists of the maritime provinces have reason to feel surprised, if not something worse, that after all that has been said and done, the editor of the Baptist organ has been the first to declare our position untenable.

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THIS CREDIT SYSTEM.

It Works Well in Retail Trade, Says a Successful St. John Merchant.

It is a favorite doctrine that the credit system in trade, especially in retail, is the cause of high prices and of great loss to the customers who pay cash.

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A Woman's glory is her hair. Nothing will keep both scalp and hair in as good condition and thus promote a healthy growth of hair, as the free use of "TARINA" The Ladies Hair Soap.

Vertical text on the right edge of the page, including fragments of other advertisements and notices.