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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. Negotiations between the British government and the Transvaal are still going on. Propositions have been met with counter propositions. Suggestions of a conference to discuss certain matters have been treated courteously, though they are met with alternative suggestions. None of the communications so far made public is ultimate in its tone or effect. As yet it is at least not certain at this distance that the resources of diplomacy are exhausted.

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. They want the world to think that the Boers are fighting in defence of their home and hearth. The only inducement they would have to move on the enemy's country, and thus disperse a force at the best numerically weak, would be the hope that the Dutch in the Cape Colony would join them. It would require a strong force to bring the Dutch subjects of the Queen into armed rebellion against their sovereign. Paul Kruger has, however, an excellent secret service, for which the Outlander pays high. He has probably sounded the loyalty of every man of Dutch descent in the Cape Colony and Natal, and many think that he knows what to expect. The fact that the present premier of the Cape took money from Kruger for the purpose of the election in which the Rhodes party was beaten is calculated to feed the hope of the Boer government, which did not advance this money hoping for nothing in return. But it is one thing to accept a gift from Uncle Paul and another to incur the penalties of high treason.

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. In such a conflict, or in any other between these two parties, there can be but one finish. Harder terms than those which the Boer government refuses today will be dictated at Pretoria after a war which is likely to be short, and is also likely to be deadly while it lasts.

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. For many forms will be stiff and still on these wide pastures before the end of the conflict, short and one-sided though it may be. "Psalm singing hypocrites" some of these Boer leaders are called. It certainly does appear that they have been inhuman masters and drivers of native slaves, they know how to lay heavy burdens on the Outlanders, which they will not themselves touch with their fingers. Their ideas of mine and mine are not such as are taught by the golden rule. Yet they have made themselves believe that they are the chosen of the Lord, and in that faith they may do some great fighting, before the end comes. Meanwhile we have not seen the beginning, and the resources of diplomacy have to be further tested.

CAUSE AND CURE OF CONSUMPTION.

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. The proceedings of the congress which recently met at Berlin for the discussion of tuberculosis were made public in many ways. The report of the British delegates, issued as a parliamentary paper, containing conclusions stated in language free from professional technicalities, has been much debated, and the theme has been discussed even by the popular magazines.

In this province the address of Dr. Bayard dealing with the subject was

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 conclusions of medical science are full of hope for many who have felt themselves to be under sentence of early death. The disease is no longer to be regarded as an inheritance to be accepted as inevitable. It is not to be considered incurable in its earlier stages. These are the brighter aspects of the modern teaching. On the other hand, the doctors now know and are doing all they can to impress the knowledge on the people that consumption is communicated by infection, and must therefore be guarded off by precautions, as people are protected from small-pox and diphtheria.

The speakers at the Berlin congress indicated 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. It was stated in the congress, as important for all people to know, that tuberculous disease of the bones, joints, skin and abdomen is not incurable, that phthisis or consumption is frequently cured, that abundant food and life in the open air, are no less valuable in the treatment of the disease than in its prevention, and that hospitals for the care of consumptives are of essential value.

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 Telegraph is subject to two opposite influences. It is controlled by Colonel McLean, who is solicitor for the Canadian Pacific railway, and who is connected with Sir William Van Horne as a director in two or three other companies. At the same time it derives much income from intercolonial railway printing and advertising, which patronage is controlled by Mr. Blair. The necessity of keeping on good terms with the Canadian Pacific makes it hard for the Telegraph to commend Mr. Blair's position. The fear of offending the dispenser of patronage and the local leader of the government party keeps the Telegraph from resuming the Canadian Pacific crusade which it began some years ago. Finding its path thus barricaded in each direction, the Telegraph has taken to the woods. On the important question whether the winter trade of St. John is to be sent back to a foreign port, it has not a word to say. On Tuesday a meeting of the board of trade was held, to receive a report from the president and his associates concerning the interview with Mr. Blair. Important statements were made on behalf of the government and of the Canadian Pacific railway, and it was announced that the determination of the issue one way or the other was only a matter of days. Not one word about this meeting appeared in the morning organ of the government.

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." If the subsidies are regarded as an inducement for ships to visit ports and go away without cargo, then they would be a failure in this case, since that is what the steamship lines decline to do. This, however, is not the purpose. The intention of the subsidy is to enable the ships to co-operate in carrying on an export business. In the past three years the co-operation has been successful and the subsidies have been fruitful of good. But no one wants the ships to come here and go away empty. It would be much better for them not to come at all, and let the subsidies lapse.

The Sun quotes the Halifax Herald as stating that the 8th Hussars enjoys the distinction of having had three different commanding officers within a fortnight. The Herald might have observed the time to be days, for on August 17th Lt. Col. Donville was retired and Lt. Col. Markham placed in command, and on August 26th Lt. Col. Markham was retired and Major H. M. Campbell placed in command. Lt. Col. Markham was in command of the regiment just nine days—Telegraph.

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, Colonel Panet, late deputy minister of militia, described the methods of the improper payment of \$200 to Colonel Donville, by saying, "I felt the influence of a member of parliament."

HENRY T. SEARS, M. D.

475 Massachusetts Avenue.

Between Columbus Avenue and Tremont Street.

BOSTON, MASS.

T. H. ESTABROOKS.

The Record of a Rapidly Growing Tea Business.

St. John, Ousting 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 distribution from London to provincial centres has been a notable development in the last few years. Nearly all our China teas are now brought here direct from China, and the direct importations from India and Ceylon are steadily increasing. Formerly, teas for the provincial market were brought in—London. Now that market is chiefly convenient to fill sorting orders, which must, of course, be done more quickly than it could be done from the country of growth.

Improved means of communication and quick and cheap methods of transportation are chiefly responsible for the diversion of the tea trade. Merchants make a notable saving by getting their tea direct. It brings via London there are cost of handling, storage charges, middlemen's profits and the like to be reckoned with. But before a St. John importer could successfully and profitably do his own importing from the countries of growth he had several things to learn and to do. He had to learn to judge teas himself, make his own trade connections in China, India and Ceylon, learn to blend teas, and import the machinery used in that process. In a word, he had to learn to do for himself what he had formerly depended very largely on somebody in London to do for him.

A CASE IN POINT.

That all this can be done with ease and direct trade has been demonstrated by the experience of T. H. Estabrooks, 43 and 44 North Wharf, St. John. Mr. Estabrooks took the ground that a St. John man who had studied the market knew better than any London man what would suit provincial consumers; that teas could be blended and packed as well in St. John as in London; that direct importations were cheaper than those via London; and that he had the time and attention to the tea trade could build up a successful importing, blending and distributing business, without any reference at all to London, except for the filling of occasional sorting orders.

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. He has today the largest warehouse devoted exclusively to the tea business in Canada; a complete tea blending plant, operated by electricity; his own connections with leading tea houses in the countries of growth, and a trade that is carried on by three travellers all over the maritime provinces and into a portion of Quebec.

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, one of the greatest tea houses in the world, severed his connection with them to accept a position with Mr. Estabrooks, being firmly convinced that St. John today offers better advantages than London in connection with the development of the tea trade in eastern Canada. Mr. Miles is a tea expert, and divides his time between St. John and London, his presence in the establishment will enable both from time to time to visit the larger houses in the provinces, in the interests of trade. For three or four years past Mr. Estabrooks has been compelled by the increasing demands of a rapidly growing trade to remain at his office.

MR. ESTABROOKS' ESTABLISHMENT.

Last May Mr. Estabrooks removed from Dock Street to the premises, 43 and 44 North Wharf. The warehouse is 20 x 100 feet in dimensions, and four stories high, giving him 12,000 square feet of floor space. He has put a platform floor on the only one on North or South Wharf. Fronting on the wharf, the building has a rear entrance from Nelson street. An electric elevator connects the four floors. The offices, which are on the ground floor, consist of a general and a private office, the latter also the sample room, with the necessary appliances for tasting teas. These include a table with a capacity of 40 cups, and a glass heater. The offices are finished in natural wood, and are very bright. When used in the evening they are lighted by electricity.

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. On the second floor teas are blended, packed and labelled. On the third floor is the tea mill (a miniature sample of which is displayed in the office), and this floor all the teas to be blended and packed and the general stock are stored as they come in by rail or steamer. On the fourth floor packages are made and labelled and kept in readiness for use.

THE BLENDING DEPARTMENT.

"The blending of teas is a science that must be studied, and it is impossible to produce and continue to produce any particular variety of tea to order, and to see that it is always the same, means that certain grades of tea in certain proportions must always be used. These teas must first be selected by tasting, which is itself a science. Scarcely a day passes but more or less of it is done in Mr. Estabrooks' office, and it is quite common to see twenty cups of different teas steaming beside each other on the table for comparison. When samples are being tasted before purchasing new

stock it is done without reference to the price marked on each. After the tasting has been done the results are compared with the prices, and quite frequently a high priced sample is rejected because its flavor would not suit this market.

In blending teas in Mr. Estabrooks' establishment several teas which are required to form any particular blend are ranged around a large hopper which connects by a chute with the big blender on the floor below. To ensure accuracy the different teas required are twice checked over, before being poured into the hopper.

The blender 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 teas are continually being blended so that the last half chest is exactly the same as the first. Mr. Estabrooks has placed on the blender an ingenious bell attachment that marks the completion of each revolution, and rings a bell to enable the operator to stop at the right moment. The blender is operated by electric power.

THE PACKING DEPARTMENT.

Next to the windows on the second floor is the packing and labelling department for package teas. Right in front of one window is the packing machine, where 1 lb., 1-2 lb. and 1-4 lb. packages are put up in lead. A boy weighs the teas, and another, who leads on funnels, and a man packs the tea and completes the package in the machine. They put up about 2,000 packages per day, but could easily increase the number. The packages are passed through a slide into the labelling room adjoining, which is dust proof. The labelling stands are along the windows, and at one side and through the room are narrow racks resting on the ceiling, on which the labelled packages are laid to dry. Then they are ready to be put in cases and sent down stairs for shipment.

The bulk teas are also packed on the second floor. Everything here, as in the fact of the establishment, is scrupulously clean, as should be in a case in handling so important an article of general consumption.

MAKING METAL PACKAGES.

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 25 pounds; and caddies of 10 and 15 pounds. Mr. Estabrooks aims to have everything in the line of packages that is likely to find favor with any dealer.

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. These are for making metal chests, half chests and caddies. Each chest is creased so that it can easily be bent to make four sides of a box and a tin key is slipped over the joint, holding the box solid and air tight. The bottom comes ready made and is fastened by an iron clamp with screws, and a piece of tin soldered over the joint. Some of these boxes are lacquered before being labelled. For example, the Red Rose tea chests are lacquered in green.

When labelled the packages are ready to go down to the second floor to be filled. They are laid out in rows and put on in the same way. No London teas are any better packed, and most of them not so well, as those put up by Mr. Estabrooks. No handsomer packages or labels are seen than the packages of Mr. Estabrooks. The stock includes a great variety of pretty designs. They, of course, are manufactured elsewhere.

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 in lead packets. His highest priced tea is Golden Tip Ceylon. A cheaper tea than Red Rose is Oak Tree Blend, in bulk and in lead packets; while his 1-4 Dollar tea has made a great name for itself as a tea to retail for twenty cents. The latter is sold in lead packets only. In China bulk teas his Anchor Chop is absolutely the finest any one produced this season, and commanded the highest price of any saryone on the Pootung market. Even to second grade stocks down to the lowest priced tea that is sound and wholesome. A tea must be fit to drink or Mr. Estabrooks will have none of it.

He deals also in Formosa, oolongs, in quantities that would surprise the trade elsewhere in Canada, carrying in stock from a fancy grade full of silver tips down to the lower grades.

In Indians and Ceylons, besides those used for blending, he carries a large stock to be sold in the original packages, and this is a constantly increasing trade, for the clean, machine made teas of those countries are better value than Chinese, and suit the taste of maritime province consumers, who like a thick, spry tea. He has these teas in all grades from souchongs to finest golden tip orange pekoes.

In green teas he has Japan and Young Hyson, as well as scented orange pekoes, for dealers in the larger cities, who have a fancy trade requiring these lines.

THE STAFF.

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

The travellers are Rupert Prat in New Brunswick and part of Quebec; Lyman W. Cox in most of Nova Scotia and in P. E. Island; and Louis C. Armstrong in St. John and nearby points in both New Brunswick and Nova Scotia.

Mr. Estabrooks and Mr. Miles will themselves now be able to call upon the trade to some extent. An invitation is extended to dealers and others visiting the St. John exhibition to visit 43 and 44 North Wharf and see how teas are blended and packed in the largest tea warehouse in Canada.

Mr. Estabrooks observes that if dealers generally realized how much is saved by importing teas direct from the countries of growth rather than via London, they would need no other argument to convince them of the advantages of purchasing their stock from direct importers and blenders.

Those who read, enjoyed and profited by DR. SPROULE'S recent treatise on CATARRH in general will be delighted to learn that he has just completed and will send



FREE Another New Book,

Which deals specially with CATARRH of the STOMACH, LIVER and BOWELS and conclusively proves it to be the cause on this continent of

Chronic Constipation, Indigestion, Etc.

If you have been trying in vain to get relief, using purgative after purgative, this book will tell you why you failed. If you need it, write for it.

DR. SPROULE, B. A. (formerly Surgeon British Royal Naval Service) English Catarrh Specialist, will send it to you FREE on request. Address, 7 Doane Street, Boston.

LETTERS FROM THE PEOPLE.

To the Editor of the Sun:

Sir—To every right thinking person it certainly must seem strange to read the utterances 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 Messenger and Visitor should first to declare our position untenable. What majority does Mr. Black usually require to settle a matter? What majority did the government say we must have to get prohibition? "What did we go into the fight for?" Mr. Black would not require the whole as a sufficient number to elect him to an important position if the case were so. The government gave us to understand that they wanted a majority. We gave them one. We went into the fight to win, strong in the assurance that we were in the right, and won. Now Mr. Black deliberately says we have too low a percentage, and the Telegraph, as a drowning man catching at a straw, seizes a small morsel of comfort in the remarks of the rev. gentleman and praises him for his bravery, when Mr. B. and the whole denomination are of no more importance in the estimation of the Telegraph than the phibic vote.

To be praised by the Telegraph along the line of prohibition is rather a doubtful compliment, but after such an outburst of commendation for that which is so agreeable to its taste, it will probably release until another morsel is placed under its nose. I for one can say that the Telegraph has injured the political party to which it belongs more than all other causes combined, simply because of its spasmoid attempts to carry both parties in flimsy editorials which were an insult to the intelligence of its readers and disgusting to more than one supporter of the present government.

A BAPTIST LIBERAL.

To the Editor of the Sun:

Sir—I see by report of the Evangelical Alliance, as given in Tuesday's issue of the Daily Sun, that on the 1st of September, 1899, a committee was appointed to memorialize the Reformed Baptist Alliance asking that they disavow connection with Sabbath excursions to their "Beulah camp grounds."

It is evident that the rev. gentleman offering the resolution has not made himself acquainted with the business of the Reformed Baptist Alliance, or he would have known that the Reformed Baptist Alliance has at each of its yearly sessions emphatically disavowed any and all connection with Sabbath excursions—as their published minutes will show—and also in the secular papers have they stated the fact clearly and emphatically. We hold our camp meeting yearly. The public are invited to attend, and we endeavor, when they come, to preach to them the gospel of a full salvation, whether they come by boat or train.

When excursionists come to our grounds we treat them kindly, and thus far we have been respectfully treated by them in return. Other than this the Reformed Baptist Alliance has not the least connection with the steamboat excursions to Beulah Camp grounds.

I speak from personal knowledge when I say that steamboat excursions are not peculiar to Beulah Camp ground. For nearly forty years I have not known a yearly gathering of any religious body held on the river on the Sabbath, during the summer, that steamboats have not visited the place, carrying passengers to the meeting. It has never been supposed that such bodies had any connection with such excursions. Why then should the public be led to infer, as they will from the reading of Mr. Fotheringham's motion, that the Reformed Baptist Alliance is connected with Sabbath excursions to their grounds?

Respectfully yours,
G. W. MACDONALD,
President Reformed Baptist Alliance.

If you are not a patron of UNION BLEND Tea telephone your grocer to send you a pound. Once a customer always a customer.

CHICAGO, Sept. 7.—Thomas R. Roddy, an Irishman of this city, will succeed Black Hawk as chief of the Winnebago tribe of Indians. In the winter of 1897, residing in Wisconsin, Mr. Roddy, a native of the tribe to name his successor, and indicated as his choice Roddy, who had been born and reared among the Winnebago and spoke their language and that of the neighboring Chippewas and Potomacs.

THE 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. The other side of the question was presented yesterday in a casual conversation by one of the best known and most successful merchants in eastern Canada. This gentleman was not talking for publication, but his testimony is worth publishing to show that the average buyer at the counter in St. John at least is pretty good pay. He says that in his line of business, given reasonable prudence in extending credit in family accounts, and proper care in collection, the losses are not serious. Less than one per cent should cover the shortage. His own experience so far as the retail business is concerned, was that not more than three-fifths of a cent on the dollar was lost through the failure of customers to pay. The firm in question makes no cash discounts, and probably has as large a number of family accounts as any house in this end of the Dominion.

CHRONIC INDIGESTION

Can Only be Permanently Cured When the Kidneys, Liver and Bowels are Set Right. Use Dr. Chase's Kidney-Liver Pills

By far the most important part of digestion takes place in the intestines and it is folly to expect stomach medicines to cure a severe case of indigestion. The kidneys, liver and bowels must first be set right and the only combined remedy which acts directly on these organs is Dr. Chase's Kidney-Liver Pills.

Mr. T. Gorman, St. John, N. B., writes: "I have used Dr. Chase's Kidney-Liver Pills for chronic indigestion and they cured me. They are the best medicine I ever used." Dr. Chase's Kidney-Liver Pills are purely vegetable and act pleasantly and naturally on the kidneys, liver and bowels. They positively cure kidney disease, liver complaint and stomach troubles. One pill a dose, 5 cts a box. At all dealers, or EDMANSON, BATES & CO., Toronto.

WASHINGTON, Sept. 7.—Senator Pullgo, the charge d'affaires of Venezuela, this evening, in response to a telegram sent by him, received a message from the foreign office of Venezuela, saying that one of a new outbreak in Venezuela published yesterday is without any foundation. The new mammoth White Star line steamer Oceanic sailed from this port at 12.45 p. m. today on her maiden trip to the United States, having 2,044 souls aboard. The vessel received an enthusiastic greeting here.

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. It cleanses, prevents dandruff, always scalp irritation and leaves the hair glossy and sweet—Tarina is the best preventative of the evil effects of perspiration—Sold in tin lined box 25c—

If your druggist has not got it, we will send it post paid on receipt of price.

ALBERT TOILET SOAP CO.,
P. O. BOX 2410 MONTREAL.

Makers of the Celebrated
BABY'S OWN SOAP