

## THE WORLD OF TRADE.

MR. CHARLES H. FAIRWEATHER TALKS ON TRADE AND ITS OUTLOOK.

The Provision Trade Has Been Lively and Its Prospects are Good—The Trade of St. John Steadily on the Increase—Commercial Matters of Interest.

Brighter, warmer weather the past week seems to have enlivened things wonderfully about town. Perhaps the contrast was greater by comparison with the gloomy, rainy, stagnant days of the previous week, but whatever the cause, there has been more 'stir' in town this week than for some time.

In answer to a query from PROGRESS, Mr. Charles H. Fairweather, of Messrs. Hall & Fairweather, said trade was active, and had been so all the spring in the general line of merchandise and all the staples. There was more trade being done than last year. All their customers are taking full quantities and payments are good. The prospects for payments in the future were, he thought, very encouraging in their line of business, and he based his conclusions upon the fact that the lumber outlook at present was very fair. It looked as though the logs would reach the main stream and get out, which is quite a change from the appearance of things a few weeks ago.

When asked about the outlook for the year's business he said he imagined there was a fair prospect for a good year's business. Everyone seemed encouraged and he did not hear any grumbling.

He thought they were going to have some trouble getting flour along from Ontario. The crop there last year was poor and prices were up 85 cents from their lowest point, which was \$4.50 in March last. Prices were more liable to go higher than lower, though Manitoba was back with last year's splendid crop of wheat. Flour was too low at \$4.50 and the best brands sold for that this year. That point was one at which no person was paid. Everybody was better off when flour was medium priced.

Although St. John has active competition in all the small towns of New Brunswick and Nova Scotia, which are now importing points, he was quite certain that the trade of our city was steadily on the increase. The spring is very backward, but that never seems to affect us commercially. The climate of New Brunswick is elastic. A general damage to crops in this province is unknown, but they have been injured in spots.

How are prices? Prices are never correct for more than a day and sometimes not that long. Fluctuations are rapid. For example, oatmeal is 50 and cornmeal 15 cents higher this week than last.

At the meeting of the Trade Forwarding and Promoting company, Tuesday evening, Mr. Thos. Potts called the attention of the members to the fact that goods carried on ocean steamers via Halifax and Quebec to St. John were in some cases carried as measurement goods when they should be carried as dead weight. He instanced a case in his own business where the freight by measurement was \$15 a ton and upon inquiry at Boston he learned that the same goods were landed at that port from Liverpool at \$3.30 a ton. Messrs. Potts, Robertson and Gandy were appointed a committee to look into the matter.

At present the course of New York stocks seems to depend on cheap money and treasury purchases, on the one hand, and on the other a general depression in business circles, short crops, floods, railroad dislocations and rate cuttings. The New York Herald says the immediate situation is not comforting, but to those who wait the future will doubtless bring their reward.

The shrewdest and solidest men on the New York real estate exchange are buying. They understand the situation, watch their opportunities, and know fully well that there is not a man living in New York city today who can at all imagine or gauge what will be the future values of New York city property. These men are now buying carefully, cautiously, it is true, but with a thorough understanding as to the impossibility of gauging New York's future values. These present purchasers do not contemplate what these lots or those houses may be worth a year or two hence. They look beyond those small profits, buy it now at a low figure, either to enjoy the accrued values of future years or to leave their estates intact to their descendants. This, then, is the silver lining of the real estate market of New York as it presents itself today. Futures are not bought, but actually discounted—aye, discounted severely—and it is on this basis that the work of the real estate market goes right along. Notwithstanding all of the drawbacks, however, that have enveloped this market, according to the views of certain brokers the most efficient impetus for continued dealings in real estate has been the new departure made by several financial institutions to loan at short notice money on real estate mortgages through the various title guarantee companies now established in this market. The question arises whether these companies are indeed on a real solid basis. If they are, this new departure will make real estate as a collateral for borrowing purposes as good in the market as first mortgage railroad bonds. While it is true that New York real estate is subject to less fluctuation than any other property, the question yet remains, is the guarantee of these guarantee companies solid to the bed rock, and have they any supervision

over them. The market in general gives them full support and confidence. But new departures like these are not apt to be jumped at in a hurry by those who control the great realty market of New York. Time alone can tell how it will work.

The liabilities of Messrs. John Silver & Co., a wholesale and retail dry goods firm in Halifax, are understood to be between \$60,000 and \$65,000, considerable of which is borrowed money. The preferences amount to \$20,000 or \$21,000, being loans and endorsements. Lawson, Harrington & Co., who are heavy creditors, and Henry Lawson, who is said to be involved to the extent of \$1,000, are understood to be among the preferred. The assets amount nominally to about the same sum as the liabilities. The firm owe largely to English merchants, with some indebtedness in Montreal.

Mill owners in Nova Scotia are hoping for improved prices this season, principally owing to the fact of the more favorable outlook for the timber trade in England. There is little hope of a market for Nova Scotia lumber in the eastern states, even with a reduction of duty, as West India and South American shipments pay more than present prices even without duty.

The *Trade Review* says: It is noted that the people of the province of Nova Scotia are now thoroughly awake and the signs of increasing progress and improvement are being generally manifested. Improved fruits are being cultivated, better grades of cattle are being introduced, large areas of the most productive hay lands are being reclaimed from the sea, professors of agriculture are teaching the farmers how to make the most of their opportunities, mines of all kinds are vigorously worked, the manufacturers are busy, travelers numerous, the hotels crowded, freights on the increase, and railway and water systems of communication are being developed right along.

The *Monetary Times*, commenting upon the counterfeit Bank of British North America bills afloat in the maritime provinces, says:—

If our maritime friends will look closely into every blue \$5 note of the bank, and if the date be 1877, it will be safe to make further enquiries. It would not be an unreasonable thing to expect the bank to recall the blue issue altogether.

There is nothing so embarrassing to a buyer as to be met at the door with "Well, what do you want?" People rarely, if ever, go to a store unless to look or to buy, and they generally know what they want before going. Some of our successful retail merchants would not permit any of their salesmen, says the *Dry Goods Chronicle*, to ask a customer what he or she wants. "The good salesman," it says, "understands human nature can tell how to handle a customer. He is never a loud talker and boisterous, but always gentle, painstaking, kind and attentive, having a pleasant word and a smile for the poorest and humblest."

—*Monetary Times*.

## INSURANCE.

The comparison of the standing of the largest American life assurance company with the largest companies of other countries, is an interesting one. It is as follows:—

COUNTRY.	NAME OF COMPANY.	Outstanding Am. New Assurance, according to Latest Reports.
United States.	Equitable (Dec. 31, 1887).	\$1,083,000,000
Australasia.	Australasian Mutual Provident.	\$1,083,000,000
France.	Compagnie d'Assurance Générale.	148,545,192
Germany.	Gotha-Bau.	120,064,800
England.	Standard.	91,188,485
Canada.	Canada Life.	49,030,055
Austria.	Assic-Generali.	41,540,543
Russia.	Rossija.	39,191,981
Switzerland.	Basler.	19,060,723
Scandinavia.	Nordiska.	17,204,115
Italy.	Reale Italiana.	14,678,781
		2,750,019 Not given.
		17,727,955

In the immediate payment of death claims, life insurance companies have taken long steps in advance during the last few years. In 1881, the Equitable announced this improvement. The following year it paid 19.88 per cent. of its total death claims on the day the proofs were received; in 1883, 34.61 per cent.; in 1884, 39.74 per cent.; in 1885, 40.53 per cent.; in 1886, 56.85 per cent., and in 1887, 64.10 per cent., or more than two-thirds of the claims for the year.

The abstract of Statements of Insurance Companies in Canada for 1887, shows that the totals of life business done are; premiums \$6,019,981; new policies, \$38,108,730. Net amount in force, \$191,679,852. Fire premiums amounted to \$5,200,074 on \$532,757,000 of business; and the losses were \$3,439,420 or slightly over 66 per cent. of premiums.

A. Geismar, the self-confessed thief and swindler who is now under arrest in Cincinnati for swindling, formerly conducted a glove store in Louisville and "was burned out." He had a little store on Jefferson street, and great piles of goods boxes began to accumulate in front of his place while he greatly increased his insurance. Finally the pile of boxes was as big as the store, and then Major Hughes, the alert fire chief, made a moral survey of the situation and predicted a fire. Sure enough it happened, and the major worked like a hero, and stopped the blaze as quickly as possible. Just as the last flame was subdued Geismar appeared, and rushing up to the Chief wringing his hands moaned out:

"My God, I am ruined, I am ruined!"

"Oh, you are?" ejaculated the major, with a tone of penetrating sympathy and keen suspicion: "Did I put it out too quick for you?"

This was one of the confagurations which the skeptical major marks down in his private record-book as due to "spontaneous delusion."—*Louisville Insurance Herald*.

Sewing machines of all kinds repaired by experienced mechanics, at Bell's, 25 King street.

## PERSONAL AND SOCIAL.

(CONTINUED FROM FIFTH PAGE.)

### WOODSTOCK WHISPERS.

Misses Jennie Sharp and Annie Hazen gave a Maying picnic to a number of their young lady friends Saturday last. A charming retreat had been selected—a romantic pool near the river at Upper Woodstock, where the young people enjoyed themselves as only the happy and light-hearted can.

The pulpit of the Presbyterian church is now supplied by Rev. Mr. Mason, of Prince Edward Island. Last Sunday his discourses were listened to with much edification. He is clearly a deep thinker and plain reasoner, giving an impressive exposition of his subject. It is hoped that his earnest work may result in bringing together in harmony the discordant elements of his charge, and in calming troubles that have recently sprung up in the church.

### ST. ANDREWS NOTES.

The fair town of Charlotte, at the mouth of the river St. Croix, is at the present under a state of excitement. The American syndicate, recognizing its possible worth as a watering place, has, by the purchasing of large tracts of land in the vicinity and immediate precincts of the town, created a boom never thought of by its peaceful inhabitants. A syndicate of Nova Scotia gentlemen has issued a prospectus for a line of steamers from St. Andrews to Digby, to connect with the Short Line when completed. The large sum paid by a prominent St. John merchant for a wharf privilege, at Joe's Point, as against the American parties, was given with that end in view.

The Argyle has been entirely refurbished throughout by its popular proprietor, as well as painted outside and inside. It certainly stands as a credit to its present owner.

St. Andrews possesses today a brass band that cannot be beaten in the province. Mrs. T. Smith, of St. Stephen, is repairing the building lately purchased by her from the Hawkins estate.

Mr. D. H. Campbell, the popular fishery overseer, is indefatigable as an official. A popular medical student, late of New York, visited St. Stephen and Milltown last week. The Milltown correspondent of the *Calais Times* naively remarks: "He has more faith in his silvery tongue than his honest associates."

Dr. N. Parker and family have left us for a visit abroad. A pleasant voyage and speedy return! Mrs. Parker will be much missed in Episcopal circles, as she was an earnest worker in the church.

There are marriages and rumors of marriages in the shire town. A rising barrister will lead a fair one to the altar.

Mr. M. N. Cockburn, we hear, is appointed counsel for the Land Co.

Judge Waters sustains the conviction. The arguments before Judge Waters on Thos. Driscoll's appeal from the conviction of Magistrate Peters, for selling liquor without a license, were concluded yesterday afternoon, and his honor's judgment sustained the conviction. In delivering judgment, his honor said the question of the power of the legislation, to pass such an act, could be brought before the Supreme court, if the parties thought proper.

### IF IT IS PUBLISHED.

A Royal Labor commissioner remarked upon his return from Fredericton that if the evidence of Mr. Alexander Gibson was published without alteration or abridgment it would be interesting reading matter—especially for his employees. But will it be published?

### Lawn Tennis Today.

The ladies and gentlemen of the lawn tennis club have the first game of the season on their grounds to-day. The club is as strong as usual and the members as enthusiastic.

### New Book.

*The Mystery of a Hansom Cab*, a new novel by Fergus W. Hume, published by J. S. Ogilvie & Co., of New York, is for sale by Messrs. J. & A. McMillan.

Best makes of pianos and organs for sale or to hire, at Bell's, 25 King street.

**Harbor Revenues.**

BY PUBLIC AUCTION.

ON TUESDAY, the 29th instant, the following harbor and wharfage revenues will be sold at auction at 10 o'clock, noon, in front of the City Hall, Prince William street, for a term of one year from the 1st of June next to end on the 31st day of May, A. D. 1888, namely:

Wharfage and Slippage at South Rodney wharf, Carleton.

Slippage at Market slip, Guys Ward, Carleton.

Slippage at Watson slip, Guys Ward, Carleton.

Slippage at Storage slip, Guys Ward, Carleton.

Slippage at Protection street slip, Brooks Ward, Carleton.

Terms and conditions made known at time of sale.

WILLIAM BARKIN.

Chairman Western Lands Committee.

Dated St. John, N. B., 22nd May, 1888.

**ARTISTS' MATERIALS**

Now in stock a full supply of

Artists' Materials in Oils and Water Colors

—(See List)—

THE ART GALLERY SKETCH BOX, CAMP STUOLS, OIL AND WATER COLOR COPIES, etc., etc.

J. & A. McMillan,

88 and 100 Prince William street, ST. JOHN, N. B.

Catalogues of our Artist Materials mailed to any address.

## SAINT JOHN

### Summer Races.

#### DOMINION DAY.

Under the Membership and Rules of the National Trotting Association.

THE DIRECTORS OF THE AGRICULTURAL SOCIETY of the City and County of Saint John beg to announce the opening of their Driving Park (late Moosepath), on MONDAY, July 2 (Dominion Day), when a series of races will be held as below. First Race to commence at 3 p. m. sharp.

**FIRST RACE.**

A TROTTING RACE for Colts, 4 years old and under. Purse \$100, divided 60 per cent. to first, 30 per cent. to second, 10 per cent. to third; entrance 10 per cent.

**SECOND RACE.**

A TROTTING RACE for horses that have never beaten 2.50. Purse \$125, divided 60 per cent. to first, 30 per cent. to second, 10 per cent. to third; entrance 10 per cent.

**THIRD RACE.**

Burke's and Merchants' Cup; Value \$100.

RACING RACE for horses bred and owned in the Maritime Provinces. Distance, one mile on the flat; best 2 in 3; entrance \$5. To be divided (in addition to the cup which goes to the first) as follows: 60 per cent. to first, 30 per cent. to second, 10 per cent. to third. At least three to enter and start. Cup to be won twice by the same person before becoming absolute owner. For conditions see handbills. Race to be run under the rules of the American Jockey Club. Overweight allowed if declared.

In the Trotting Races there must be at least 6 to enter and 3 to start.

ENTRIES close MONDAY, June 25th at 11 p. m., and are to be addressed to the Secretary, at St. T. J. Golding's office Waterloo street. Entries if mailed on day of closing will be accepted. All entries must be accompanied by entrance fee.

ADMISSION to the Grounds 50 cents; Carriages free.

JAMES LEE, President. ARTHUR M. MAGEE, Secretary.

S. CREIGHTON, J. D. SHATFORD, J. M. JOHNSON, J. DOROVAN, COMMITTEE.

**The St. John Building Society.**

**NOTICE.**

ALL PERSONS INDEBTED TO THE SAINT JOHN BUILDING SOCIETY, whether for arrears on mortgages, rents, or otherwise, are required to make immediate payment to the undersigned trustees.

As we desire to realize upon the assets for the purpose of paying the depositors and debenture holders within the shortest possible period, we shall be obliged to enforce payment at once of all amounts due.

Payment to be made at the office of the Society, Odd Fellows' Building, Union street.

Dated at St. John, May 19, 1888.

F. S. SHARPE, Trustees for security.

ARTHUR L. THURMAN, of Depositors and Debtors WILLIAMS, of bondholders of and in the Saint John Building Society.

I am instructed by the Board of Directors to give notice that payment of all amounts due the Saint John Building Society is to be made to the above named Trustees.

R. ROYERS, Secretary.

**FISHERMEN.**

**SPLENDID**

Rods, Reels, Flies,

Fly Hooks,

Casting Lines, Landing Nets,

And a general assortment of Fishing Tackle.

All new and reliable at

R. O'SHAUGHNESSY'S,

83 Gervais street.

**CAFE ROYAL,**

Domville Building,

Corner King and Prince Wm. Streets.

MEALS SERVED AT ALL HOURS.

DINNER A SPECIALTY.

Pool Room in Connection.

**WILLIAM CLARK.**

**Sponges.**

A GOOD ASSORTMENT OF

BATH, CARRIAGE and TOILET

SPONGES.

FOR SALE BY

**C. P. CLARKE.**

---BUY---

**The "New Williams"**

**SEWING MACHINE,**

AND YOU WILL HAVE THE BEST.

For Improvements, Simplicity, Durability and Finish is in ahead of all others.

For sale only in this city by

**W. H. BELL,**

25 King street, St. John, N. B.

**FRUITS ARRIVING**

---AND---

**T. J. McPHERSON**

STILL ALIVE.

**181 Union Street.**

**Just Received:**

ANOTHER LOT OF

**Those Best Waterproof Horse Covers**

SELLING LOW AT

**ROBB'S HARNESS SHOP, 204 Union St.**

## FIRE CRACKERS - - - FIRE WORKS.

### RUBBER BALLS, BASE BALLS.

Try one of the Wonderful BIRD WARBLERS, Only 10 and 25 cents each.

SCHOOL BAGS, all prices; 200 REAMS NOTE PAPER, all grades; ACCORDEONS, VIOLINS, CONCERTINAS; 50,000 WHITE ENVELOPES, best value ever offered, only 5c. per package; Footballs, Accords and Letter Paper. CATHOLIC PRAYER BOOKS AT COST. Ladies Hand Satchels Gents' Purses and Pocket Books; Tamborines, Drums, Dolls, Carts, and lots of goods at low prices, at

**WATSON & CO.'S, Cor. Charlotte and Union Streets.**

Branch Store Corner Charlotte and Princess Streets.

POSTAGE STAMPS and DAILY PAPERS always on hand.

**McCafferty & Daly**

**New Dress Goods,**

In Plain, Striped and Plaid, Single and Double Widths, Newest Colors and Combinations.

Ladies' 4 Button Kid Gloves, from 55c. per pair.

Taylor's Patent Folding Bustles. The most Stylish and Comfortable Bustle in the market.

Our Stock of Lace Curtains, in White and Cream, is very extensive and the Best Value in the City.

**MCCAFFERTY & DALY,**

King Street.

**Parlor Suites**

Hairecloth, Repp, Raw Silk, Plush, and Silk Brocalettes.

Side Boards, Hall Stands,

Bedroom Setts, Baby Carriages,

IN ALL THE NEWEST DESIGNS.

Our Fourth Lot on the way. Prices Low.

**C. E. BURNHAM & SONS,**

83 and 85 Charlotte Street.

**T. WM. BELL,**

General Importer

---AND---

**COMMISSION MERCHANT,**

88 Prince William Street,

ST. JOHN, N. B.

HIGH CLASS TEAS A SPECIALTY.

**JAMES ROBERTSON**

Maritime Saw, Lead and Varnish Works,

---AND---

Iron, Steel and Metal Warehouse.

MANUFACTURERS OF

Lead Pipe, Lead Shot, White Lead, Putty, Colored Paints, Liquid Colors, Varnishes and Japans, and Saws of every description.

Jubilee Chisel Tooth, Mill, Gang, Circular, Shingle, Mulay, Cross Cut and Billet Webs.

All my Goods guaranteed equal to any made in the World.

FACTORY—CORNER OF SHEFFIELD AND CHARLOTTE STREETS.

Office and Warerooms: ROBERTSON'S New Building, Corner Union and Mill Sts.

ST. JOHN, N. B.

**WILLIAM GREIG, Manager.**

**Eccentric Hats.**

We have the Original and only

**ECCENTRIC HATS,**

IN A VARIETY OF QUALITIES AND COLORS.

A SOFT HAT that keeps its shape almost as well as a Stiff Hat, and far more comfortable.

**D. MAGEE'S SONS, 7 and 9 Market Square,**

ST. JOHN, N. B.

**A FOURTH CHAIR**

---AND---

**The Best Artists and Shavers**

IN THE CITY, AT THE

**ROYAL HOTEL BARBER SHOP,**

36 King Street.

**D. J. MCINTYRE - - - Proprietor.**

**J. ALLAN TURNER'S**

Oyster and Fish Store.

In Store:

BUCTOUCHE, BAR. P. E. ISLAND, and PRO-

VINCENCE RIVER OYSTERS.