

THE HARVEST.

The harvest of 1898 finds the people of Manitoba and the North-west contented and hopeful. Through the experience of a comforting prosperity their spirits are high, and they have a right to reflect with some degree of pride that each year's record of larger crops cut in good condition, is due partly to their own ambition to pursue the most improved methods of farming, and their anxiety to employ the latest machinery. Their determination to make farming pay is meeting with success, and is an object lesson of great value in promoting immigration.

The effect of the growth of the North-west Territories and of this example of success, has just been marked in a transaction closed the other day in the Indian Head district, where 64 acres on the Bell farm were sold for \$22.50 an acre, the highest price ever paid in that district. It is true the land is to be delivered summer fallowed, and the fact that the purchaser would get it all ready for cropping, must be taken into account. The purchaser is a farmer in the locality, and nothing could better illustrate the feeling of permanency and hopefulness in the Territories than this investment in adjoining land on this scale, and there are many farmers throughout the country who are adding to their land by purchase, to some extent every year. This farmer pays for the section \$14,400. Suppose that he gets an average of twenty-five bushels of wheat per acre, which brings seventy cents per bushel, he would receive \$11,200 in one season, and could go on repeating the operation.

In the Indian Head district, at the present moment, the average crop of wheat on summer fallowed land, is twenty-eight bushels to the acre, and on stubble, twenty-three bushels. Summer fallowing is evidently a paying method, and contains in a single phrase perhaps the most valuable advice that can be given the owners of wheat fields on the west.

To the west of Brandon the wheat crop is light, not more than ten or twelve bushels to the acre, on the average. This is owing to the want of rain early in the season, and is therefore exceptional. Taking Manitoba through, Mr. Saunders, the Director of the Experimental Farms, who has just finished a tour of observation in the west, is of the opinion that the Manitoba government estimate of an average of eighteen bushels of wheat to the acre is not too high, and rather under than over.

The oat crop, which runs in Manitoba as high as seventy-five and eighty bushels to the acre in some cases, as against half that in Ontario, will be higher this year on the average than in any other part of Canada. On the whole, the outlook is most encouraging, and all the signs go to show that the efforts and industry of the pioneers in Western Canada are bearing fruit. Their example is stimulating new comers, and the wisdom born of experience is spreading and promoting success.—Manitoba Free Press.

BRITISH MEDICAL ASSOCIATION AND LIFE ASSURANCE.

At a meeting of the Congress in Edinburgh, a discussion took place on disease of the ear in relation to life assurance. The subject was introduced by Dr. M'Bride, who said that, so far as statistics were available at all, they found a death-rate of 40 per cent., from all causes, in those who had chronic suppuration of the middle ear. They excluded a whole class of those causes by carefully examining into the history of the ear, its conditions, its local appearances, and then they had a residuum, which he thought all interested in ear disease would admit to be liable to very much danger. It was to that residuum that they were called upon to speak in considering the subject. Dr. Barr regretted that there was little reliable

information available on the subject. Dr. M'Kenzie Johnstone said that in Scotland about 1 per 1,000 of all deaths were due to ear disease, so that it was an important item for the consideration of life assurance offices. Mr. G. M. Low, actuary, thought the proportion mentioned so small that if other points were quite favorable slight ear disease might almost be disregarded by the offices. He thought the doctors should classify the cases of ear disease more fully. Dr. John Playfair next read a paper by himself and Mr. I. Wallace, actuary, on the question of pregnancy in relation to life assurance. They thought the system upon which the offices at present loaded the premiums should be revised. In particular they considered that the extra premium for a woman newly married should be three times as great as after her child was born. Subsequent speakers included Mr. J. M. M'Candlish. In the reply the general expression was summarized in the view that an extra premium should be charged in such cases, and that the present increased charge was quite inadequate.

FURNITURE MEN MEET.

The annual meeting of the Canadian Furniture Manufacturers' Association was held on the 6th inst. in the Walker House, Toronto. There were present Messrs. S. Snyder, Waterloo; J. S. Anthes, Berlin; J. Broadfoot, Seaforth; M. W. Burr, J. G. Morlock, Guelph; Ellis, Ingersoll; Greutzner, Berlin; Baird, Platts-ville; Knechtel, Hanover; W. B. Rogers, Toronto; Geo. McLagan, Stratford; Dowling, Harriston.

The president, Mr. McLagan, in his annual address, commented on the improved state of trade, which, he said, was better than during the last five years. He warned the members against increasing their plants on the strength of the present revival; they had better, he said, put up with some crowding until assured that the improvement was permanent. These officers were elected: President, Geo. McLagan; vice-president, S. Snyder; treasurer, Jos. Baird; secretary and solicitor, J. R. Shaw.

The advance of 10 per cent. in prices agreed upon a year ago had not, it was stated, been adhered to by all, but it had proved greatly beneficial to the trade.

The annual meeting was held also of the directors of the Furniture Manufacturers' Exporting Co. It is a joint stock company, formed within the association, but entirely distinct from it, for the purpose of establishing an export trade with Great Britain. They buy most of their goods from members of the association. Three months ago they sent an agent to Liverpool, where he is now firmly established with permanent ware-rooms. He reports that the outlook for a large trade with the Old Country is very bright indeed.

THE MONTREAL, OTTAWA AND GEORGIAN BAY CANAL.

The inestimable advantages which would accrue to Canada by the construction of this great national waterway from the Great Lakes to Montreal has repeatedly been pointed out in the columns of *The Trade Bulletin*, and of such importance do we deem the carrying out of this project that we do not intend to allow the matter to drop until it has been actually commenced, now that its feasibility and practicableness has been generally established and admitted. The building of the Montreal, Ottawa and Georgian Bay Canal means not only the opening up of the greatest highway of commerce from the Great Lakes to the Canadian Atlantic seaboard, but it signifies the settlement of a new population along and contiguous to its banks, and the development of the wealth of immense tracts of country that are only awaiting facilities for adding to the

many fields of investment which can only be available through the building of this canal, and which will be second only to the national advantages which followed the construction of the Grand Trunk and Canadian Pacific railways. There appears to be no question whatever as to the great need of this great national highway of commerce, and the desirability of building it as early as possible for the advancement of the best interests of the Dominion. The almost insurmountable difficulties which beset the execution of this great project when first mooted a number of years ago have now been cleared, while its cost has been reduced to an estimate that would fully warrant its construction on a purely business basis. The vast expansion of trade which would result from the completion of this great waterway would undoubtedly soon repay the money expended in building it, and the Government that will carry out this national undertaking will confer a boon upon the country far greater than that which resulted from the construction of the canals of the St. Lawrence.

PROGRESS OF INVENTION.

Marion & Marion, patent attorneys, Montreal, write: The number of applications for patents received during the year 1897 is, as has been stated, the largest in the history of the office, yet in all probability this number will be exceeded in the coming year. The increase in the number of applications filed is a steady increase. Throughout the history of the patent office the number of applications filed in any one year has never fallen materially below the number filed in any previous year, and except in times of general financial depression has uniformly exceeded the number filed in any previous year. Taking the average number received for each decade since 1840, this increase is more striking:

From 1830 to 1840.....	1,186.9
From 1840 to 1850.....	3,884.2
From 1850 to 1860.....	11,724.5
From 1860 to 1870.....	20,259.5
From 1870 to 1880.....	33,443.9
From 1880 to 1890.....	41,479.0

The number of applications filed in 1897 exceeded by over two thousand the total number of applications filed in the twenty-four years from 1836 to 1860.

MORE THAN A WRITER.

We all admire the work of the advertisement writer—that is, that portion of his work which we see on paper. Even the least intelligent, the least critical, is influenced, unconsciously, by tasteful type and composition, by a cleverly worded introduction or by a more or less extended array of offerings at attractive prices.

But this work, no matter how well it be done, is useless if unsupported. It has brought the people to the store. What is the store going to do with them?

This is the point where success or failure lies. For advertising is not an end—it is a means. It may be beautiful, striking, tasteful, lurid. But success cannot be built on advertising alone, any more than a man can grow fat on wind.

It's what the people get in the store that will make the advertising pay for itself. Fake stories well told will bring people to the store once, twice—possibly thrice. But if the goods are not right, if the prices are too high, if the selling force is ignorant, careless and discourteous, advertise as freely as you may your trade will not grow.—Dry Goods Economist.

—The shipments of the Dominion Coal Company, of Nova Scotia, for July, were 187,680 tons. The shipments for the season to July 31st, slightly exceed half a million tons.