

## On Being "Cordial."

By Peter McArthur.

There are jokes everywhere if we could only find them. This afternoon I found one in the most unexpected place—the financial page of a daily paper. It was raining and I was looking through the pages to pass the time when my eye fell on the Annual Report of the "Brazilian Traction, Light and Power Company, Limited." Knowing that this is one of Sir William MacKenzie's far-flung enterprises I decided to read the report so as to see how the good man is getting along with some of his other altruistic schemes. It was mighty dry reading, but before I got through I was rewarded. Just at the end I found this delightful paragraph.

"The Board also have pleasure in stating that the relations of the subsidiary Companies with the Government officials, both Federal, State and Municipal are of the most cordial character."

Can you beat that? There is a hint to the shy Canadian investor that Sir William stands well with the Brazilian Government just as he does with our own. Standing in with Governments seems to be a very important feature of his method of financing. The C.N.R. bond guarantee shows that his relations with the Government at Ottawa "are of the most cordial character." I like that word "cordial." It seems to be just the word we need to describe his methods. It is derived from the Latin word "Cor"—the heart. Sir William puts heart into his promotions. He makes the right people love him and everything else is easy. On looking it up in the dictionary I find several illuminating quotations that show the use of the word. How would this from Matthew Arnold do as a description of our greatest financier?

"That comely face, that cluster'd brow,  
That cordial hand, that bearing free,  
I see them yet."

That seems about perfect. Sir William certainly has a "cordial hand." In fact I have heard people who are not purists in the use of English say that he is a past master of "The Glad Hand"—that great asset of the successful lobbyist. I wonder if that was what Matthew Arnold had in mind? Farther on in the dictionary I find another quotation that seems to cast more light on the phrase "Cordial hand." Old Chaucer says:

"For gold in physic is a cordial."

That seems very significant. It is well-known that there is nothing like gold for establishing "cordial relations."

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Now that the C.N.R. proposals have reached the Senate, I am wondering if that august body

will also be "cordial." Having a Liberal majority, and judging by the attitude of the Opposition, one might expect it to be hostile but as a philosopher once remarked "Dey ain't no knowin'." When dealing with a man who advertises "cordial relations" with governments one hardly knows what to expect. Still I should like to whisper to our "Elder Statesmen" that there has been far less talk about abolishing the Senate since they referred back the Naval Appropriations for the consideration of the people. Of course there was considerable political wrath at the time, but the Empire still stands and the German menace does not look nearly so disturbing as it did. Perhaps if they referred back the C.N.R. proposals Canada would weather the storm. Things might not go to smash and some "cordial" gentlemen might take some of their Brazilian, Mexican and Canadian profits to pull through the C.N.R. Anyway, I hope the Senate will insist on a full verification of the accepted story about the building of the Canadian Northern. It seems too good to be true, but if it is entirely true the fact should be made clear to everyone. If MacKenzie and Mann have put through the railroad without taking a cent of profit, and they say they did, the story should be written in words of one syllable so that our children may learn it by heart and put into practice the lofty ideals of public service that inspire these remarkable men. I should like to try my hand at such a story myself. I think I could embellish it with Mother Goose rhymes and make it so affecting that children would cry for it. I would show that they did the great work while living on "curds and whey" and that when it was done they sang like Little Jack Horner, "O what a good boy am I." And I would show that at all times they had "cordial relations" with both political parties. And yet I couldn't do that, for "cordial" is not a word of one syllable. Still it might be possible to find substitutes. I wonder if that short and ugly word "graft" wouldn't cover the situation?

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Some of you may remember that when first discussing the C.N.R. proposals I spoke of the wisdom of the ancient Greeks in dealing with contentious questions of this kind. They always took care that the people were occupied with something else when they tried to put through a big scheme. Whether they did it intentionally or not our government has done the same thing. The debate of the C.N.R. "synchronized" with the spring rush of work and I find that very few people have been following it. I followed it because my business makes it necessary, and I even went to the trouble to get the official report of the debates so that I might get the speeches

without having them garbled by the party papers. Naturally when I went to the village the other day—for the first time in some weeks, I thought that people would be interested in what was going on. Meeting a prominent Liberal, I asked him his opinion of the bond guarantee, but he didn't know anything about it. Instead he talked to me for half an hour about a new kind of commercial fertilizer he is trying out this spring. Shortly afterwards I met a leading Conservative and tried to interview him.

"MacKenzie and Mann" he said in a dazed sort of way. "Aren't they the people that the So-and-So boys are working for? It seems to me that I did see something in the papers about some grant they are getting, but I was so busy with the seeding that I didn't read it." And then he began to tell me about the trouble he was having with men who were putting in a tile drain for him. So I had ample proof that the Greek method is the right one when a man is establishing "cordial relations" with a government. If the people were not so busy perhaps they would object to their representatives being so wonderfully "cordial."

## Excursions to the Agricultural College.

The following is a list of dates of excursions to the Ontario Agricultural College, Guelph, for June, 1914.

Thurs., June 11, E. & W. Peterboro and E. Durham, E. and W. Lambton. Frid., June 12, no excursions. Sat., June 13, Lincoln, N. & W. Bruce & N. Grey, W. York. Mon., June 15, Halton, (C.P.R.). Tue, June 16, E. & W. Elgin, N. Wentworth, N. York, E. Simcoe, Halton (G.T.R.). Wed., June 17, S. Wentworth, E. Middlesex, C. Simcoe. Thurs., June 18, E. York, S. & W. Bruce & E. Huron. Frid., June 19, C. and S. Bruce, W. Simcoe, S. Simcoe. Sat., June 20, E. Perth, Dufferin, Welland, W. Huron (C.P.R.). Mon., June 22, S. Perth, S. Grey, N. & S. Oxford. Tue., June 23, N. & S. Waterloo, Peel.

## More Agricultural Offices Opened.

The District Representative system is being further extended this year through the appointment of four men, graduates of the O.A.C., to four new counties. R. L. Vining, B.S.A., goes to Hamilton in Wentworth Co.; H. R. Hare, will be stationed in Halton Co.; J. E. Lattimer will open an office in Port Arthur, and P. Stewart is sent to Kenora. Other appointments to fill vacancies are J. S. Knapp to Galt, Waterloo Co.; W. J. Hunter to Chatham, Kent Co., and W. G. Nixon to Liskeard, Temiskaming.

# Toronto, Montreal, Buffalo, and Other Leading Markets.

## Toronto.

Receipts at the Union Stock Yards, West Toronto, on Monday, June 8th, numbered 97 cars, 1,814 cattle, 830 hogs, 277 sheep and lambs, and 17 calves. Fat cattle 10c. to 15c. higher. Sheep and lambs firm, calves higher, hogs lower. Choice steers, \$8.25 to \$8.50; choice heifers, \$8 to \$8.30; medium steers, \$7.75 to \$8; cows, \$3.50 to \$7.50; bulls, \$6.50 to \$7.75; milkers, \$65 to \$100 each; calves \$7 to \$10.50; sheep, \$4 to \$6.50; lambs, \$5 to \$8; hogs, selects fed and watered, \$8, \$7.65 f. o. b. cars, and \$8.25 weighed off cars.

### REVIEW OF LAST WEEK'S MARKETS

The total receipts of live stock at the City and Union Stock-yards for the past week were:

	City.	Union.	Total.
Cars .....	15	353	368
Cattle .....	186	4,096	4,282
Hogs .....	185	10,290	10,475
Sheep .....	378	1,407	1,785
Calves .....	130	1,565	1,695
Horses .....	—	90	90

The total receipts of live stock at the two markets for the corresponding week of 1913 were:

	City.	Union.	Total.
Cars .....	16	352	368
Cattle .....	189	4,973	5,162
Hogs .....	125	7,036	7,161
Sheep .....	378	1,407	1,785
Calves .....	180	951	1,131
Horses .....	—	76	76

The combined receipts of live stock at the two markets, for the past week,

show the same number of car loads, and an increase of 3,254 hogs, 614 calves, and 14 horses; but, a decrease of 877 cattle, and 500 sheep compared with the corresponding week of 1913.

There was a fair supply of cattle for the past week, many of which were of good to choice quality, in fact, some were too good, that is too fat and too heavy for the local trade. Choice light cattle 850 to 1,050 lbs. were readily bought at firm prices; but, the heavy steers and heifers, 1,250 to 1,350 lbs., were slow sale and 10c. to 15c. per cwt. lower. Many of these choice, heavy cattle, had been bought by the drovers several weeks ago at high prices in anticipation of an advance in value during the month of June, these higher values have not materialized thus far. This caused a dull market for this class, as, buyers refused to pay, in some cases, even the price paid the farmer, as there was little or no demand from the local trade. Some of these cattle were held on the market from Monday to the end of the week, and then sold at lower prices than were offered at the beginning of the week. Receipts of stockers and feeders were light, and prices ruled strong for choice quality. The milkers and springers sold at about the same values for the best grades. Common and medium cows were plentiful, but the top grades were scarce. Veal calves were more plentiful, that is of the common and medium classes, and values for these took a drop of from 50c. to 75c. per cwt., while the good to choice were firm and unchanged. Sheep and lambs sold at steady to firm prices, excepting the heavy, fat ewes, and rams, prices for which were decidedly lower. Hogs coming forward in larger numbers, caused prices to decline

materially, reaching a lower level than for several months.

Butchers'.—Choice loads of butchers' steers of handy weights sold at \$8.25 to \$8.55, but only one load at latter price; good to choice steers and heifers, \$8 to \$8.35; medium to good, \$7.80 to \$8.10; common, \$7.30 to \$7.65; choice cows, \$7 to \$7.50; good cows, \$6.50 to \$7; medium cows, \$5.75 to \$6; canners and cutters, \$3.75 to \$4.75; bulls, \$6.50 to \$7.75.

Stockers and Feeders.—Choice feeding steers, 700 to 800 lbs., \$7.50 to \$7.95; medium steers, \$7.25 to \$7.40; stockers, \$6.75 to \$7.20; short-keep feeders sold as high as \$8 to \$8.10 for a few lots.

Milkers and Springers.—No cows were reported at more than about \$100, as there were none of the extra quality, such as bring these high values, on sale. Prices ranged from \$60 to \$95, the bulk selling from \$70 to \$85.

Veal Calves.—Choice calves sold at \$10 to \$10.50; good, at \$9 to \$9.50; medium, \$8 to \$8.50; common, \$7 to \$7.50, and rough, common, eastern calves, at \$6.25 to \$7.25.

Sheep and Lambs.—Receipts were moderate. Heavy fat ewes, \$4 to \$5.50; light ewes, \$6.50 to \$7.25; rams, \$4 to \$6; clipped sheep, selling at 50c. to 75c. per cwt. less. Spring lambs, sold at \$5 to \$9 each.

Hogs.—Receipts being large prices have declined. Selects fed and watered, \$8 to \$8.10; and \$7.75 f. o. b. cars at country points, and \$8.35 weighed off cars. Should there be liberal receipts this coming week the prospects are for still lower values.

### TORONTO HORSE MARKET.

Trade in horses at the Union Horse Exchange was a little more active dur-

ing the past week, about 100 horses having changed hands at steady prices. As in our last report the bulk of the sales were made to buyers from Ottawa, Montreal and Quebec, with a few going to the local city trade. Prices were reported as follows: Drafters, \$200 to \$250; general-purpose horses, \$175 to \$225; expressers, \$150 to \$200; drivers, \$125 to \$200; serviceably sound, \$35 to \$70.

### BREADSTUFFS.

Wheat.—Ontario, No. 2 red, white or mixed, \$1.03 to \$1.04, outside; Manitoba, No. 1 northern, \$1.00½ track, bay points; No. 2 northern, 98½c.; more at Goderich.

Oats.—Ontario, No. 2 white, 39c. to 40c., outside; 41½c. to 42½c., track, Toronto; Manitoba oats, No. 2, 42½c.; No. 3, 41c., lake ports.

Rye.—Outside, 63c. to 64c. Peas.—No. 2, \$1 to \$1.10, outside. Corn.—American, No. 3 yellow, 76½c., all rail, track, Port Colborne.

Barley.—For malting 55c. to 56c., outside. Buckwheat.—No. 2, 83c. to 85c., outside.

Flour.—Ontario, 90-per-cent. winter-wheat patents, \$3.80 to \$3.85, bulk, seaboard. Manitoba flour—Prices at Toronto are: First Patents, \$5.60; second patents, \$5.10; in cotton, 10c. more; strong bakers', \$4.90, in jute.

### HAY AND MILLFEED.

Hay.—Baled, car lots, track, Toronto, No. 1, \$14.50 to \$15.50; No. 2, \$12.50 to \$13.50 per ton.

Straw.—Baled, car lots, track, Toronto, \$8.50 to \$9.

Bran.—Manitoba, \$25, in bags, track, Toronto; shorts, \$26; Ontario bran, \$24, in bags; shorts, \$25; middlings, \$28.