

RELATION OF GOVERNMENT

To Trade Associations, Dealt With by Grocers.

Paper by Mr. H. C. Beckett at Convention

Says These Associations Have Been Misunderstood.

The feature of the meeting of the Ontario Wholesale Grocers' Guild yesterday was the paper by Mr. H. C. Beckett, of this city, on Government recognition of Trade Associations. It was listened to with keen interest by a full gathering of the members, and was followed by considerable comment. The paper is as follows:

In submitting for your consideration and discussion a subject of vital interest—viz., "The importance and value of trade associations and their relations with the Government," it is with the firm conviction and feeling of confidence that the time is coming when the difficulties under which the trade and commerce of this country have labored in the past, will be largely minimized by progressive, intelligent measures so much needed in view of the changed conditions of trade.

In dealing with a matter so important might we not profitably consider the reasons for our many difficulties?

Briefly then—trade associations, their value and importance as a factor in promoting and bettering trade conditions have not been thoroughly understood or appreciated by the average merchant, the press, the public generally, and particularly by our Federal and Provincial Governments.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business, united effort is the only practical remedy. Individual effort is barely noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable, sensible, businesslike and the only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

Take our own business. Those who will study the grocery trade on broad lines and remember what has been accomplished in the past, must admit that it would be fatal to halt in the march of advance. No matter how imperfect we appear in each other's eyes, it must be clear to you that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is it not equally necessary in business? Have we not dishonesty to contend with in business? Should dishonest travellers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? They have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandising and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self-interest—prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should, and must come from within. It is not in accordance with honest, sound principles, and under government regulation.

Sometimes we find people in business with peculiar ideas. They imagine they can continue selling goods that cost them 107 for 100, and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To any one familiar with present day conditions it seems incomprehensible that there are men in business who believe and underestimate the value and importance of trade associations. But there are such people and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legally sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not desirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

Now, what has been the attitude of both our Federal and Provincial Governments in respect to trade associations? In a word—Antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital or associations generally, why do politicians and Cabinet Ministers listen to and heed the false and erroneous statements which so frequently appear in an irresponsible press, and stand ready to shape their course by what they foolishly imagine to be a popular cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions

that they have succeeded in impressing the Governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent Cabinet Ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority, to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the condition of trade is denied by any thoughtful and intelligent representative of the people. The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a Government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard, and a wise Government will adopt progressive measures.

Agitation is an aid to redress, and the more the importance of trade associations is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

In the interest of good government, these should be legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the Government if trade associations cannot be trusted to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade the people's rights, and as good government should protect the people's rights, trade associations should be recognized.

Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like uncertainty. It is not a position to inspire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted affecting the trade of this country without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fair should be allowed to quietly get the ear of Parliament and then railroad through some legislation harmful to the interests of sound business, as has been done in the past. The things our legislators do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may be allowed in sight at present there is no Government method to safeguard the business man, and it is necessary and desirable that there should be.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on file with the Department of Trade and Commerce. This record would be of benefit in enabling the Governments to get in touch with the trade of this country. The trade should be consulted. The Governments should get a fair idea of the best for the general good, based on sound business. They should consult business association, not individual, on questions concerning the business welfare of this country. No bill should be allowed to pass, if it is not based on sound business, and if it is not in Government method to safeguard the business man, and it is necessary and desirable that there should be.

The thirty-seven members of the Guild, who are gathered together here in convention in the Federal Life building, have already waded through a lot of business, and expect to finish up by late this afternoon. A committee was appointed yesterday afternoon to attend a meeting of the Grocers' Guild in Toronto on May 20. This meeting will be a very important one to dealers, as important matters in regard to legislation are to be discussed.

A bill the retailers are endeavoring to have passed, and which the Guild is opposed to, was discussed to-day. The members were the guests of the Canadian Grocers yesterday, and were taken to Grimsby and back in autos after being dined at the Hamilton Club. To-day the Hamilton members entertained their visitors and dined them at the Commercial Club. A theatre party at Bennett's was much enjoyed last evening. All the boxes were occupied by grocers.

T. B. Escott, London, is president. Fred Cook, a young Englishman, was fatally injured by being run over by a trailer of a College street, Toronto, car.

Fifty-nine
a magic price
at Right House
to-morrow

The Right House

"HAMILTON'S FAVORITE SHOPPING PLACE"

What you can
buy for 59c:
Five columns
of answers

To-morrow the second and greatest day of 59c sale Scores and scores of underpriced offerings: Just read:

ON EVERY floor you will find the 59c price tickets demonstrating the great value-giving power of The Right House—pointing the way to wonderful economies that seem almost too good to be possible, and yet here they are waiting to be snapped up by to-morrow's shoppers. Hundreds and hundreds of customers, old and new, have enjoyed the splendid savings to-day,

while scores have marveled at a purchasing power that could make possible such astounding values. Come yourself and pass the good word along to your friends. Every 59c offering is of reasonable, fashionable goods with Right House quality to recommend it. To-morrow is the last day of the sale. Will you share the savings?

75c dress goods 59c

75c All Wool Panamas 59c.
75c All Wool Voiles 59c.
75c All Wool Crepe-lines 59c.
75c 44-inch Luster 59c.

Plain weaves, in browns, navies, myrtles and other wanted shades. Neat new stripe and check effects, in worsted, suitable for tailored wear, shirt waist suits, separate skirts and children's wear.

75c black dress goods 59c

75c 44-inch Panama 59c.
75c 44-inch Cashmere 59c.
75c 44-inch Taffeta 59c.
75c 44-inch Luster 59c.

All are all wool and crisp, practical new weaves for spring and summer wear. The savings are extra good.

35c muslins, sale

3 yards for 59c

Exquisite Persian stripes, overchecks, spots and floral designs, in pinks, navy and white, white and black, sky, mauve and green, regular 35c values, two days' sale price 3 yards for 59c. Each additional yard 25c.

75c tablings 59c

60-inch all linen Unbleached Table Damask in fine good washing quality and choice wanted patterns; value 75c. Two days' sale price the yard 59c.

75c towels at 59c

Four Towels for 59c; value 75c. Good generous sizes; neatly hemmed; all linen, absorbent, good wearing quality. On sale for two days only.

17c glass toweling

5 yards for 59c

Red or blue check Glass Toweling, 26 inches wide and a thirsty, absorbent, lintless weave. Regular 17c the yard. Two days' sale price, 85c worth—5 yards for 59c.

75c curtain nets

59c

Pretty new Lattice and Filia effects in Caledon Nets for cash curtains, curtains, etc. A nice assortment of pretty styles; 50 inches wide; our regular 75c quality. Special sale price 59c.

\$1 draperies 59c

Four pretty designs and colorings in handsome Silk Draperies for curtains, hangings, over drapes. Pretty rose, blue and green shades. Regular \$1.00 qualities, special sale price 59c.

75 Madras at 59c

Beautiful green and rose, yellow and rose and green and white effects. Very pretty patterns and full 50 inches wide. Our regular 75c line. Special sale price 59c.

\$1.25 curtains 59c

Nottingham Lace Curtains in good full length sizes, 50 and 55 inches wide. Five neat patterns for selection; plain and neat filled centres with nice border designs. Real \$1.25 values. Special sale price 59c.

\$1 silks at 59c

A special purchase just received and secured at a price sacrifice. Perfect new Taffeta Silks of quality; wide widths and correct weights; firm weaves. Shades of navy, sky, pink, brown, myrtle, tan, old rose, white, light grey, leather, violet, cream, Nile reseau, Copenhagen, turquoise, rose, black. Real \$1.00 values. Special sale price 59c a yard.

75c, \$1 silks 59c

Fancy Silks in Pekin stripes, Dresden effects, checks and stripes and floral patterns. Taffetas, Foulards, etc. Black, white and every wanted spring shade. Regular 75c and \$1.00 values; special sale price the yard 59c.

45c lisle gloves

2 pairs for 59c

Nice, fine quality of Suede Lisle, in black or white. They fit perfectly, and wear well. Regular 45c quality, special sale price 2 pairs for 59c.

25c tan stockings

3 pairs for 59c

Correct leather shades and black, in fine qualities of cotton, in nice medium, smooth fitting, comfortable Stocking. 25c quality, special sale price 3 pairs for 59c.

COR. KING EAST

2 HUGHSON STS

75c underwear 59c

Women's fine quality summer weight Wool and Cotton Vests; sleeveless and long sleeve style; perfect fitting, good wearing kinds. Regular 75c each. Special sale price 59c.

35c underwear 2 for 59c

Fine Spring and Summer Weight Ribbed Cotton Vests, with short sleeves and long sleeves. Very nice smooth knitted, good wearing qualities. Regular 35c each, special sale price 2 for 59c.

35c white muslins

3 yards for 59c

White Figured Muslins, in dainty striped and small, neat designs, 32 inches wide, nice, crisp, sheer quality. Regular value 35c a yard, 3-yard Blouse Length 59c; additional yards 25c.

3 yards 25c corset

cover embroideries 59c

Good quality Nainsook, Swiss Muslin and Cambric, neatly embroidered, in pretty and desirable patterns, fast edges that wash well, with ribbon inserting to finish. Regular 25c, special sale price, 3 yards for 59c.

50c corset cover embroidery, 1 1/2 yards 59c

Fine lace edge with deep embroidery handloom, worked on sheer Swisses, batistes and Nainsooks, very pretty patterns. 50c quality, special sale price per corset cover of 1 1/2 yards 59c.

80c flouncings 59c

80c to \$1.20 Flouncings for women's and infants' Skirts and Dresses, embroidery frilled, tucked and elaborately decorated in the role of Lord and Batiste; 27 inches wide.

Up to 15c embroideries

and insertions 6yds. 59c

Dainty Embroidery edges and insertions on Swiss Muslin and Cambric in eyelet, shadow and blind effects for underclothing trimming and dress elaboration.

\$1 allover laces 59c

Oriental and Guipure Allover Laces, for entire blouses, gowns or trimmings, white, cream and ecru, in pretty new patterns, in nice variety. Regular 85c, and \$1, special sale price 59c.

12 yards Val. lace 59c

Dainty new Val. Laces and Insertions in pretty and effective new designs for blouse and dress trimmings, a special underprice offering for the 59c day.

Two veils for 59c

Paris Veilings in newest styles in plain and chenille dotted effects; Brussels, Tuxedo and Fish Nets; brown, navy, magpie, complexion combinations and black. Regular 35c value; special sale price, two Veils of 1 1/2 yards each for 59c.

\$1 neckwear 59c

A special purchase with our own profits shaved off. Gibson Collars, Cascades, Jabots and Bows in net, lace and chiffon; some with touches of color. Regular \$1.00 and \$1.25 values; special sale price 59c.

85c belts at 59c

Leather Belts, in black, white, tan and navies; newest styles with hand-sewn buckles; also Elastic Belts and tailored Silk Belts in black and newest colorings; 75 and 85c qualities, special sale price 59c.

85c corset covers

59c

Made of soft fine cotton in full front style; 2 rows of embroidery insertion, 4 rows of Val. insertion and 6 fine tucks; finished around neck and sleeves with fine embroidery beading and inserting.

85c drawers 59c

Made of fine cambric in umbrella style, with deep frill; 6 large hem-stitched tucks and finished with Val. lace. Value 85c, sale price 59c.

20c collars 4 for 59c

Replenish your Collar supply during this sale. Choose from our entire stock of fashionable and comfortable shapes in W. G. & R. and Arrow brands. Our special 20c quality, special sale 4 for 59c.

75c underwear

59c

French Balbriggans at a reduction when you are most in need of them. Well finished and proportioned garments in all sizes. Half and full length styles; drawers knee or ankle length. Our special 75c line for 59c.

\$1.00 shirts 59c

Men's fancy woven Madras and plain Blue Chambray Shirts, also all white corded effects; all sizes. Cuffs attached or detached. Real value \$1.00. Special purchase admits of a two days' sale—your choice at 59c.

Boys' 75c shirts

59c

Boys' Summer Negligee Cambric and White Corded Shirt Waists with fancy spots and stripes and laundered cuffs; separate collars included; large variety, all sizes.

95c umbrellas 59c

Regularly these Umbrellas are worth \$1.25. They are made on strong steel frames, are full size and have built runner attachment. Covers are of heavy mercerized twill. Our extra special 95c quality for 59c.

80c carpets 59c

Good Hard Wearing English Tapestry Carpets in a wealth of good designs and colorings, produced for any room. Borders to match. Our entire stock of 80c Tapestries are included for this sale. Your choice at 59c a yard.

85c linoleums 59c

Nairn and Staine's world famous makes. Plenty of good tile and floral patterns in assorted desirable colorings for any use. Two yards wide. Our regular special 85c quality, for this sale at 59c the square yard.

Music and the Drama

At the organ recital given last evening in the Church of St. Thomas by Miss Lillie M. W. Peene, A. T. C. M., a large audience enjoyed a programme of the highest order of merit. The event was in aid of the rectory fund. Miss Peene was assisted by Mrs. A. W. Palmer, soprano, and Mr. Victor Hutchison, tenor. Miss Peene is very favorably known as a piano soloist and teacher, but the public has had few opportunities of hearing her as an organ soloist. Her work last night was a delight to the most critical. She showed a complete mastery of the instrument in a programme that brought out every phase of temperament and technique, and received many congratulations for her finished work. Mrs. Palmer, for some years soloist at St. Thomas, was quite at home in her old church, and sang her two numbers in a charming manner, and Mr. Hutchison also sang with much freedom and sweetness. The programme was:

March Religieuse.....Guilmant.
Pastorale in E.....Lemare.
Song—Eye Hath Not Seen (from The Holy City).....Gaul.
Mrs. A. W. Palmer.
March of the Magi Kings.....Dubois.
Miss Peene.
Allegretto Grazioso.....Hollins.
Miss Peene.
Song—Evening and Morning.....Spicker.
Mr. C. Victor Hutchison.
Andante Cantabile.....Tchaikovsky.
Miss Peene.
The Trumpeter's Greetings.....Hofman.
Miss Peene.
Song—Abide With Me.....R. S. Ambrose.
Mrs. A. W. Palmer.
A Royal Procession.....Spinney.
Miss Peene.
Sir Frederick Bridge.

The visit of the organist of Westminster Abbey to Hamilton is an important event in the musical history of the city. The position of Dr. Bridge as the leading organist of England should attract a large audience to Centenary Church to-morrow evening. The choir, augmented for the occasion, will sing a specially prepared list of anthems from a list of composers such as Tye, Tallis, Farrant and Purcell of the sixteenth and seventeenth century, and Sullivan, Sterndale

and Victor Herbert, who has fitted Henry Blossom's unique story and telling lyrics with melodies that will be hummed and sung and whistled for many years to come.

Included in the cast are John Ford as Con. Kidder; Wm. R. Swor as Kid Connor; John R. Simpson, Harry Carr, Miss Doreen, Fred McVie, Maurice Lavigne, Charles Hopkins and the Misses Viola Kellogg, Marguerite Fay, Sadie Kirby, Edna de Dreu and a chorus of fifty, together with six little Dutch kiddies. "The Red Mill" will be seen at the Grand to-night.

Mr. E. H. Sothern's Play.

The reception that greeted E. H. Sothern at the Lyric Theatre, New York, on the opening night of his engagement, where he presented his father's success of years ago, "Our American Cousin," himself appearing in the role of Lord Dundreary, made famous and popular by his father, was of such enthusiastic character as to leave not the slightest doubt of its sincerity.

Mr. Sothern's revival at this time of the comedy that has not been played since his father's death in 1881 has awakened peculiar interest everywhere, and it is sure to be one of the most popular of Mr. Sothern's repertoire. Without its traditions and the delightful memory of its association with the elder Sothern it would probably receive scant recognition, if measured by the standard of comedy to-day. As presented by the elder Sothern and now by his son, it is a made-over play—revised to give the character of Dundreary the centre of the stage. The revision has disconnected the story, and has injected a great deal of comedy monologue that has no relation to the story.

Prominent members of Mr. Sothern's company this season are: Rowland Buckstone, Sidney Mather, Frank Reicher, Malcolm Brady, Adolph Lustina, Albert Howson, William Harris, John Taylor, Virginia Hammond, Gladys Hanson, Mrs. Holcomb and Kathryn Wilson. Mr. Sothern will be seen at the Grand on Friday night.

At Bennett's Theatre.

Two of the acts at Bennett's this week have been styled as among the best in the business. And they are all that. Both go in for fun-making, and at it they are successful. The real headline of the show is the sketch, "The Unrepeated." In it a great and original plot is unravelled. The description of a horse race over a telephone is a ripple of humor and the audience is carried away by the cleverness of it. Inez Macaulay is a charming little actress, with a keen sense of the opportunities of her part, and find themselves assisting in an escape from the mill, form one of the most sensational stories ever given a musical setting. It is made doubly entertaining by the introduction of some of the clever-

est local fans in the game which is soon to be in full swing in this city. Nonette plays a number of selections on the violin very well, and is invariably given the heartiest of receptions. L. Warren Keene is a mystic, his sleight of hand work being much above the ordinary. The Raindears are all good looking and talented girls with a bunch of good songs, the last of which they sing in a good old Hamiltonian minstrel. Gardelle brothers are roller skating experts, who throw a liberal dash of clowning into their performance. John Hackett's pupils in "Love's Devotion," materially strengthen the bill, and are not the least interesting items in it. The motion pictures are above the average.

"Brown of Harvard."

With Henry Woodruff as star, "Brown of Harvard," the best and most delightful of all college plays, which comes to the Grand on Saturday, is now in its third season. The production is the same which pleased New York and Chicago for nearly 600 nights.

The company supporting Mr. Woodruff was selected with an eye as much toward having young men and women with the appearance of college students as in securing capable players. Nearly every man in the cast is a college graduate, several, including Mr. Woodruff himself, being from Harvard.

"Brown of Harvard" was written by Rida Johnson Young, author of "Glorious Betsy" and "The Boys of Company B," herself a graduate of Radcliffe College, the girls' department of Harvard University. Through her residence at Cambridge and her student life, Mrs. Young was completely saturated with Harvard traditions, and intimately knew the types and conditions treated of in her comedy. Besides giving her scenes the many youthful exuberance characteristic of the life of all great United States colleges, she aptly creates the peculiar Harvard atmosphere, born of the age and traditions of the famous school and giving it its peculiarly distinctive place among educational institutions.

CAN'T GET RID OF DOUKS.

Police of Yorkton Still Guard Unwelcome Guests.

Yorkton, Sask., May 5.—The colony of Doukhobors is still in the Agricultural Building, under the supervision of the Mounted Police. The Town Council and the Board of Trade are urging the Saskatchewan Government to send them back to Ontario. Apparently they are a fixture, as both the Provincial and Dominion Governments refuse to accept the responsibility. The Ottawa authorities authorized the police to buy peanuts and apples only for them, but no clothes. They are scantily clad, but are apparently satisfied to remain here indefinitely.

8TH SATELLITE OF JUPITER.

Greenwich Observatory Officials Announce a New Discovery.

London, May 5.—The officials at the Greenwich Observatory claim to have discovered an eighth satellite of Jupiter. During an examination of photographs of Jupiter, Mr. Melotte, one of the assistant astronomers, discovered a faint mark, occupying slightly different positions in the different plates. These circumstances produced the possibility that it was one of the known satellites or a minor planet. Repeated investigations by Messrs. Crommer and Melotte led to the conclusion that it was a new satellite, with a retrograding orbital movement.

BODY WILL BE EXHUMED.

Ottawa Woman's Death Believed to Be From Poison.

Ottawa, May 5.—It is alleged that Mrs. Wilfrid Pierre, of 39 Clarence street, came to her death two weeks ago by means of poison, administered to her by some person or persons unknown, and near relatives of the deceased lady have secured a permit from the Attorney-General of the Province for the exhumation of her body. To-morrow an examination will be made by the medical men in the autopsy room at Notre Dame Cemetery.

BROKERS QUIT BUSINESS.

Two Hundred Members London Stock Exchange Not Seeking Re-election.

London, May 5.—Owing to the serious slump in business no fewer than two hundred members of the Stock Exchange have placed their names on the list of those who have decided not to apply for re-election the current year. Many brokers declare that business has been so poor that they have been unable to make expenses. Others, more seriously hit, actually admit that they can't raise the necessary nomination fee.