

without resorting to misrepresentation or abuse of his rival. Granted that there are men who will lie, and "twist," and use false figures to obtain their ends, presuming upon the ignorance or confidingness of customers. These are the small men of business, and they do not succeed *in the long run*. The big, broad, healthy salesmen of life assurance as of merchandise are those who scorn to lie or even prevaricate. By clever argument, by patient tact, by an intelligent exposition of the commodities they have to sell they secure the lasting confidence of those to whom they sell. And they earn a good name for themselves and for those whom they represent.

#### ONTARIO LUMBERMENS' ASSOCIATION.

The annual meeting of the Lumbermen's Association of Ontario was held in Toronto on Friday last. The president, Mr. W. D. Lummis, in his address, called attention to the fact that prices would probably be 10 per cent. higher than last year, the Ottawa men having practically secured that advance, and that in any case prices would undoubtedly rule the same; that owing to severe weather conditions the cost in the woods would be increased and the cut considerably curtailed. One very serious matter pointed out was the delayed shipments of lumber owing to the great depth of snow and the hindrance to railway traffic on all lines, the practical effect of which will be the moving of twelve months' supply of lumber in practically ten months from rail points. It is gratifying to learn that the lumbermen are taking to heart the lessons taught by forestry, as evidenced in the fact that a resolution was passed appointing a committee to take up in the most practical way the best means for preserving young pine and small growing timber, and to find out what could be done towards replanting limits and territories with suitable timber.

The secretary read a statistical report which showed that the output of logs for 1904 would be considerably less than for the previous year, and that stocks held at the mills are largely sold. He estimated the probable output of logs for 1904 at 420,000,000 feet. The total production of white pine lumber by the mills in northwestern Ontario, which embraces all mills on the Georgian Bay, Northern division of the Grand Trunk Railway to Callander and Canadian Pacific Railway, North Bay to Rat Portage, for 1903, was 475,000,000 feet. The comparison with former years is as follows: 1899, 351,000,000; 1900, 476,000,000; 1901, 466,000,000; 1902, 510,000,000; 1903, 486,000,000, a decrease between 1903 and 1902 of 25,000,000 feet. There is in pile at the mills probably about 150,000,000 feet, of which 100,000,000 feet is sold waiting spring delivery and the balance is unsold. There seems to be a great scarcity of the low grade lumber, practically none in first hands. Last year at this period there was about 150,000,000 feet. It is worthy of note that in the three northern States of Michigan, Wisconsin, and Minnesota, the decrease in production last year, compared with 1902, was no less than 502,543,000 feet, and that this was on top of noteworthy decreases in previous years. In 1899 the output was 6,056,508,000 feet, and in 1890 it was 8,597,000,000 feet, while the small production of last year approaches to that of 1879.

The Board of Management and officers of last year were re-elected, the officers of the association being: W. D. Lummis, president; R. Laidlaw, first vice-president; George Cook, second vice-president; W. B. Tindall, secretary-treasurer.

#### WEST INDIA TRADE.

Mr. E. H. Cooper, secretary of the Montreal branch of the Canadian Manufacturers' Association, who recently returned from a trip to the West Indies and British Guiana, has presented to the executive a highly interesting report upon the trade conditions prevailing in those colonies. He pre-

faces his remarks by the statement of a firm belief that, Canada supplying as she does both necessary foodstuffs and manufactures, should be able, with energy and the desire to meet expressed requirements, to supply a large part of the valuable West Indian market. She would have the advantage of a growing warm feeling in her favor of the inhabitants of those islands. It is a pity that as yet we cannot hope to take the whole output of those islands' sugar, which for so long has been their primary production; but it is worthy of note that other so-called minor products, such as fruits, cocoa, etc., are yearly becoming of greater relative importance. Successful experiments are more numerous, too, in cotton. It should not be forgotten that in the mutual interchange of products between Canada and the British colonies in the tropics, a great Imperial problem is in course of solution. Federation of the islands with the Dominion is by no means a dead issue. At present, in spite of the evident advantage which would accrue from a vast extension of trade between such climatically opposite countries as Canada and the West Indies, they only send us 5½ per cent. of their exports and take in return only 5 per cent. of their imports. The chief obstacle to the growth of direct trade is the inadequate transportation service. Mr. Cooper saw, while in Demerara, over 30,000 bags of sugar lying on the wharf awaiting shipment to Canada; yet not one bag came to a Canadian port. All was shipped to New York in an American vessel, which no doubt carried in return chiefly United States flour and manufactured goods.

It is very satisfactory to note from Mr. Cooper's report that the long-standing complaint of West Indian merchants that Canadian flour would not stand the hot weather, which was, perhaps, due to the wrong grade being sent, or to faulty packing, is not heard now. The chief trouble in this direction now appears to be lack of sufficient quantities. Almost all foodstuffs, such as grains, beef and pork, cheese, butter, canned goods, etc., are in good demand. And so is fish, but this is an item which as a rule is received in sufficient supply. Canadian manufactured goods, too, are making headway in the islands, especially boots and shoes, woollens, neckwear, umbrellas, paints and varnishes, lumber, soap, metal goods, rubber goods, cordage, furniture, etc. Mr. Cooper adds one suggestion, and that is to warn manufacturers against shipping goods with the delivery conditional upon acceptance of draft. Except in the case of a few firms mentioned in a previous report, this condition should be on payment of draft.

#### OUR HALIFAX LETTER.

Although the civic elections are now only a few weeks distant, very little interest has been aroused. From present indications, only one aldermanic contest appears likely, the present aldermen in the other wards being permitted to go back by acclamation. So far no opposition has developed to the re-election of Mayor Crosby. This gentleman is just now passing through a trying experience having been indicted by instructions of a judge of the Supreme Court for interfering with the administration of justice. Some months ago a man was arrested on an assault charge and placed in the city prison from which he was released by order of the Mayor. The aggrieved party then issued a warrant for the man's arrest, but he had left the city. It seems that it has been customary for the Mayor to release prisoners charged with trivial offences, the practice having originated very many years ago when the Mayor held court and before the law was changed transferring this duty to a stipendary magistrate. As the practice is clearly in violation of present laws, the Grand Jury was compelled to find a true bill in the indictment against the Mayor with a recommendation that no further action be taken. Now that the matter has come before the courts, it is safe to say that the practice will be discontinued.

The sealing steamer "Elliot," which cleared here on the 10th inst. for the Gulf, has met with disaster. She was caught in the drift ice for many days and began to leak so badly that the crew were compelled to abandon her and make their way to land. There is a vast quantity of drift ice off the