CHEERFUL TONE IN TRADE CENTERS

The Large Crops Stimulate Business.

BIG DEMAND FOR FALL FABRICS

Movement for Next Two Month Likely To Be Larger Than in Previous Years.

New York, Sept. 13.—Bradstreet's review says of Canadian trade:

Business at London continues of fair volume. The jobbers are busy with orders from the country trade and the outlook promises a better movement the next couple of months than experienced in other years at that period. The bountiful crops are stimulating the demand for general goods. Values are firm. Payments are expected to improve soon.

At Hamilton there has been a better inquiry in a good many departments of trade. The outlook for the fall business is very encouraging. The large crops in the west are stimulating the demand for staple goods, and the movement the next couple of months is expected to show an increase over previous years. Values of staple goods are generally firmly held.

At Toronto this week there has been increased activity in many departments as a result of the large number of country merchants in the market. House sales have been very heavy. The conditions of trade are healthy, and increased activity in general trade circles is expected the next two months. Values of staple goods are firmly held and there is little or no price cutting to induce sales. Country remittances are fair for this season.

At Ottawa there has been a good demand for fall goods, and the prospects indicate a continued expansion in the demand till the close of the year.

Wholesale trade at Montreal has been a little more active in some departments. The fact that large crops of grain are now assured is inspiring the retailers throughout the country with much more confidence in the outlook for the fall and winter business, and they are placing liberal-sized and well distributed orders for the fall and winter trade. Navigation is showing more activity, as is usual in the last month or two of the season. The manufacturers are busy. Some spring business has been booked by the mills in cotton goods.

At Quebec the business outlook is reassuring both in wholesale and retail circles. Activity is noticed among the shoe manufacturers and jobbers are beginning to place orders. Payments as a rule are reported fair.

At Pacific coast points there has been a fair movement in wholesale trade. The Klondike trade has been quite active, and the demand from inland towns and mining camps has been active.

At Winnipeg, while unfavorable weather has delayed the harvesting in some sections and had the effect of checking the expansion in trade, there has been a very good demand for staple goods for the fall trade. The jobbers have been busy filling country orders. Labor is wel lemployed. The railways are busy. Payments, which have been a trifle slow as usual at this season, will improve in the near future.

IN THE STATES.

Dun's review: Industrial activity is greater than at any recent date. Many new factories and mills have been added to the producive capacity, facilities are being increased at all plants and idle shops resumed through the settlement of labor controversies. A coke blockade still exists, the railways being unable to handle the output, which is above all records and in urgent request. Crops are being harvested, and the greater abundance of foodstuffs caused a decline in prices of commodities during August of 3.5 per cent. Retail trade is large, with a bright outlook for the future in jobbing and wholesale business. There are few of the cancellations so numerous at this time last year, while collections are improving.

New England producers of boots and shoes are insisting on full prices. Activity for some months is assured at the larger shops, jobbers urging quicker deliveries, and the pressure for early shipment testifies to the low supplies in the hands of dealers. The local jobbing trade is quiet.

Textile mills are well occupied, with prices sustained in all cases, and moderate advances in some cotton goods. With the completion of early orders there has come a quiet market for woolens and worsteds, but mills have large contracts on hand.

Low stocks of wheat and poor grading of receipts, together with fears of frost in corn sections, sustained quotations when a decline would have been imminent if full confidence were placed in official returns of condition. The latest Government statistics point to the largest yields of corn and oats ever harvested, and a wheat crop but twice exceeded. Failures for the week numbered 205 in the United States, against 193 last year, and 22 in Canada, against eighteen a year ago.

British Educationalists Pleased.

Montreal, Sept. 12.—The party of British educationalists which came to this country for the purpose of becoming acquainted with its resources and capabilities, have returned here, after their tour, and intend to sail for England tomorrow by the Parisian. They express themselves pleased with what they have seen of the country. Dr. Erg, of Berkhampstead, Eng., states that the proposed establishment of a training school in the Northwest will be carried out, starting on a small scale, but becoming larger as it demonstrates its usefulness. The pupils of the firm who will come from England will spend two summers on the farm and a winter at the Guelph Agricultural School.

The Gold Exports.

London, Sept. 12.—Regarding the reports of probable gold shipments to the United States, the head of one of the largest arbitrage houses in London said to a press representative today: "There is a considerable American inquiry and a fair amount available for export. I do not think the situation in America is pressing enough to warrant any great export movement. The nominal price in the open market is now about a cent above the bank price, but in the event of American competition for the amount available the price is sure to advance. America's indebtedness to Europe is considerable. The only object of sending gold to New York is to get advantage of the higher interest there. But, personally, I do not think the stringency will continue very long."

THE DEAL NOT YET CLOSED

By Which the G. T. R. Secure the D. and T. Shore Line.

Loss to Shore Line People Will Be About $100,000.

Detroit, Sept. 12.—The deal for turning the Detroit and Toledo Shore Line over to the Grand Trunk Railway now being engineered by W. B. Strang, has not yet been concluded, but it is believed it will undoubtedly go through, says the News. The price fixed in the option is said to be the actual cost of construction plus interest.

The Grand Trunk does not desire to acquire the overhead construction, poles and wires, put up when it was decided to make it an electric line; and made its offer for the road without that portion of its equipment. The cost and interest figured up about $1,625,000. The Grand Trunk offer was $1,400,000.

It appears that H. A. Everett is indorser upon all the securities of the road and liable for the full amount of them. He does not care to stand the entire loss of $225,000 between the option price and the Grand Trunk bid. Neither does W. B. Strang, who holds the option, care to stand the loss.

However, it is said that the Toledo and Monroe line, owned by the Black-Mulkey syndicate, is willing to take the overhead equipment of the Detroit and Toledo Shore line, and a price has been agreed upon between the two lines which will materially reduce the loss to the owners of the latter road, leaving it in round numbers close to $100,000. At present H. A. Everett and Messrs. Walker & Coles, of the Shore line, are in New York trying to conclude the deal. There has been a little delay because W. B. Strang was called suddenly to Kansas City this week by the accidental death of his brother. His option expires tomorrow, it is said, but a brief extension of time will undoubtedly be granted him.

THE POWER OF SONG

May Be Means of Uniting Family in a Michigan Town.

Clare, Mich., Sept. 13.—Mrs. George Hershy, a wealthy farmer's wife, living three miles from this place, has commenced divorce proceedings against her husband, and in the meantime, she is working for him, in his home, at $3 per week, until the matter shall be settled.

A decorator named Comstock, of this city, is doing some paperhanging and painting at the home, and a few days ago he thought that he might be able to get the would-be separatists to call the quarrel off and begin life over again, so he began singing the old familiar song, "Forgive and Forget," and it soon had a good effect, as both parties began to converse in a very friendly manner, and it looks as if they would soon be happily living together again.

WOMAN BURIED ALIVE

Thrilling Experience of Mrs. Sloan, of Kingston, Mich.

Cass City, Mich., Sept. 13.—Mrs. A. H. Sloan, of Kingston, had an experience yesterday that she will never forget. She was one of a committee from the Lady Maccabees appointed to prepare the grave for a departed sister. Mrs. Sloan descended into the grave to adjust the lining. The lid of the box was being held up by another sister by means of a rope, when one side of the grave caved in, forcing Mrs. Sloan down into the box, the lid closing over her and making her a prisoner. It was a quarter of an hour before she was rescued from the grave, but beyond a few bruises she was unhurt.

Smallpox in Detroit.

Detroit, Sept. 13.—Three new cases of smallpox have been discovered in the home of the Bannish family, 633 Farnsworth street. The family has been removed to the hospital for contagious diseases.

Swallowed His Teeth.

Winsted, Conn., Sept. 13.—Unable to eat food for 25 days, Frederick M. Darrow, a telegrapher, of Norfolk, who swallowed two false teeth on Aug. 15, is wasting away. His condition has become so serious that it pains him to take liquid nourishment of any kind, and unless the obstruction is removed soon he will die.

School of Anarchy.

Chicago, Sept. 13.—The announcement is made that a school of anarchy is to be established in Chicago. The plan is styled an "educational propaganda," and includes several unique phases, a Sunday gathering for lectures, weekly business meetings, distribution of literature, Russian tea parties and social gatherings. In this way adherents are expected to be won over. Abraham Isaak, editor of Frei Society, will be "the head professor."

Margaret McKinley's Luck.

Pittsburg, Pa., Sept. 13.—The Telegraph says: Margaret Mc inley, a niece of President McKinley and the daughter of Abner McKinley, is a clerk in the State National Bank at Oklahoma City. She is 27 or 28 years old. She has been in the present position for several years, but as a "side line" has dabbled sucessfully in real estate. She began by buying lots in Oklahoma City, paying about $125 apiece. The real estate she bought was in what afterward became a prominent business section, and it is said the young woman made a profit of about $40,000 on these deals.

AFTERNOON SESSION OF THE ROYAL TOBACCO COMMISSION

More Testimony as to Effects of Exclusive Contracts.

Wholesale Grocers Satisfied With Present Conditions.

The sitting of the royal commission, to inquire into the condition of the Canadian tobacco trade, was continued at the county council chamber yesterday afternoon. The commissioner, Judge MacTavish, makes an ideal presiding officer, being pleasant-mannered, courteous and patient. His secretary, Mr. Thos. P. Owens, is a member of the Hansard reporting staff at Ottawa.

HAD BEEN DISSATISFACTION.

Mr. T. B. Escott, of T. B. Escott & Co., was the first witness called. He had, he said, about two years ago signed contracts with the American Tobacco Company and the Empire Company. Since signing the contract Mr. Escott's firm had not handled any Canadian tobacco save that of the Empire Tobacco Company. Prior to the signing of the contract in question there had been much dissatisfaction with the conditions prevailing. Before the signing of the contract, the wholesales were getting as good a profit from the independent concerns as from the Empire Company.

WHOLESALERS MADE PROPOSITION.

To Mr. Campbell, Mr. Escott said that the dissatisfaction referred to was partly because the retailers were getting as good rates from the factories as the wholesalers were. Another reason was the multiplication of factories, necessitating the carrying larger stocks and other lines. The wholesalers had made a proposition, looking to a betterment of affairs, to the Empire Company and the Leamington Company, but only the former company had taken the matter into consideration.

SATISFIED AT PRESENT.

At present, said Mr. Escott, there was general satisfaction among the trade as to the conditions existing. A number of retailers had also told Mr. Escott that they were quite satisfied with things as they are. The increase of factories would not necessary mean increased business for the wholesalers. With an increased output of inferior goods, the demand would decrease.

COMPANIES SELL DIRECT.

The closing of wholesale groceries to the independent companies did not necessarily mean the shutting off of channels of distribution. A number of the smaller jobbing houses are now handling the outside companies' product.

INTERESTING FIGURES.

Mr. John Garvey submitted a statement showing that in the four months prior to the signing of the agreement with the Empire Company his firm had purchased from that company $827 62 worth of tobacco. In the same period the purchases from the other companies were: Leamington Company, $930 68; Erie Company, $127 92; Joliet Company, $134 30; McAlpine Company, $112. Since the signing of the agreement the value of tobacco purchased from the Empire Company totals $9,771 46.

EMPIRE CO. SOLD TO RETAILERS.

Mr. Samuel Screaton, of the Edward Adams Company, was the next witness. He submitted a statement similar to those already put in, showing the following purchases of tobacco for the five months prior to the signing of the contract: Empire Company, $3,337 69; Wagner-Fenton Company, $2,358 57; McAlpine Company, $154; Dominion Company, $74 50; Joliet Company, $62 59. In the 23 months since the signing of the agreement Adams & Co. purchased from the Empire Company, $18,982 26 worth of tobacco.

Answering a question from Mr. Campbell, Mr. Screaton said there had been dissatisfaction among the trade before the signing of the agreement, partly because of the heavy stocks they had to carry and partly because the factories were selling direct to the retailers. The wholesalers accordingly made a suggestion to the Empire Company along the lines of the contract submitted later by that company.

The Empire Company had been selling direct to the retail trade before the signing of the contract. Mr. Screaton said he knew of only one retailer to whom the company sells now.

DISCOUNT HELD BACK.

Mr. W. J. Portwood, a retail dealer and jobber, was next called to testify. He said he was a consignee of the American Tobacco Company, and had signed a contract with the company. Prior to signing the contract, Mr. Portwood had been handling cigarettes from Houde, Tuckett and the American Tobacco Company. He had signed the contract to get the discount of 10 per cent. If he bought through the wholesaler or jobber he would have to pay the net price. In buying from the American Tobacco Company, the discount is given quarterly. Mr. Portwood understood that the discount was held back to insure the retailer's keeping of his contract. Mr. Portwood said there was a demand for Houde's and Tuckett's goods, but he did not handle them.

To Mr. Campbell, Mr. Portwood said the American Company's goods were most in demand, as 7 out of 10 customers asked for their cigarettes.

WOULD LIKE OPEN MARKET.

Mr. J. F. Nolan, a tobacconist and cigar manufacturer, next took the stand. He handled only the American Tobacco Company's cigarettes in Canadian-made lines. He signed the contract three or four years ago. Prior to the establishment of the Houde and Tuckett companies, Mr. Nolan said he had heard of no contracts. The American Company had told Mr. Nolan that if he did not sign the contract he would have to buy from jobbers, and so would not get the discount.

Asked if he would rather have an open or a closed market, Mr. Nolan replied:

"I suppose I would sooner have an open market. If I could get the same discount and sell the same number of cigarettes."

WANTED THE DISCOUNT.

Mr. Nolan said to Mr. Compbell that he had no contract with the Empire Tobacco Company, because he had never had the chance to sign it.

"Would you like to sign it?" asked Mr. Campbell smilingly.

"Well, I'd want to read it over first," replied Mr. Nolan.

Mr. Nolan said he had signed the contract with the American Tobacco Company because he had considerable jobbing and wanted the big discount.

"Your signing the contract has killed your market for other cigarettes, hasn't it?" asked Mr. Fleming.

"Well, I suppose it has," was Mr. Nolan's reply.

HE HAS NO CONTRACT.

The next witness was Thos. Jenkins, tobacconist. He had not signed the American Tobacco Company's contract, he said, and handled Houde's and Tuckett's goods. He had not been asked to sign the contract with the American Company, but had been asked to consider it. He had a nice trade worked up, he said.

To Mr. Campbell, Mr. Jenkins said that if he thought he could better himself by so doing he would probably sign the American Company's contract.

DOES NOT GIVE A MONOPOLY.

Mr. C. H. Elliott, of Elliott, Marr & Co., presented a statement, showing that for the five months previous to the signing of the agreement with the Empire Company his firm had bought $5,366 24 worth of tobacco from the Empire Company. The purchases from other companies during the same period were: Wagner-Fenton Company, $2,960 48; Erie Company, $193 38; McAlpine Company, $245 60; Dominion Company, $101 80; Joliet Company, $79 78. Since the making of the contract the Empire Company has sold the firm $29,134 76 worth of tobacco.

Mr. Elliott was of opinion that the wholesalers are of opinion that the present condition of the trade is satisfactory, which was not the case before the signing of the agreement.

To Mr. Fleming, Mr. Elliott said he did not think the wholesalers' contracts with the American and Empire companies tended to give these companies a monopoly of the manufacture of Canadian leaf. The other companies go all over the country and sell to the retailers and to jobbers. Mr. Elliott mentioned one instance where a small country storekeeper buys tobacco from an independent company at the same price at which Mr. Elliott's firm formerly bought it.

STOCKED UP HEAVILY.

Mr. E. Masuret, of M. Masuret & Co., wholesale grocers, was the last witness called. His statement showed that from March 1 to Sept. 1, 1900, the firm's purchases of tobacco were as follows: Empire Company, $4,990 07; Wagner-Fenton Company, $2,224 66; Dominion Company, $84 70; McAlpine Company, $411; Joliet Company, $105 65; Erie Company, $329 46. From Sept. 1, 1900, to Sept. 1, 1902, the Empire Company supplied the firm with $24,052 99 worth of tobacco.

Mr. Masuret explained that his firm, and he thought other houses too, had bought large lots of the Wagner-Fenton tobacco just before the signing of the contract. The reason for this was that the independent company gave special inducements for buying in large quantities.

To Mr. Fleming he said that the firm was possibly desirous of having a large stock of the Wagner-Fenton Company's tobacco to be able to fill the orders of the retailers who had been buying the independent companies' tobacco.

Several witnesses had already stated that they still had in stock a portion of the tobacco thus bought before the agreement was signed.

To Mr. Fleming they admitted that possibly they had not been able to dispose of it because the independent companies have been themselves selling direct to the retailers.

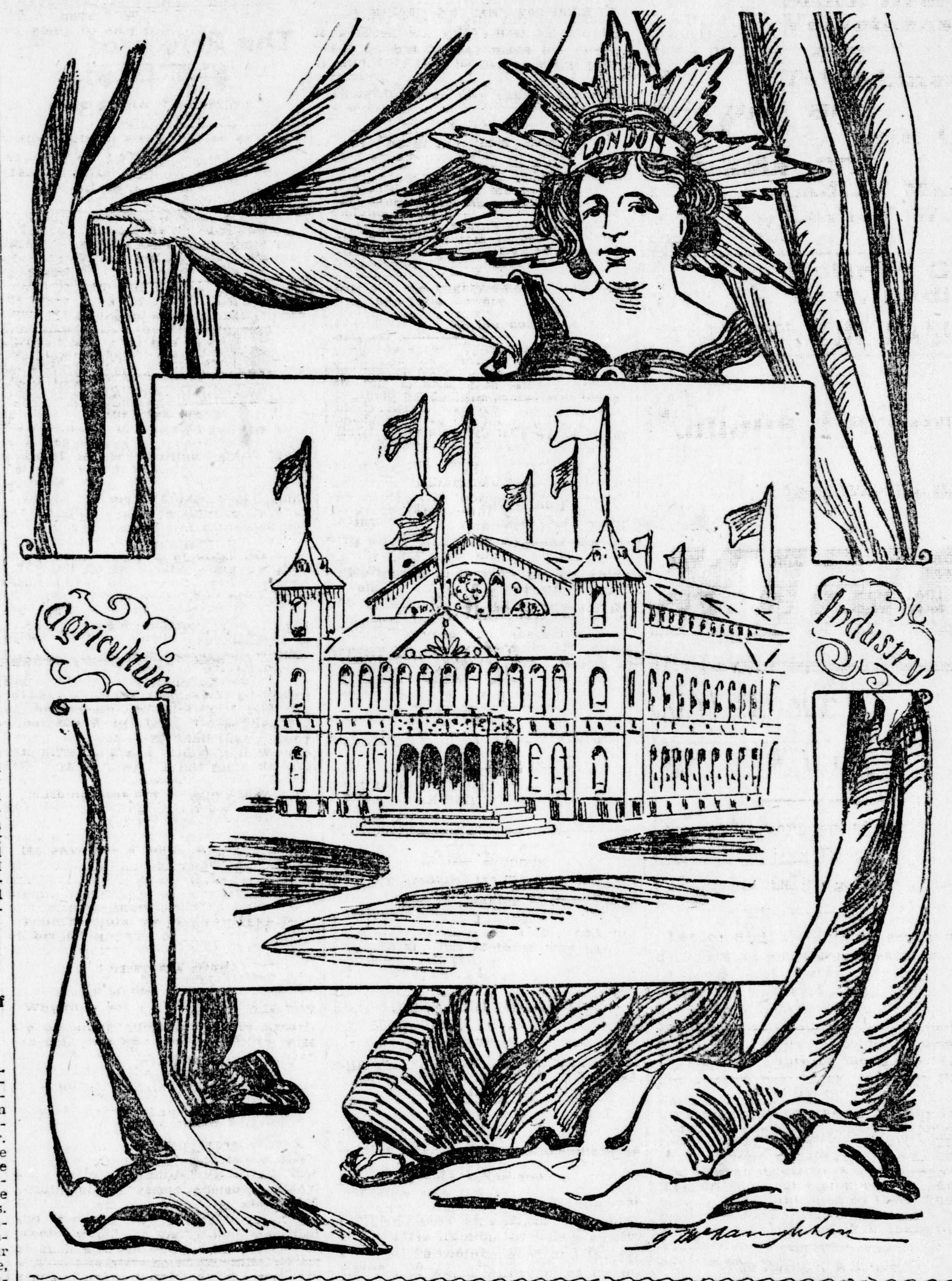
At 5 p.m. the commission was adjourned to meet again at 9:30 a.m. Saturday.

THE SITTING CONCLUDED.

The local sitting of the royal commission was concluded this morning. The only business was the submission by Mr. T. B. Escott of the following statement of purchases of tobacco: From March 1, 1900, to Sept. 1, 1900, Empire Tobacco Company, $3,161 26; Wagner-Fenton Company, $2,511 14; Erie Company, $192 64; Dominion Company, $151 56; McAlpine Company, $105 60. From Sept. 1, 1900, to Sept. 1, 1902—Empire Company, $20,254 04.

WILL MEET IN HAMILTON.

The commissioner, Judge MacTavish, will sit in Hamilton, on Thursday next at 11 a.m. Mr. O. E. Fleming, of Windsor, will represent the independent dealers. He will be assisted by Mr. H. B. Whitton, of the Tuckett Company. Mr. C. S. Campbell, K.C., of Montreal, and Mr. M. B. Davis, president of the American and Empire Companies, will represent those two concerns.



ONE MAN'S CARELESSNESS

Caused the Disastrous Oil Blaze in Beaumont, Tex.

The Fire Still Burning—Damage Over $100,000.

New Orleans, Sept. 12.—A special to the State from Beaumont, Texas, says: The fire in the oil fields is still raging. Higgins' 37,000 barrel tank is burning; Woods' gusher, a shooting volume flame 50 feet high; gas escaping from other wells is burning. The fire has been confined to the Keith-Ward tract, on which all the tanks have been burned. The damage thus far is estimated to be $100,000.

Beaumont, Texas, Sept. 12.—It was discovered today that the fire in the Beaumont old field, which is still burning, was caused by carelessness. A white man, whose name has not been learned, went into the settling tank of the Keith-Ward tract, on Spindle Tow, with a lighted lantern, and an explosion followed. The man escaped with serious burns, but a moment later the tank burst, and blazing oil spread over the Keith-Ward tract, which comprises ten acres. Numerous small wood settling tanks, scattered over the tract, were burned. A blazing ember floated 200 feet into Higgins' Oil and Fuel Company's steel tank, No. 2, holding 3,750 barrels of oil. The oil was ignited and is still burning. The Woods' gusher is ablaze, the well spouting a column of burning oil and gas more than 100 feet in the air. Preparations are now being made to smother out the gusher with steam, as was done in the Jennings field.

ANXIETY AT PEKIN

Resulting From Russia's Delay in Evacuating Manchuria.

Pekin, Sept. 13.—The Chinese Government is disturbed at the determination of Russia to delay the restoration of Manchuria. It claims that Russia promised to evacuate New-Chwang and return the Manchurian section of the Pekin-New-Chwang Railroad when the Chi-Li section of the line was returned by Great Britain. Members of the Imperial Government are frequently in conference with Paul Lessar, Russian minister to China, and are urging upon him the fulfillment of Russia's promises. The refusal of Russia to co-operate in restoring the British section of the Pekin-New-Chwang Railroad is delaying the return of the British section of the line.

Chu-Hung-Cho, the member of the foreign board, who was responsible for the alleged error, as a result of which the likin was declared to have been abolished, has resigned his post because he has been accused of ignorance. The Empress Dowager has refused to accept his resignation.

Insanity Caused by Tapeworm.

New York, Sept. 13.—After performing an autopsy on the body of Rudolph Haller, a laborer, a coroner's physician had decided that insanity from which Haller suffered and died was caused by a tapeworm 60 feet long. Haller's case puzzled the insanity experts at Bellevue. At times he would fall in what appeared to be an epileptic fit. At other times he would apparently be normal. The autopsy showed that the tapeworm had distended the organs and caused such pressure on the tendons and ligaments connected with the spinal column and spinal cord that the brain was affected.

SEVEN PERSONS WERE POISONED

By Inhaling the Paris Green From Cotton Plants.

A MOTHER'S FATAL MISTAKE

Gave Babe Laudanum Insteaa of Pepsin—London Township Farmer Killed.

Sydney, C. B., Sept. 13. — Councilor Angus Cameron, of Sydney River, was killed by a train Thursday night. He was walking across the track when the train struck him.

BROKE HIS NECK.

Thorndale, Ont., Sept. 13. — Mr. Fenton Fitzgerald, a highly respected and prominent farmer of London Township, was instantly killed at his home yesterday by falling off a milk stand. It appears he went up on top of the milk stand to empty a can of milk, and when coming down, slipped and fell, breaking his neck.

Judge W. W. Fitzgerald, of Welland, formerly of London, is a brother. A wife, three sons and five daughters survive.

SEVEN POISONED.

Paris, Texas, Sept. 13. — Seven persons are reported dead in the Kiamtia, Indian Territory, from inhaling paris green, which had been applied to worm-infested cotton plants. Owing to dry weather, it is supposed the poison in the form of dust was absorbed by the victims—four men and three women—who were at work in the field.

MOTHER'S TERRIBLE MISTAKE.

Belleville, Ont., Sept. 13. — Mrs. Ephraim Vilneff, of Tweed, gave her three weeks' old baby laudanum in mistake for pepsin. The mistake was not discovered till the morning. Then the child was dead.

GIRL SOPHS. FOUGHT

Took Active Part in Annual Class Battle at Wittenberg College.

Springfield, O., Sept. 13.—The annual class fight between the freshmen and sophomore classes of Wittenberg College took place here Thursday night. The contest was short but exceedingly hot.

The feminine portions of the class also took an active part. The sophomore girls locked a freshman girl in her room and tied her to a chair. She unfastened the rope, tied it to a window sill and slid down to the ground, badly lacerating her hands. Charles Bowers and Arthur Ruthrauff were carried fom the field in an unconscious condition, but recovered later. It is feared Frank Serviss has received internal injuries from a kick.

FACTS FOR BUSINESS MEN.

Usually a merchant capable of making a good plan for advertising is also capable of carrying out that plan. But few merchants realize the necessity of any decided plan to give the real success not only in the ordinary running of the business, but in the development of features pertaining to the business which would help the establishment to grow and prosper. There are two ways to run a business. One is to make the best of things as they are, and the other to keep fighting for fore business until greater things develop. It is necessary to adopt the plan which will permit the business to develop.

There is a reason for the price which makes an article especially attractive. There is a reason why the merchant is offering this or that below the figure at which it has been sold in the past. If the reason is reasonable the stating of it will be of interest to the one who reads, and the sale will be surer in consequence.

The man who knows the wants of the people, and has the goods which will appeal to those wants, will have no difficulty in getting people with those wants into his store.

There are more ways of getting customers than by pulling them in by main force. The day of the "roper" is over. The time when values must appeal to the common sense of the individual is influenced by arguments by arguments and reasons rather than by loud talk and fancy phrases. Talk business if you would sell gods.

Last year's advertising won't sell this year's goods, and last year's ideas may not be of value in presenting the new things to those who are seeking or those who would be interested in the stock you have to sell.

SPECIAL NOTICES

Massachusetts courts declare that Capt. Andrews is dead. He sailed, with his bride, for Europe in a fifteen-foot boat on Oct. 6 last from Atlantic City.

ache, sideache, scanty, cloudy, thick and highly-colored urine, diabetes, dropsy, and all troubles arising from a weak condition of the kidneys. t

William Myers was fined $10 in the Woodstock police court for leaving a horse with a broken back on the road all night.