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CANADIAN
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 AND METAL
 MERCHANT

VOL. VI.

TORONTO, OCTOBER 13, 1894.

No. 41.



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Vol. VI.

TORONTO AND MONTREAL, OCTOBER 13, 1894

No. 41

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CONSERVATIVE TRADING.

THE time is fast approaching when the two big railway companies will put up their rates on all kinds of freight going out of Montreal.

It is usually the case, owing to this circumstance, that an expansion in the movement of heavy materials sets in about this time.

This year it has as yet failed entirely in making its appearance, for buyers continue to buy on as conservative lines as ever.

The presumption is, therefore, that they either have enough supplies to work along on or they anticipate a smaller demand than usual during the balance of the season.

The latter assumption appears to be the more probable explanation of the small business doing in heavy iron, hardware, etc., at present.

Though stocks in Montreal, with a single exception, are fairly well, the same can hardly be the case with country dealers. The latter have been buying very sparingly ever since the opening of spring, and if the demand they have experienced has been anything like a normal one they can hardly have any great accumulations of stock on hand.

Pig iron, it is just possible, may be an exception, for in Western Ontario many consumers no doubt took advantage of the low American offers and stocked up to a considerable degree.

This is one of the causes to which Mon-

treal dealers set down the restricted demand for pig iron this fall.

But it does not apply on other lines, and the cause has to be sought for elsewhere.

The shrewdest traders at Montreal hold that it is due to a strong feeling of caution induced by the backward business conditions of the past year. For this reason, though it may restrict their account sales, they do not grumble very much, rightly arguing that careful navigation of this sort will keep the commercial bark off rocks that might otherwise give it considerable trouble.

MR. WILSON'S ATTACK ON CANADA.

THE statement made by a Mr. Wilson in the Investors' Review of London to the effect that Canada's financial position is perilous, emanates from a pen that is either ignorant of the Dominion's condition or that is actuated by malice.

Canada's financial position is not perilous. No nation to-day occupies a better position in the financial world than does the Dominion of Canada; and if her position is perilous, what must that of other countries be? We may as well put sackcloth and ashes on for them at once.

The premier position of Canada in a financial sense was evidenced, during the recent panic that swept over the globe, more than ever before.

Great Britain, the United States, Australia were all in the throes of a struggle with Hard Times; while Canada pursued the even tenor of her way, interested, but not materially affected.

The managers of the Canadian banks, men who ever have their fingers upon the pulse of the country, at the last annual meetings dwelt upon, in glowing terms, Canada's immunity from the financial panics that were sweeping over the world, and the refrain was taken up and sung by the financial press and by public men both in Great Britain and in the United States.

The solidity and utilitarian character of

the banking system particularly came in for remarks of approval.

Further proof that the opinion of Mr. Wilson is not the opinion of financial men generally in England is evidenced by the high standing of Canadian securities on the London market.

The wheels of commerce are not revolving as rapidly as desired, but little else could be expected with a cloud of depression hanging as it now is over the civilized world.

But that is a different thing from being in a "perilous state."

Canada's position was never unhealthy. And whatever quietude there may have been during the past few months, evidences of a re-awakening are not wanting.

The country has been blessed from one end to the other with abundant cereal and fruit crops, while of cheese and butter the output was never so large.

Then, with regard to the storekeepers, the outlook has improved for them.

First of all, the farmers' ability to buy, in view of the abundant crops, is better.

Next, the merchant has been pursuing a more careful policy with regard to his purchases and to his credits; and the result is that both the amount he owes and the amount he has on his books is probably smaller than ever before, while, to crown it all, better business methods are gradually developing.

Turn which way one may, none of the evidences denote a "perilous state." The banks are Gibralters of strength, while the manufacturers, the merchants, the farmers are all putting on new life. And all we want now to make the trade of the country brisk is a little more confidence as a lubricant.

But perhaps, after all, Mr. Wilson may be laboring under the impression that Canada is a part of the United States. Other English journalists have been guilty of equally ludicrous mistakes regarding this country. Perhaps this may explain the why and the wherefore of his attack on Canada's financial standing. But in any event, he did not know what he was writing about.

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THE BOWMAN HARDWARE CO. IN TROUBLE.

THE Bowman Hardware and Sporting Goods Co., Ltd., of Hamilton, Ont., are in financial straits, and a meeting of creditors has been called. The circular calling the meeting bears date of October 10, and reads:

"We have decided to ask the creditors of the company to meet at its offices on Thursday, 18th inst., at 3 p.m., to lay before them the position of its affairs. We look upon the assets of the company as ample to pay all liabilities, but owing to the existence of a chattel mortgage given for money borrowed, we may find it necessary to ask our creditors to give us time for the payment of their claims."

The chattel mortgage referred to bears date of the 3rd inst. It is in favor of T. W. Lester for the sum of \$22,000, and covers the entire stock-in-trade of the company.

The mortgage bears interest at the rate of 6 per cent., and, according to the conditions, \$5,000 of the principal is payable in twenty-five consecutive weekly payments of \$200 each, the last of such payments falling due March 20th, 1895, and the balance seven days afterwards.

The conditions further provide that the stock shall be kept up to double the actual cash value of the money secured, and if stock is sold by public auction, as to which the mortgagee shall be sole judge, then the money shall immediately become payable.

The general creditors express a good deal of indignation at the condition of affairs, and to make matters worse for them, word comes from Hamilton that the mortgagee took possession of the stock on Thursday morning.

They are now talking of combining to set aside the mortgage. It is said that the greater part of the money raised on the mortgage was paid over to the bank.

The liabilities of the firm, it is understood, are not large, and it is credited with having surplus nominally over \$30,000.

AN ELECTRIC WEEDER.

Electricity is, indeed, utilitarian. In New York state it is employed in "weeding" out criminals, and now it is being used by the Illinois Central railroad to weed out grasses and other plant life growing on its roadbed.

The apparatus consists of an ordinary flat car, to which is attached a circular brush suspended at right angles to the track, and of sufficient length to extend over the ends of the ties. This brush is thickly studded

with fine copper wire, which comes in contact with the weeds and grasses on the track as the car passes over the road, and thus killing them. The electricity is conveyed to the brush from a generator on board the car.

When electricity is applied to weeding out "dead beats," the business world will be happy indeed.

THE SITUATION IN CASTOR OIL.

NOT altogether satisfactory, to Canadian dealers at least, has been the market for castor oil so far this year.

In the early part of the season, when oil, like wheat, was thought by many to have touched rock bottom in regard to price, considerable speculative purchasing was done.

But although values were pretty well down among the rocks, they had to go a strata or two lower; and with them, of course, went the anticipated profits.

To make matters worse, dealers began to slaughter prices until, it is claimed, they were selling at less than cost.

Within the last few weeks prices have had a hardening tendency, an actual advance of $\frac{1}{2}$ c. per gallon being asked. But in spite of this, however, there are still some holders who are selling at old figures; and there is still wanting a feeling of confidence.

THE ROBERT HAMILTON CASE.

ROBERT HAMILTON, the Toronto retail grocer found guilty of defrauding Eby, Blain & Co., was Friday last sentenced to the Central prison for three months.

Judge McDougal, in sentencing the prisoner, intimated that his term of imprisonment would have been made greater had it not been for his previous good character.

But the humiliation and degradation of being branded a criminal is greater punishment to Robert Hamilton than can the mere incarceration be, whether the term be three years or three months. The ends of justice have, therefore, been as well served by the shorter as they would have been by the longer term.

The fall of Robert Hamilton one cannot help regretting. It would be inhuman to do otherwise. For more than a score of years he has been in business in the city of Toronto, and during that time, although he has changed his store once or twice, he has never gone out of Queen street or out of the block in which he started. He was, therefore, well known, and by the general public was thought to be prosperous. His store was clean and attractive; his delivery wagon was kept busy; his private house

was better than that inhabited by most merchants; and he had a nice private vehicle in which, with wife and children, he was accustomed to take regular drives in and about the city.

For a man who had been in business twenty years or more these things were not surprising.

But if the surface was pleasant the interior was rotten. This, to the surprise of everybody, was learned in August last, when Hamilton assigned. Of all the assets that the estate could scrape up, the nominal value was only \$700, against liabilities of \$3,000.

The \$4,500 house he said he owned was not his. It was his wife's.

And it was because he misrepresented in this particular that he got both \$1,100 worth of goods on credit from Eby, Blain & Co. and a three months' sentence in the Central Prison from Judge McDougal.

What he got he deserved; and he has only his previous good record to thank that he did not get more than he did. For him to plead that when he told the firm that he owned the house in question he did not do so with the intention of defrauding it, neither "washed down" with the jury nor with the public. He falsified, and with the undoubted object of getting the goods that he could not otherwise have obtained.

Eby, Blain & Co. are to be congratulated upon the steps they took to prosecute Hamilton. It is better for the wholesale, it is better for the retail trade, that this man should be weeded out of the business world, for there is all too much of misrepresentation of assets, not among retailers only, but among all classes of business men.

THE WAR AND COPPER.

The China-Japan war is inducing an increased demand for a good many things in the metal and hardware trades. One line in which this is noticeable is copper. This feature is more marked in Europe than on this side of the Atlantic, it being from here that the belligerents get the greater part of their war material. But, of course, the copper market the world over is experiencing a better feeling in consequence.

Japan herself, however, is a copper producing country of no mean order. Last year she produced some 18,000 tons, or 6 per cent. of the world's product.

That country's best customer for copper has heretofore been her present antagonist, China. Although Japan has lost this customer for the time being, it is likely that in the satisfying of her own abnormal wants stocks will be prevented from accumulating unduly, and thus, "after the war is over," having a bearish effect on the market.

MARITIME BUSINESS MEN.

Conference of Boards of Trade held at St. John.

SUBJECTS CONSIDERED.*

PEDLARS AND HAWKERS.
RAILWAY FREIGHT RATES.
STANDARD TIME.

CANADIAN WINTER PORT.
INSOLVENT ESTATES.
TERMS OF CREDIT.

WHOLESALE SELLING CONSUMERS.

THE conference of Maritime Boards of Trade, held under the auspices of the St. John, N. B., Board, on Thursday last, was a great success. Representatives were present from the leading Boards in New Brunswick, and so were Mr. Troop, President of the Halifax Board, and Mr. Curry, of the Amherst. A number of important questions were discussed, many of which are of equal interest to business men in other parts of the Dominion, such, for instance, as licensing pedlars and hawkers, railway freight discrimination, insolvency, terms of credit, wholesalers selling to consumers.

Standard time was a subject which created much discussion. For the information of readers in other parts of Canada, it may be said that there are several times in the Maritime Provinces. The railways all work on eastern standard time, while every city and town has also a time of its own, based to some extent on the sun. Halifax is, according to the sun, 52 minutes ahead of railway time; but, for convenience, it has been enacted that it should be exactly one hour ahead. In all the hotels throughout the Provinces, there are two clocks—one labelled "Standard Time," and the other "Local Time." In some places there are two local times, and when engagements are made they always specify which time, and there is much confusion. There was so much difference of opinion as to which time it would be advisable to adopt, that a decision on the matter was postponed indefinitely. The majority seemed to favor "Standard," which means that there would be but one time in Canada, East of Port Arthur and Detroit.

Pedlars and hawkers, with waggons and packs, infest New Brunswick, especially the border and northern parts. They are usually of the very worst class, being the scum of European and American cities. They pay no taxes; the authorities have no control over them; they commit crime, and easily evade arrest by skipping over the border; they cheat; they sell shoddy goods to the unsophisticated farmer, fisherman or laborer. Mothers frighten their children by telling them a pedlar is coming. There are two remedies: High licence fees and every pedlar wearing a badge, or to prohibit them entirely. There is a Provincial law for regulating this traffic, but it is inadequate, and a resolution was adopted asking the Legislature to give municipalities power to license and collect \$40 annually from non-resident pedlars and \$10 from residents, and to compel each pedlar to wear a badge and not to cry his wares on the street. Some of the St. John merchants opposed the proposition, on the grounds that it was an interference with trade and that it was degrading to wear badges, but the outside representatives were solid in their opposition to them. It was pointed out that the Local Legislature had no power to pass an act of this kind which would interfere with trade; but, while admitting this to be the case, it was felt that it was worth taking chances on, especially as the hawkers were not likely to carry the case to the courts. The resolution does not, of course, apply in any way to commercial travelers, though it was stated that some of the Montreal and Toronto travelers were not far removed from pedlars.

The town of Woodstock having but one railway, and consequent arbitrary freights, the Board of that town asked the Conference to support them in an effort to obtain redress, which they did. The Conference also gave its support to the Newcastle Board in its efforts to secure more equitable rates to and from Northern New Brunswick points.

Two of the strongest speeches of the meeting were made by the mover and seconder of a resolution requesting the managers of the C. P. R., I. C. R., and G. T. R., and the various Boards of Trade throughout the Dominion to support the Maritime Provinces in their efforts to make a Canadian port instead of Portland, the winter terminal point for the subsidized line of steamers. This is the most important question agitating the Maritime Provinces, and especially in their relations with other parts of Canada. They hold that it would be advantageous to the Dominion generally; and that as the provinces had made sacrifices in entering Confederation and in afterwards paying their share of the subsidies for building railways and canals in the west and for ocean steamers, western Canada should assist them, especially as they had so far received no direct benefit from the monies thus spent in developing the west. Some pretty strong things were said of the selfishness of the Montreal and Ontario Boards of Trade, and the scant courtesy with which they had treated the representatives of the Maritime Boards; at other times during the conference the speakers rather harped on the disadvantages of Confederation. When the Government decide, as no doubt they will, that the terminus must be on Canadian soil, the question will then be whether Louisburg, Halifax, St. John, or St. Andrews shall be the point. The feeling seemed to be that the trade would be divided between St. John and Halifax.

There is no Insolvency Law in New Brunswick, and it was decided to ask the Legislature to adopt one similar to the Ontario Act for the equitable distribution of insolvent estates.

The long credit system was condemned and wholesalers and retailers were urged to curtail credits.

It was decided to organize a Maritime Board of Trade, composed of representatives from New Brunswick, Nova Scotia and Prince Edward Island Boards, to meet semi annually.

The practice of wholesale houses selling to consumers was severely condemned, and it was recommended that in future the name of any firm doing so should be reported to the different Boards of Trade. The mover and seconder of the resolution considered that hotels were consumers. This, in brief, was what the Conference did.

The conference idea originated with Mr. Hatheway, President of the St. John Board, whose portrait is given. He is a young wholesale grocer, possessing the elements that should lead to more than ordinary success. While watching the details of his own business carefully, he takes a great interest in affairs generally. I do not think he took the presidency of the Board for the honor, though he must appreciate that, but because he felt that in forwarding the interests of the business men of St. John he was doing a duty, and at the same time indirectly helping himself. He thus sets an example to many business men who cannot see beyond their nose. They do not see that in promoting the interests of the community they help themselves. If they did, there would be more successful Boards of Trade, and practical men would be at the head of affairs in many towns where there are now fadists. Mr. Hatheway is a shrewd business man, and if I am not much mistaken St. John will one day have reason to congratulate herself on having made him president. He makes a good chairman; says but little, and displays more than ordinary tact.

He has a very capable assistant in Ira Cornwall, the secretary. His training in newspaper work on the Hamilton (Ont.) Spectator,

under the late Hon. Tom White, and on the Montreal Gazette, fitted him for his present work. He knows how to advertise St. John and its advantages, and he does it well. He represented New Brunswick at the Indian and Colonial Exhibition and as agent general of the Province made it much better known in Great Britain. It would have paid the Government to have kept him there. He could do more to advertise Canada—because he knows how—than half the present representatives, because they were appointed for political services, and as a rule do not.

The Mayor of St. John, George Robertson, is an ex-president of the board. He is a different stamp of man from many mayors. He was elected not by ward-healers, as is frequently the case, but because he was well fitted for the position. He is a very successful retail grocer, but he has a good partner, and most of his time is devoted to civic affairs. He is an excellent speaker; always thoroughly posted on his subject, he places it before his audience in clear, concise sentences and in a way which carries conviction.

Portraits of others will appear later.

WHO WERE THERE.

The conference was held in the Mechanics' Institute. W. Frank Hatheway was elected to preside, and Ira Cornwall acted as secretary.

The following were present:

Lieut. Governor Fraser.

NEWCASTLE—J. D. Creaghan, P. Hennessey, D. Morrison.

WOODSTOCK—J. T. Garden, vice-president; W. A. Saunders, T. C. Ketchum, secretary; Jas. Carr, Hon. W. Lindsay, V. P. Agricultural Society.

MONCTON—J. C. Harris.

ST. STEPHEN—A. S. Teed and Hon. James Mitchell.

FREDERICKTON—J. I. Neill, H. H. Pitts, M.P.P., J. W. McCready.

HALIFAX—G. J. Troop.

AMHERST—M. Curry.

ST. JOHN—J. Bostwick, Brock & Patterson, Baird & Peters, Hon. A. G. Blair, E. S. Carter, A. L. Calhoun, R. Cruikshank, Jas. Hanney, F. W. Daniel, J. V. Ellis, W. S. Fisher, Jos. Bullock, Jos. Finley, Ed. Fairweather, G. S. Fisher, Thos. Gorman, J. C. Robertson, W. Frank Hatheway, T. H. Hall, Geo. W. Allen, H. C. Drury, Thos. R. Jones, W. M. Jarvis, Jas. Jack, A. J. Lordly, C. E. Laechler, J. A. Likely, Manchester, Robertson & Allison, T. H. Somerville, J. McMillan, Andrew Malcolm, Jos. Merritt, J. J. McGaffigan, D. J. McLaughlan, Chas. McDonald, I. H. Northrup, W. Pugsley, W. C. Pitfield, Geo. Robertson, T. B. Robinson, D. V. Roberts, W. E. Raymond, J. DeW. Spurr, S. Schofield, T. S. Simms, R. C. Scott, John Sealy, A. C. Smith, J. Willard Smith, C. N. Skinner, E. Smith, R. Sullivan, W. H. Thorne, Vivi in E. Tippett, W. E. Vroom, C. W. Weldon, John White, C. H. Warwick, E. L. Whittaker.

J. B. MacLean, of HARDWARE MERCHANT, was present as a guest of the St. John Board.

WHAT THEY DID.

In opening the Conference, Mr. Hatheway said he would like, as chairman of the St. John Board of Trade, to extend a hearty welcome to those delegates who had come at their request. To the delegates from Newcastle he extended the kindest greeting, and recognized them as a capable band of merchants who are anxious to advance the interests of the province, in every way possible. To the delegates from Moncton he also extended the kindest greeting. They felt that Moncton, being the centre of the railway system of New Brunswick, and also increasing rapidly in manufactures, added to the influence of the business men of that city. He extended a welcome also to Fredericton and Woodstock, the centre of lumbering and dairying industries. They were not here to ventilate any particular grievance. Whatever the future of Canada was, the desire was that New Brunswick should have a foremost place. It remained largely with them whether laws would be enacted that would help to give the Province its foremost place.

Mr. Hatheway asked that a President and Secretary be appointed, and Mr. Hatheway was elected chairman, and Ira Cornwall secretary. The first topic:

Railway Freight Rates.

Was then discussed, and W. A. Saunders, in moving a resolution, felt that the rates of freight charged to merchants in Woodstock have been too high in comparison with what have been charged in other places. He felt that they had not had that chance

of competing with their neighbors that they should have had. He then moved the following resolution:

"Whereas, the town of Woodstock has a population approaching 4,000 souls, and contains a number of manufactories, and is the centre of one of the finest agricultural sections of Canada;

"And whereas, said town is served by but one line of railway, and is practically a non-competitive point, from a railway point of view;

"And whereas, an arbitrary tariff is charged on freight going to that town, which is a source of great grievance to the manufacturers, merchants, business men and citizens of Woodstock, in their opinion impeding business;

Therefore be it resolved, that in the opinion of this conference the Board of Trade of the town of Woodstock has just cause for dissatisfaction with the arbitrary rate on freight carried by rail between McAdam Junction and Woodstock;

"And further resolved that this conference support the Woodstock Board in its efforts to obtain redress of this grievance."

J. T. Garden, of Woodstock, in seconding the resolution, said that there was no competition whatever with the C.P.R., and that they had simply to grin and bear it. They were charged 24 cents per 100 lbs. on small quantities of freight, and he thought it a mistake for the railway company to take advantage of any town, or any section of the province, to which a large volume of freight was daily being sent.

T. C. L. Ketchum cited cases where excessive freights had been charged, and instanced a car of flour taken to Edmundston through Woodstock at \$24 cheaper than one could be delivered at Woodstock for. The freight from Liverpool to St. John via Halifax was \$12 00, while the freight from St. John to Woodstock was \$22.78.

W. H. Thorne asked if there was not a regular tariff of rates from all the different points of Canada and New Brunswick to Woodstock direct, and did the same complaint arise as to shipments from Woodstock to other points?

J. T. Garden said that he believed the rate for 100 lbs. from Montreal to St. Stephen, St. Andrews and McAdam was 54 cents per 100 lbs. and freight to Woodstock 79 cents. Hay could be shipped from a point on the new railway to Boston and Bangor very much cheaper than by the C. P. R. from Woodstock.

James Carr pointed out that the expense of shipping by the C. P. R. was nearly one third more than by other railways.

A. I. Teed also quoted instances of excessive rates.

J. J. McGaffigan said that the railways charged these excessive rates because of non-competition. They want all the freight they can get, and where there is competition they bring down their rates and get the freight.

J. S. Neill said that in Fredericton they were in the same position a few years ago. They were at the mercy of the C.P.R. Now they had the Canada Eastern Railway connected with the I. C. R. at Chatham Junction, and to-day they got the same rates as St. John. The difficulty now could be got over by building a railway from Woodstock to Fredericton and then on to St. John and have a competing line. They would then have the C.P.R. by the horns, as they now had Woodstock. There was water communication by summer, and when the winter came on up went the rate of freight to Fredericton, the winter competition being removed. He thought the three cities should co-operate and get a line of railway from St. John to Woodstock direct. If the river were dredged through to Woodstock, they could have summer competition.

W. S. Fisher asked if the Woodstock Board expected any relief from the new line of railway from Bangor to Houlton. He thought a line from Houlton to Woodstock would be better. The C. P. R. said: "We will meet all competition that may arise and exist, and propose to do so, and where we have a corner we propose to utilize it to our advantage."

Hon. Mr. Lindsay thought the people of St. John might see that there was a fair rate between St. John and Woodstock. It looked to him dishonest that railways should take advantage of a town's position.

President Hatheway agreed with all that had been said and that the arbitration rate was from McAdam to Woodstock.

Mr. McGaffigan remarked that the people of the North Shore had been complaining about the arbitrary rate charged on deals in the winter time over the I. C. R. to St. John. At the request of Mr. Hatheway this was left for a separate resolution.

W. A. Saunders regretted he was not in a position to give details. The rate from St. John to Fredericton on dry goods was 15 cents, from St. John to Woodstock 42 cents. The freight rates affected the exports to a great extent. The new line from Houlton to Woodstock was being surveyed, and they would soon be able to ship freight from other ways. Being so close to the border it was very hard to keep the volume of trade.

The resolution was carried unanimously, and it was agreed that a copy be sent to the Canadian Pacific.

P. Hennessey wished to move a resolution. The rates charged by the I. C. R. taxed the North Shore people very unjustly. The

tariff was 5 cents more per barrel of flour between Campbellton and Berry's Mills than to Moncton and St. John. They asked for a uniform rate of delivery of goods all along the line. He was sorry to find that the Government were ready to take advantage and make discriminating charges against the very people who were to reap the greatest benefits from the building of the I. C. R. It was this advantage held out to them that induced them to agree to confederation. It was a breach of faith on the part, of the Government. He moved, seconded by D. Morrison :

Resolved, "That the meeting, composed as it is of the several Boards of Trade of the Province of New Brunswick and convened in the city of St. John, its commercial centre, view with disfavor the discriminating policy of the Grand Trunk and Intercolonial Railways in freight matters against the northern portion of the Province which the I. C. R. runs through;

"And whereas the I. C. R. charges 5 cents per barrel more freight to deliver flour and meal at the north shore stations, viz., from Campbellton to Berry's Mills than at Moncton, St. John or Halifax: Therefore this meeting wishes to express its disapproval at the present tariff of the I. C. Railway simply because it discriminates to the advantage of its customers in one section to the disadvantage of those in another section; and be it

"Further resolved, That copies of this resolution be mailed to Hon. Mr. Haggart, Minister of Railways and Canals, and to the manager of the G. T. Ry. for the purpose of bringing before their notice the injustice under which the north shore section of the Province is suffering by so unfair a freight tariff, and that this Board of Trade ask that a more equitable freight tariff be introduced in place of the unjust one now in existence."

Mayor Robertson remarked that it was difficult for any railway under the control of a government or corporation to arrange their tariffs, because railways, like all other enterprises, must, if they are going to live, take into consideration competition and the competitive points. It was almost impossible for any railway to have an equalizing rate per mile. He took much pleasure in endorsing the resolution asking the Government to take steps to do ample justice to the North Shore. The northern part of the province was closed to navigation during the winter season, and if a fair rate were given to St. John and other Bay of Fundy ports it would receive the advantage of this water communication during the winter time, and great advantages accrue to the whole of the province. The shipments of lumber to the Argentine Republic are constantly increasing, and the class of lumber that we furnish will always find a market there. A better rate would enable us to ship all the year round.

The resolution was carried unanimously.

Pedlars and Hawkers.—Should License Fees be Increased, and should the Legislature be Dominion or Provincial ?

D. Morrison, in moving the following, seconded by Mr. Hennessey, remarked that the pedlars were becoming so numerous that they were a nuisance :

"Whereas the present Pedlars Act of this province is inadequate to regulate the sale of wares by pedlars or hawkers ;

"Be it therefore resolved—That this conference shall influence local legislation to so amend the Act whereby county municipalities shall be empowered to deal with pedlars or hawkers by causing each pedlar or hawker before entering on business to register his name with the Secretary-treasurer of the county in which said pedlar or hawker proposes to do business, and that the said Secretary-treasurer be empowered to issue licence duly numbered and collect from each non-resident pedlar or hawker the sum of \$10 as a yearly licence tax.

"And further resolved—That every licensed pedlar or hawker under this law shall, when receiving his licence, be provided by the secretary-treasurer with a badge, on which shall be displayed the number of his licence, and he shall wear the same in a conspicuous place upon his hat, or on the outside of his outer garment, at all times when prosecuting his business as such pedlar or hawker ; and he shall not cry out his wares to the disturbance of the peace and comfort of the inhabitants of the municipality."

Mr. Morrison remarked that there was great difficulty in tracing these pedlars, being foreigners. It was difficult to have them registered unless they paid a licence. Collectors of rates of each parish should look after this and prosecute pedlars who have no licence and who are selling, contrary to the Act.

J. V. Ellis would like to hear some argument in support of the resolution. It carried to his mind an idea that a St. John commercial traveler would have to go round the country with a badge on his back. Was a line to be drawn between people who sold by samples and the men who sold goods which they carried about with them? The law in St. John was inoperative; he never saw a man wearing such a badge.

Mr. Morrison said the resolution applied to pedlars, chiefly foreigners. It was difficult to keep trace of them. All that was asked was that the different municipalities should have some law relating to them; the cities and incorporated towns already having such laws.

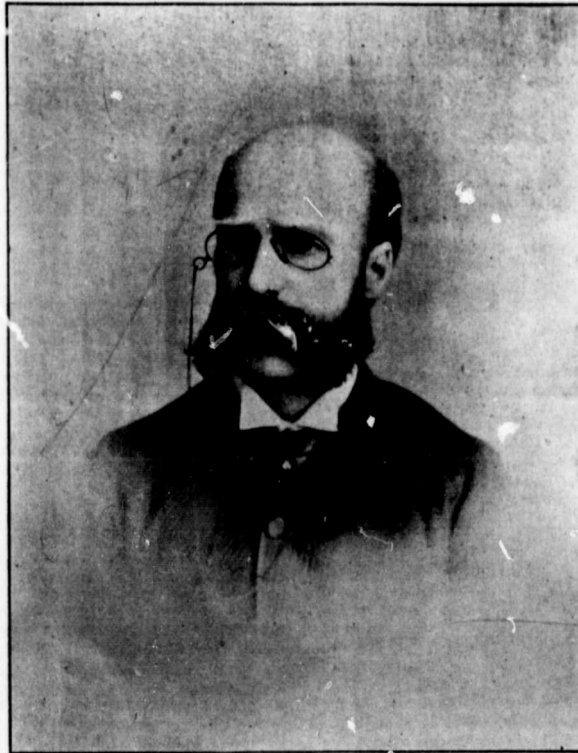
Mayor Robertson said there was a special by-law in St. John to take charge of these gentlemen. The reason Mr. Ellis had not seen any of the badges was because the Mayor and the Chief of Police kept such men out of the city. The last year, owing to the dull time in the United States, there has been a vast number of these hawkers. One class of men got a licence and established headquarters and sent out an army of pedlars. These are charged \$20 for residence and \$40 for business licence, and the full amount was exacted. Notwithstanding, there was a number of complaints of the pedlars cutting out the small shop-keepers who pay rates and taxes and are good citizens. It was only fair for the taxpayers and property-owners that these outsiders, who have no intention of being citizens, should pay handsomely for the privilege of remaining in the city. It does not apply to representatives of commercial houses who come here with samples and are in the legitimate trade of the country.

J. J. McGaffigan said he knew Mr. Morrison's resolution did not aim at the commercial travelers. He was well acquainted with the class of people referred to. He met them frequently as he travelled through the country. Only the other day, he saw several teams at one time at Boiestown.

W. A. Saunders said this matter came before the municipality of Carleton, and they found it was a pretty hard thing to handle. These pedlars carried every conceivable kind of merchandise with packs, carts and teams. As they did not carry any great stock on hand, if they were seized it was all right. When the matter came before them, they found it was necessary to get a licence from the Secretary-Treasurer. It seemed to him that the licence was too small, and that it should be increased. It seriously affected legitimate business.

H. H. Pitts said this matter had been before the Legislature. There ought to be a general law of the Province, and any community could take advantage of it if they desired. It would be conceded that the thing had become a nuisance. The wording of the resolution did not leave the responsibility on anybody. Let it be more definite, and word the resolution so that there would be somebody to carry it out.

In answer to Mr. Hatheway, Mr. Pitts stated that the law should be a Provincial one, and should give each community the privilege



W. FRANK HATHEWAY
(President St. John Board of Trade).

of adopting it or not. There was a discussion in the House last year as to whether it should be general or not. He thought next year it would be made a general thing. As to commercial travelers, he thought there were some whom it would be well to put a badge on, as they were going beyond legitimate business. It has been suggested that commercial travelers who sell small parcels and do a retail trade should have a tax put on them.

T. H. Hall said that every person had a right to go into business if they kept within the law. He did not see why a pedlar should be obliged to put a band on his hat to distinguish him and show him everywhere as a pedlar. If he had paid his licence had he not the same right as a retailer or a wholesaler? If anyone doubted him when he was going round, all that was necessary was to ask him to show his licence.

Hon. T. R. Jones asked whether in case this resolution were adopted by the Board of Trade, they intended to apply to the Dominion Legislature or the Provincial Legislature for the remedy they were seeking.

Mr. Morrison replied that the resolution stated the Provincial Legislature.

Mr. Jones, continuing, said the Provincial Legislature had no power to pass a law affecting trade and commerce. It was a matter for the Dominion Parliament. If there was Provincial legislation, there would be endless litigation and trouble and parties prosecuted.

J. D. Creaghan said the objection was not so much that these people interfered with the local trade, but they were all foreigners, Polish Jews and all conditions of men, and it was desirable that they should be taxed and their names should be registered. As to Mr. Jones' argument regarding the powers of the Provincial Legislature, the Attorney-General had disproved that by passing an Act precisely as this one here.

Mr. Lindsay contended that it was a matter for the municipalities to deal with. An Act providing for that was passed before confederation. There had been no legislation since then, except the Act of 1894, which makes it the duty of the collector to collect the fees.

W. S. Schofield asked whether the substitution of a clause requiring pedlars and hawkers to produce their licences when demanded, would not be better protection than the clause that they should wear a badge. It seemed to him that in any class of people who were authorized to do business, and the law recognizing their business, it was hard that any particular man should be picked out and marked with badges. He suggested that the clause be removed in order to secure an unanimous vote.

H. H. Pitts hoped the mover of the resolution would not alter that. The officials of the I.C.R. wore badges. The pedlar was not better, nor as good. The pedlars should be as marked as possible as the business was not a legitimate one.

J. D. Morrison said the matter was purely a local one, and he did not see why the board or the local Legislature could not deal with it. The County of Northumberland brought the matter up and passed a measure in the Lower House, but it was thrown out by the Upper House. They only asked for the same powers and rights that they had in incorporated cities to deal with pedlars and hawkers.

Mr. Jones said if the bill was passed in the local Legislature they would have more law on that account than they ever had before. The proper way was to apply to the Dominion Government for a bill that would regulate all these matters.

Vivian H. Tippet thought it highly desirable that these men should wear badges and as a matter of protection to our wives and families they should be looked after. They were generally Polish Jews of the very lowest description; they looked so much alike it was hard to tell one from the other.

C. A. Everett: If these men are such a bad class of pedlars, why license them? Why not put an end to them? (Hear, hear.)

J. V. Ellis agreed with Mr. Jones as respects the powers of the Provincial Legislature. He failed to see any difference between commercial travelers and men who carry their stock on their backs and on teams. Pedlars were not all Polish Jews, and it was entirely a matter of trade. If it aimed at Polish Jews, it should be so expressed; it took even our own people. If narrow lines of legislation were allowed to go on, we would come back to the old system of living.

J. D. Creaghan thought the resolution was comprehensive and covered the whole scope. A commercial traveler was not a Jew, nor a Greek, nor a Pole. He was established in the country.

James Carr, of Woodstock, was not aware that any part of the Province was harassed as much as the border, but he could not say he was in favor of badges. If pedlars did not produce a licence they could be prosecuted at once. They might have a badge and that be overlooked.

Mr. MacLean, of HARDWARE MERCHANT, gave a resume of the city of Toronto's experience with pedlars. He said that a few years ago the city council had passed a by-law excluding the pedlars from plying their avocation on certain central streets. To oppose this, the pedlars had organized. They carried the matter into the courts, and in the Supreme Court they succeeded in getting the by-law declared ultra vires. The civic authorities, however, he said, were still of opinion that the by-law was intra vires, and had carried the matter before the Privy Council, where it still rested. Regarding badges, he said that largely through the instrumentality of the Retail Grocers' Association, the pedlars in Toronto were now compelled to wear badges, although they at first fought hard against doing so.

Mr. Morrison thought it important to have a badge to show who these pedlars were. There was an unanimous opinion from the counties that are not incorporated that these pedlars should be controlled. It was the duty of St. John people to protect legitimate trade. These Poles, Jews and foreigners came here and contributed nothing whatever to the internal taxation of the country, and we had to compete against these people and contribute to taxation. Therefore it was not unfair to ask them to contribute a license fee towards the revenue of the country. The complaints came not only from the mercantile people, but from the people that were trading with them.

G. W. Allen said that if the pedlars were guilty of criminal offences, surely the criminal laws should deal with them. If they could sell goods cheaper than other people, why not let them? If the charges made by Mr. Tippet were correct, those were matters for the criminal laws. This resolution did not go far enough, one way or the other. If a resolution was brought to prosecute these pedlars we might look into it; but a measure of this kind, neither protection or free trade, he for one should oppose.

Mr. Jones said if the gentleman would offer in his resolution, to apply to the Dominion Government for the relief sought instead of to the local Government, he would support the resolution. If a bill were passed by the local Legislature it would not hold water; it would only get the small orders of the country into the courts and the lawyers would reap the benefit. The bill would be ultra vires. The amendments that had been passed to the old Act, passed before confederation, did not interfere with the fundamental principles of the bill. They were only as to the penalties.

The Chairman then put the resolution, which was carried, and it was agreed that a copy be sent to the Provincial Secretary.

The Adoption of Standard Time.

Robert Cruikshank proposed the following resolution:

"Whereas, very great inconvenience, annoyance and loss have been caused, and are now being caused throughout the whole of the Province of New Brunswick by the use of so many different methods of reckoning time;

"And whereas, a uniform time would greatly add to the comfort and convenience of the traveling community and the general public; therefore,

"Resolved, That it is the opinion of this joint conference that the general adoption of Eastern Standard time, as now in use on the Intercolonial Railway, should be substituted and used all over the Province of New Brunswick, and that the use of what is now known as St. John, or local, time should be discontinued, and only one time known and used, and that steps be taken to secure its adoption by legislation or otherwise."

Mr. Cruikshank said that the adoption of standard time arose from several conferences on the subject of time. It was decided that Greenwich, England, should be the starting point for this time. The longitude of St. John was 66 degrees. It was found necessary by men who had considered the subject in connection with railways that time should not be altered in going from one place to another. It was also found necessary to adopt a certain parallel to regulate the time for this country. The Intercolonial Railway had adopted a time of its own. It was then decided that the 75th parallel of longitude should be adopted. The change had caused much loss of time and it was decided that something should be done at this conference to have one time for all general use instead of two or three. In Moncton and other places where standard time was used, it was found to be greatly in the interests of the people. The present system of time caused a great deal of inconvenience and annoyance, and so far the only objections to the change had been made on the score of inconvenience. At the time the change to decimal currency was made, a great outcry was raised, but a provision was made for a certain day in the year for the change to come into operation, and no one would now think of going back to the old currency. There was no reason why the same plan should not be adopted in regard to this time.

Mr. Harris was quite in accord with the resolution. It had been found to work well at Moncton.

T. S. Simms said it would be better if they all adopted the same time as Halifax.

W. H. Jarvis said if that were done they would still have two times, and the railways would still retain the eastern standard time.

It would be better to adopt the eastern standard time which all the local railways now use.

C. A. Everett said if we had eastern standard time we would have one time from Detroit to the Atlantic Coast, and favored the mover of the resolution putting in the word "eastern" standard time. This was agreed to.

Hon. Wm. Lindsay opposed any change. Did the railways want to rule them in the matter of time? It would mean confusion to the laboring men.

J. V. Ellis was not in favor of changing the time. If adopted, it would be very uncertain in its operation, especially to men who were employers of labor. There were economic reasons why work should be done by the sun.

Geo. W. Allen was in favor of the adoption of standard time, on the ground that there were only two days in the year when the sun was right.

H. A. Drury said from his experience eastern standard time should be universally adopted in the Maritime Provinces. Ninety per cent. of the people visiting the Maritime Provinces were familiar with the eastern standard time.

S. Schofield said that a change was not advisable. All legislation on matters of this kind ought to be directed in the interests of the largest number of people. This change was suggested simply because the railways had adopted a different time. It would only benefit the traveling portion of the community, which was a very small percentage of the population as compared with the resident population. It was undesirable that the larger portion of the population should be inconvenienced for the smaller. They had no evidence as to the working of the system. Moncton was a town where standard time was used, but the representative from Moncton did not give them any information with regard to the practical working of the system there.

J. W. McCready, of Fredericton, did not think there was any evidence before the conference that there was any annoyance, confusion, loss or damage to any person or class of persons by the present system of time. The resolution should state facts so there should be some evidence behind it to support it. If they passed a resolution at all they should pass a resolution adopting standard time after reciting some evidence. There was no necessity for such a thing; there was no demand for it by the country or the city.

J. V. Ellis thought there was no reason in this resolution, except that the local time did not agree with the sun time. The present time of the sun was most convenient.

Andrew Malcolm thought more inconvenience would be caused by the eastern standard time than by the sun time; they would have 36 minutes less sun during the work day.

H. H. Pitts suggested the move: withdraw the resolution altogether. There was evidence of strong feeling against it.

J. F. Merritt said that Halifax, Yarmouth and other places had adopted a time one hour ahead of the railroad time here, and they found it worked admirably. If a change were made it would

suit the people of the city better to adopt the same time as Halifax and Nova Scotia ports had adopted.

T. S. Simms thought if every town would adopt the 60th parallel, or the Atlantic standard time, then the railroads would come to it.

Mr. Spurr moved that the question be given the "three months' hoist" as there seemed to be a disagreement; which Mr. Pitts seconded.

On being put to the meeting it was decided on vote of 15 to 10 in favor of postponing the question.

Maritime Board of Trade.

Mr. Troop, President of the Halifax Board, said that as they had been successful in bringing together the local boards of trade of this Province, and what he had seen convinced him that to widen the circle could not fail to be of the greatest importance to the Maritime Provinces, he therefore moved, seconded by Mr. Everett:

"Resolved, that in the opinion of the delegates here assembled, it is desirable that a Maritime Board of Trade should be organized, representing all the local Boards of Trade in the Maritime Provinces.

"Resolved that a committee of five be appointed from among the delegates here assembled, whose duty it shall be to report to the meeting this evening a brief scheme for the immediate organization of such Maritime Board."

Messrs. Troop, Halifax; Everett, Morrison, Newcastle; Teed, St. Stephen; and Mayor Robertson were appointed the committee.

Mr. Troop submitted the report later in the session, saying he did so all the more readily because the Governor had endorsed the action of the Board in anticipation, and he congratulated the chairman on having a gentleman presiding over the affairs of the Province who expressed views that they were all delighted to hear.

The report was as follows:

"The committee appointed to prepare a scheme of organization for a Maritime Board of Trade respectfully recommend adoption of the following constitution:

1. This body shall be known as the Board of Trade for the Maritime Provinces.
2. It shall be composed of delegates selected by the various Boards of Trade throughout the Maritime Provinces.
3. It shall deal with all matters of trade and commerce affecting the interests of the Maritime Provinces or of any section thereof, as well as matters affecting the interests of the whole Dominion.

4. The officers shall be a president, a vice-president for each of the Maritime Provinces, a secretary, a treasurer and a Board of Directors, upon which there shall be at least one member from each Board of Trade affiliated with the body.

5. Meetings of this board shall be held semi-annually, in the month of _____, at such places as may be selected by the board at its meeting.

Your committee recommend that the first meeting be called by the president of the Halifax Board of Trade at such time and place as he finds will be likely to best accommodate the various boards.

The report was adopted, and a copy will be sent to each Board in the provinces.

Mr. Thorne moved, seconded by Mr. Spurr, and carried, that the session adjourn until 8 o'clock.

The Lieutenant-Governor.

On resuming in the evening, the President introduced the Lieutenant-Governor of New Brunswick, Hon. Mr. Fraser, who said he had much pleasure in being present. The gathering together of so many of the intelligent business men of the country could



IRA CORNWALL.
(Secretary St. John Board of Trade.)

not but produce results beneficial to the commerce and industry of the province. Many years ago he was a member of the Board of Trade at Fredericton. At one meeting a delegation was appointed to visit the city of Detroit, where there was a great meeting of delegates in reference to commercial matters between the United States and Canada, and among the delegates from the city of Fredericton were the late Judge Fisher and the late John Pickard. The greatest speech made at that meeting was that of the late Joseph Howe, and Canada came out with honors. Coming back to the present meeting, his Honor said that he was present in his representative capacity, because he thought it proper and right in an assembly of this kind to do so after receiving an invitation, and that he would by his presence give every countenance possible to the gathering of the intelligent minds of the country. "It is only by rubbing against each other, by the interchange of thought and business opinion, that one can arrive at a satisfactory result with regard to anything. One Board of Trade may take one, and another may take another view. Where a large majority of the Board of Trade of any community approve and pass any resolution with regard to any particular subject with which they have been dealing, it ought to carry great weight, and if you call together Boards of Trade, as you have done here, nothing but good can result."

Shortening Terms of Credit in the Interests of Legitimate Trade.

Mr. Joseph Finley moved the following resolution:

"Whereas the long credit system at present in vogue in this country is a serious drawback to healthy business;

"Therefore, resolved, That in the opinion of this meeting it would be greatly in the interest of the country at large if credits were curtailed and goods sold on shorter time by both wholesaler and retailer.

Mr. Finley said the resolution should be supported on four grounds: 1st. On the ground of economy. The short time buyer could buy goods considerably less than on the long-credit system. 2nd. It was strongly in the interests of legitimate trade. The shortening of credit would reduce a great deal of undue competition. The resolution should be sustained on this ground if on no other. The shortening of credit would revive legitimate trade. 3rd. It was the best help towards the collection of accounts. A short credit account was more easily collected than a long one. 4th. It would avoid accumulation of stock. The short time buyer was a most careful man, and it was seldom, if ever, that they would find an accumulation of stock when the short-time buyer knew he had to pay in 30 or 40 days.

Ward Pitfield, seconding the resolution, said if anybody wanted a reduction of credit it was the dry goods people. While Mr. Finley's terms were 3 to 4 months, their terms were from 3 to 9 months. It would be beneficial if the terms of credit were shorter, but the difficulty was to carry it out, as St. John only controlled a small portion of the trade of the Dominion. There was a pernicious system in the dry goods business of dating ahead, such as taking an order in June and dating the goods 1st November. Similar resolutions to the one moved were on the minutes of the Boards of Trade of Canada, not once but many times. It would do no harm to vote on this subject, and to vote unanimously, but at the present time, he thought, it was impracticable. The trade of Great Britain was run on long terms of credit, such as six months from 1st April for goods shipped in January to Canadian clients, from nine to twelve months to people engaged in the Australian trade, and in South Africa credits extended as long as fifteen months. He seconded the resolution, and asked the conference to unanimously place it on the minutes.

Mr. Pitts favored the resolution.

W. S. Fisher was pleased with the resolution. As Mr. Pitfield said, the carrying out of the matter was a different thing. They could not stand on their own merits; they had to be guided by and follow the people of the Upper Provinces. The cause of failure, as a rule, was not that the man had been extravagant or not done sufficient business, but heavy losses, because he did not collect promptly. The trouble was not so much as between the wholesaler, manufacturer or capitalist and the retailer as between the retailer and the consumer. The retailer felt compelled to give unlimited credit to his clients. If the country merchant were more careful, not so anxious to give credit, he would be the better able to pay the jobber or merchant promptly. We should follow the method of trade adopted in the United States, which is on the short-time principle.

J. J. McGaffigan said the root of the question was the consumer. The consumer had to do with lumbering and farming interests. This took up a large portion of 6, 8 and 12 months, and while these people were waiting for returns, the jobbers in the cities had to suffer. They had to compete with English and Western credit, and if a man could buy for cash he would do so, and take the dis-

count. It was not a question of ability to pay, it was inability to pay. He had to wait until the material grew. The lumberman had to go into the country with materials, pay for supplies, pay for materials to bring logs to market, and as he had to wait until he made a return, he was not able to meet bills in 30, 60 or 90 days. The men who labored with him did the same thing and got their support out of the store. They had to take more risks than the jobber in this country. If the jobbers were to identify themselves more with the people they would know that there were in the country honest, straight, upright men, who took more risks than the jobber and did all they could to pay their bills, but it was impossible.

The chairman then put the question which was carried.

The Treatment of Insolvent Estates.

W. H. Thorne, in moving the resolution, said the want of an Insolvent Act for the equitable distribution of the assets of insolvent estates was a great disadvantage to the legitimate traders throughout the province. In insolvent estates an agent for the insolvent came to St. John, asked them to accept a compromise of 25 cents or so, as the case might be, in the dollar. The majority to whom this appeal was made, with a leniency toward the trader, were inclined to accept the compromise without looking into the affairs of the insolvent at all. This had militated against the interests of the traders throughout the province, as well as creditors in other parts. These traders who came to grief asked for a compromise, and then put their goods on the market at a lower rate than any legitimate trader could buy them. In the absence of an Insolvent Act it was incumbent upon them to find some means of removing these difficulties. If there was an Insolvent Act it would be unnecessary to ask the conference to commit themselves to any such resolution as proposed, but it was desirable to have an expression of view upon the question. Mr. Thorne then read the resolution, as follows:

"That in the interests of legitimate traders it is desirable that we have an Insolvent Act, or an Act for the equitable distribution of insolvent estates."

Geo. A. Schofield seconded the resolution, and said that the present position of the matter in the Dominion was that an Act was passed by the Senate, would be introduced to the House of Commons at the next session, and would probably go through in some form or other. It was not worth while to press upon the Executive of the Dominion Parliament to pass an Act to provide for equitable distribution. If it did not, the Provincial Legislature should take the matter up, and not leave them as they had been, to the injury of the good name of this province and of Nova Scotia.

The resolution was carried unanimously, and it was agreed to forward a copy to the Provincial Secretary.

North Shore Lumber Freights.

J. J. McGaffigan then proposed the following:

"Resolved that in the opinion of the conference of these New Brunswick Boards of Trade, a special lumber rate on the I.C. Railway from the North Shore ports during the winter season to the open winter ports of the Maritime Provinces would add greatly to the business of the railway, and would largely develop the export lumber trade and enable that section of our province to participate in the Canadian export lumber trade to the United States, West Indies and South American ports in the winter season."

Mr. McGaffigan said that some time back they had tried to bring the matter before the Intercolonial Railway, and they were told that they could get no satisfaction from the parties at Ottawa who then managed the railway. Since then, however, there was a head of the railway at Moncton, and he knew that the interests of that section of the country had suffered in the years gone by. He understood that in order to get the lumber to British markets they were giving excessive rates to steamships and sailing vessels, and if they had anything like a fair rate on the I.C.R. they would not force a market in Great Britain, and in certain seasons of the year, owing to several sections of the country being closed to navigation, they could largely develop that trade through the open winter ports.

Mr. Hatheway said he knew personally of large quantities of shingles that had left by the way of Grand Trunk, and railways of the States of Vermont and New Hampshire, to Boston and other ports.

Mr. Thorne, in seconding the resolution, said that although there had been considerable discussion on this subject, there had been but a slight concession made, and it was not sufficient to induce them to ship. It was acknowledged on the part of the department that while the through freight rates from Halifax to all points in Canada and Ontario was at a rate that did not pay them, the rate proposed by the North Shore lumber merchants would give them a profit. There would seem to be no reason why concessions should not be made by the railway to enable the merchants to ship during the winter season a great deal of their lumber through the port of St. John.

Mayor Robertson said it was a very hard case that the whole lumber country on the northern shore should be deprived of the United States market.

J. D. Creaghan thought it was proper for the I.C.R. to give a special, low rate, the duty on the logs, etc., being now taken off. It would increase the traffic to St. John, and serve the city especially.

The President put the question, which was carried unanimously.

To What Extent may a Wholesale House do a Retail Trade, and Would it not be to the Mutual Advantage of the Wholesale Merchant and Country Storekeeper that the Retail Trade be Left to the Latter?

J. D. Creaghan moved, seconded by Mr. Hennessey, the following:

"Whereas the practice of selling merchandise at retail by the wholesale trade is detrimental to the mutual interests of both the wholesale and retail trade of this Province, tending to increase the cost of selling and commercial risk of the former, while compelling the latter to seek business advantages outside this Province which might naturally be expected from the wholesale firms of Canada if a different system of trading be established;

"And whereas the practice of selling goods to private persons by wholesale firms has been going on for a long time;

"Be it therefore resolved that this conference disapproves of this manner of doing business and recommends that any wholesale firm in Canada who shall hereafter do a retail trade as above described, in the Province of New Brunswick, shall be reported to the different Boards of Trade of this Province by the aggrieved merchant to be dealt with at their next meeting."

Mr. Thorne sympathized with the mover and seconder. It was one of the most difficult problems that he had to deal with in his business, where the consumers were very often the largest purchasers of many lines of goods that were never kept amongst the traders in the country districts. That was the difficulty that lay in the way of supporting the resolution from his own standpoint. He protected traders as far as possible, but a very large number of articles that were kept in stock in St. John were not kept by the retailers throughout the country, and people were forced to send to St. John for the purpose of finding exactly what they wanted.

H. H. Pitts said there were three words that should be omitted in this resolution—"in St. John." This thing was not in St. John. It was not the travelers from St. John, but those from Montreal and Toronto, who sold goods to wholesale merchants, and then went up through the little villages taking their samples and showing them to people, and selling them at the very same cost as they sold to the wholesale merchants. "In St. John," should be "in Canada."

Mr. Creaghan accepted Mr. Pitts's amendment.

J. F. Merritt said his own firm gave strict orders to their travelers only to sell goods to dealers.

Mr. Schofield would like to ask how it was proposed to deal with the case of a wholesale merchant who had no customer in, say, the town of Newcastle. Would their idea be to go so far as to say that, the wholesale merchant doing no business in the town, it would be right to debar him from doing any business at all in the town, there being no shopkeeper willing to buy goods from him?

Mr. Creaghan replied that if a wholesale house came into a

town and it did not suit anybody there to buy from them, would that drive the wholesale house into a retail business, to sell goods to a private party? Some time ago he had sold a small party six suits of clothes, and then a large wholesale and very respectable firm in Montreal quoted these same goods 50 cents or so less than he had sold them for. The customer was a lumberman, and not recognized in business at all.

Mr. Ellis asked what difference there was between this and selling a barrel of flour to the city trade.

Mr. Hatheway would be glad if the wholesale merchants would agree not to sell any goods to consumers at all. It was simply a matter of agreement. If the wholesale merchants would agree not to sell to consumers he, for one, would be glad to fall in with such an arrangement. He had often advocated this.

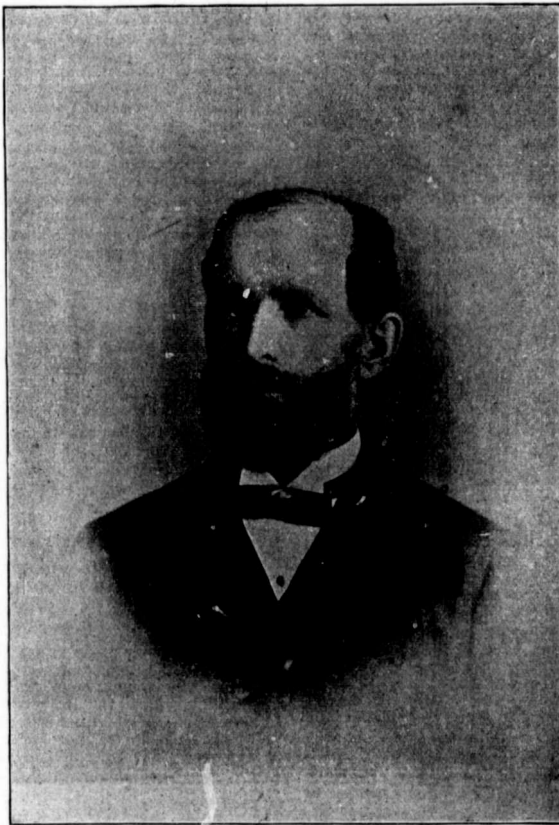
Mr. McGaffigan said this matter had been brought up in the northern part of the province and they had threatened to boycott St. John and other merchants in the province who sold goods in this way. Fishermen clubbed together and got their nets at wholesale prices. The wholesale men did not know who they were dealing with, did not know the people and were not familiar with the section of the country. The merchant heard of the transaction and made a complaint if his own orders were filled with the house who had sold the goods. It was a hard matter to settle. He would like to see the merchants of St. John take the matter in hand themselves and show their determination not to sell goods to consumers in the country.

Andrew Malcolm remarked that in buying goods in Boston, where he was not known, his name was always looked up in the directory to see who he was before prices were even quoted on goods.

Mr. Troop, of Halifax, asked whether it was the intention of the mover of the resolution that it should extend to persons who do a wholesale and retail business at the same time.

Mr. Creaghan replied, "Not at all."

The question was then put to the meeting and carried unanimously.



GEORGE ROBERTSON
(Mayor of St. John).

The Exportation of the Products of Canada Through Canadian and not Through United States Ports was then Discussed.

Mr. S. Schofield introduced the subject by moving the following resolution:

"Whereas it is manifestly the duty, as well as the interest, of each section of the Dominion to assist in promoting the welfare and prosperity of the whole country;

"And whereas it would be advantageous to the Dominion generally that its import and export trades should be conducted over Canadian railways and through Canadian sea ports;

"Therefore resolved that the Managers of the Grand Trunk, Intercolonial, and Canadian Pacific Railways, as well as the various Boards of Trade throughout the Dominion, be requested to promote the foregoing idea so far as practicable, especially by utilizing the Maritime Province sea ports during the winter season when the St. Lawrence is closed to navigation.

"And further resolved that the Dominion Government also be requested to co-

operate in every possible way, more particularly when arranging future steamship subsidy contracts, which should always stipulate for the use of Canadian ports only, and thus carry out the policy of "Canada for the Canadians."

Mr. Schofield proceeded to say that it might seem strange that such a resolution should be proposed 27 years after the Confederation of the Canadian Provinces, and 7 years since the opening of the Canadian Pacific Short Line to this City. They certainly, he said, had very great expectations with regard to the benefits that would flow to these Provinces from the establishment of Confederation, and from the opening of that great railway, but they had suffered a very great deal of disappointment, and it was because of that, that the feeling existed to-day that some movement was desirable, and the matter was brought before the Conference in order to obtain its opinion and support that greater benefits might come to this Province than had been realized. Proceeding, he said, that the C. P. R. since it had been opened and in operation to this city, was known to have carried very large quantities of the products of Canada to United States ports, and very little had come to St. John or Halifax. The Grand Trunk Railway had carried nearly all the products that are exported over its road to Portland, Maine, and from that city it had been carried to the old country by steamers subsidized by our own Canadian Government, which was the greatest disappointment of all. A change was demanded, and he might fairly say not only by New Brunswick but by Nova Scotia. These Provinces had rights. They had paid, and were still paying and would always have to pay their share of the interest on the public moneys of the country which had been invested in the C. P. R. and canals and other improvements to the country to the west, and it was natural and right that they should claim to enjoy some of the benefits which resulted from these great public undertakings. He claimed from the Government more particularly, that they should assist this demand and movement in every way they could by subsidies, and, if possible, by Provincial tariff arrangements, so as to encourage the importation and exportation of goods to and from Canada through our own ports. In asking that assistance from the Central Government they were strengthened by the fact that there was a great principle underlying the whole principle of the Government, that is protection which was afforded the manufacturers and all kinds of industries throughout the Dominion. Surely it was only the same principle when he asked for protection for the sea ports and their proper business, handling the imports and exports of their country. He asked the railways for their support. The Intercolonial Railway had been built entirely by the public money of the country, and there could be no doubt that the management of that railway should do all they possibly could to do what he asked. The Grand Trunk and Canadian Pacific Railways had also been very largely aided by the public money of the country, and he was justified in asking the management of these railways to do something for the benefit of all sections of the country. As regards the people of the country generally, they were asked to support this movement on the ground of self-interest. It was to the interest of everybody in every part of the Dominion that the whole should prosper. The Maritime Provinces could not possibly prosper as they should do if they were deprived of this trade. The idea was a national one, and on that ground, and on patriotic grounds, they appealed to the public generally throughout the Dominion. The next consideration would appear to be the practicability of the scheme. The most important point in that connection was the distance between the Old Country and, take Montreal. The shortest distance between Montreal and Liverpool was via Portland, Maine, next came St. John, next Halifax, and next New York, that was taking the railway and steamship distances together. From Montreal to Liverpool, via Portland, was 3,147 miles; via St. John, 3,181 miles (only 34 miles more); via Boston, 3,290; via Halifax, 3,319, and via New York (which controlled the largest part of the trade), 3,375 miles. Between the longest mileage, via New York, and the shortest mileage via Portland, there was only a difference of 228 miles. It was a mere nothing in the consideration of the total and it is quite evident that it was not a question of mileage which would cause the province to gain the trade and hold it.

In regard to the ports, Nova Scotia had Halifax and Louisburg both capable of prosecuting business. He was not claiming on behalf of the Board of Trade of St. John that this business should only go through New Brunswick. They were claiming that the Maritime Provinces and Nova Scotia had at least as good ports. New Brunswick had two good ports, St. John and St. Andrews. In a general way there was no question of the practicability of the scheme. They required assistance from the Boards of Trade in order to accomplish this object. They wanted the assistance of their Parliamentary representatives, and if the people were in earnest and laid the matter before their Parliamentary representatives, it followed as a matter of course that they would get their assistance and the matter would be urged upon the Government. Whenever that point was reached, that the object was accomplished

or within reach, there was no doubt there would be a friendly rivalry as between the different provinces and the different ports. St. John would like to have as much as possible of the trade, and the same with Halifax. It was wanted for the Maritime Provinces first, and then they could do what they could for their own respective interests.

In regard to St. John, a great deal had been said as to the capabilities of the port, and they had found it necessary to present a great many facts on that subject to the public from time to time, and on one special occasion the Board of Trade, in order to remove a great many erroneous ideas conveyed in regard to the Bay of Fundy and the harbor and port of St. John, appointed a special committee to look into the matter and get all the information possible and report to the Board. That committee performed its work satisfactorily, and at great length. They had prepared a pamphlet on the Bay of Fundy and the port of St. John. This showed that the port, so far as navigation went, was one of the safest north of the Hatteras. There were deep water wharves on each side of the harbor, with 27 feet of water at low tide. The C.P.R. grain elevator was the best in America. He made these remarks with regard to St. John, as Mr. Troop and others had an erroneous idea of the port. He asked that each Board of Trade take a copy of the pamphlet containing the report of the special committee on the subject.

Mayor Robertson said he had the honor to second the resolution. Since 1882 this question had been at various times discussed by the Dominion of Canada and by the mother country. Those who had voted for the confederation of the provinces did so because it was represented that it would benefit the provinces, and those in the Maritime Provinces had been grievously disappointed. The Lower Provinces were to have the handling of the import and export business, but they had not got it. Neither the Intercolonial nor the Canadian Pacific Railway short line had brought the business as they should have done. St. John had done her part and expended a quarter-of-a-million of dollars upon her harbor, etc. He confessed it was the most difficult problem in the Dominion of Canada. He feared that unless the Government took hold of it with the determination of subsidizing freight lines and giving rates of freight to those who were running the lines to compete successfully with their rivals, that it could not be done. There was not only a Canadian aspect, not only a Maritime Province aspect, but there was an Imperial aspect. There was an Imperial aspect to it from the time that the Intercolonial Railway became a part of the contract. It was guaranteed by the British Government, and the money was raised by that guarantee. He held the Mother Country was to-day more deeply interested in this matter than she was in uniting the different provinces of Canada. At the Intercolonial Conference held at Ottawa the other day, this great question came up, and it was one of, if not the, principal question that came before the conference. Already the Canadian Government had granted a considerable subsidy to a line of steamers from Vancouver to Australia, and an enormous amount of money had been put in the C.P.R. At the discussion of the great question in Ottawa the British Government had a representative in the Earl of Jersey, and he is to report to the British Government, and he (the speaker) judged that the Government of Canada and the people of Canada were waiting with considerable interest as to the result of the report of the Earl of Jersey. They had to consider the possibility of the British Government taking hold of this thing and putting it through and making it a success. The cost of a six months' war with France would give the steamers and divert the trade that goes through the American ports. Mr. Robertson proceeded to read an extract from a paper to the effect that it was as much to the interest of the Australian Government as to the Canadian Government that a subsidy should be granted and a fast line established. The mails would gain several days by the Canadian route from Australia. The present contract for carrying the British mails, and vice versa, by the Peninsular and Oriental and other lines via the Suez Canal would expire in the year 1896, and in that year it would be available for re-distribution and then the Canadian route would become a powerful competitor. The mails from Australia can be delivered at Vancouver in 18 days, carried across the continent by the C. P. R. in five days and across the Atlantic in six days, making twenty-nine days in all. Mr. Robertson thought it was too much for the Government of Canada and the people of Canada to undertake. With all the energy, perseverance and determination of this country, it was sometimes, and he believed in this case it might be, far too much to undertake this tremendous service unless supported by the Imperial Parliament and by the Government of Australia. When the report of the Earl of Jersey came in they would come to the end of the question and know whether they were to have an Imperial highway across the Dominion of Canada or not. He had dwelt at some length upon that aspect of the affair as it was the only aspect that held out any hope for the future. The C.

P. R. had bowed to the strong feeling in Winnipeg, but Mr. Van Horne said it was absolutely necessary to make American connections. The C. P. R. had gone to American ports and had hauled our freight without reference to the national idea and purely on the principle of dollars and cents.

There was still another aspect to the question. The Maritime Provinces had a right to ask the Canadian Government to give the Maritime Provinces' view of the question more consideration than they had yet given it. The other day they had a deep water conveyance to carry the St. Lawrence route through to Chicago. He did not believe that there was a thought in the minds of the western Canadians about the importance of the Maritime Province to the Dominion of Canada. He regretted to say that he found a great deal of indifference, showing that we were not, with all our Maritime ports, in their thoughts at all. He had said in Montreal latterly: "Canadian as I am, strongly as I have faith in Canada and the Imperial idea, if the present state of affairs continue, if the trade of Canada continue to pass through American ports, I fear that the people of the Maritime Provinces will come to the point

not use United States ports, that they must discharge their cargo at either St. John or Halifax, or both. The Government were giving public monies away to support a foreign port.

Hon. Mr. Lindsay said the Government should give a large subsidy to the railroad to carry cheap. Every man would ship by the cheapest route. The freight on the Intercolonial Railway should be so low, that by shipping by this route would be to the advantage of the people to do so.

Mr. Hatheway then put the question, which was carried unanimously.

Delegates at Luncheon.

The St. John Board never does things by halves, and when they decided on a conference they also arranged a luncheon which was a most delightful one. The chair was occupied by Mr. Hatheway, and the vice-chairs by W. H. Thorne, C. A. Everett, W. S. Fisher and W. M. Jarvis. After the bounteous repast, and Her Majesty's health had been toasted, the Chairman proposed "The Governor-General," to which J. V. Ellis, of the St. John Globe,



Farmers Don't Read

it. They would find little to interest them if they did, but all the live Hardware and General Dealers in Quebec, New Brunswick, Nova Scotia and Prince Edward Island do, because it contains information which they must have, and which they can get from no other source.

HARDWARE MERCHANT

Toronto and
Montreal.

and say that it must not exist any longer." Were we going to stand by and see our seafaring men go to American ports, our greatest interest of ship-building passing away.

A great problem laid before the Canadian Government unsolved, and it would have to be grappled with and solved if they were going to build up a great Canadian nationality. It was the duty of the City of Halifax and of every county of the Maritime Provinces to join St. John in this common object, that the Canadian trade that is being largely developed in American ports shall be diverted to the proper route, and if it could be done by the hands or money or energy of man, it should be done, that we might become in very truth a Dominion from the Atlantic to the Pacific.

Hon. Mr. Lindsay said he would like to ask, if in shipping to the Old Country or importing back, the Government were to make the people ship by the dearer route?

Mr. Schofield said that in arranging subsidies with the Dominion and Allan lines of steamers, the Government should say they must

responded, saying he was not sure how far the Governor-General would approve of his answering the toast on this occasion. His Excellency was here, and we found him a gentleman in every sense of the word. We had never a Governor-General who made less distinction among all classes than the present one. Everyone had been deeply impressed with his wife, who had taken such a deep interest in the people. (Applause.)

W. S. Fisher proposed "His Honor the Lieutenant-Governor," to whom he paid a glowing tribute. He was a lawyer and a citizen, and one of whom all had felt proud.

Hon. James Mitchell responded on behalf of the Lieutenant Governor. It gave him a great deal of pleasure to do so. He would say very little in addition to what Mr. Fisher had. Every man, woman and child knew the name of Governor Fraser, and no man was more popular than he. The newspapers, which delighted to say the very best of a man, told of what a reception he had had on his recent visit to the North Shore. He expected that

he would have been at the conference. He felt that he was echoing the feelings of everyone in New Brunswick when he said the present Government occupied a warm place in the hearts of all. Since Governors had been selected from men of New Brunswick we have had men of whom we have felt proud. If Governor-Generals were selected from men of Canada, we could produce as good men as can be sent from England. The gift of John J. Fraser as Governor of New Brunswick was one of the best that could have been given this fair province of ours.

The next toast was "Our Guests from Nova Scotia." The president spoke of the mines of Nova Scotia, its agricultural advantages, and the many other things which made it what it was.

Mr. Troop, president of the Halifax Board of Trade, was received with three cheers and a tiger. He said that if an eloquent speech was expected from him those assembled would be surprised. It was the forte of merchants to do and not to talk. There was a profession whose members could do and talk also. The president's kind references to Nova Scotia had entirely overcome him. Nova Scotia had great capabilities as he was aware, and he could safely say it had the most kindly feelings towards the adjoining province of New Brunswick. When he received the invitation of the St. John Board to attend the conference, an honor was conferred upon him that he had not anticipated, and would not soon forget. The interests of the Maritime Provinces stood in a peculiar position in this Dominion. We had the great Western Provinces in a measure eclipsing and overshadowing our Maritime Provinces. For 15 years the press had been pointing towards the great western country and "Go west, young man," was the advice given. We felt now that we had interests in the Maritime Provinces. The St. John Board of Trade had struck the keynote in calling together here representatives from the various Boards of Trade, and in showing that the interests of St. John were not different from those of the outlying districts. The question of having such a conference had been discussed by the Halifax Board. He spoke very much in favor of these gatherings, and showed the advantages of them to the cities and towns of a province. As the cities advanced, so must the rural districts, and when representatives from them met the city men, prejudices were torn down and more was thought of the interests of New Brunswick. What would we give in Halifax, he continued, if we had a noble river such as you have behind you! We boast of having a good harbor, but Providence gave us that, and did not give us a river of such grandeur as St. John. The first trip he had made from his home was up the St. John river to Fredericton. He had since traveled the whole continent, but had found nothing of such beauty and with such scenery as the St. John. He saw around the table gentlemen who had been born in the same village in Nova Scotia as he. He had no sectional feelings, but believed in the possibilities of the Maritime Provinces. "But one word of warning. That is, a determination that country must be before party. We have a good country, and have spent a good deal of blood and money. We of Nova Scotia didn't take kindly to the union that made us citizens of Canada. The past is forgotten, and now we are to make the country what it can be. We will work in the interests of trade, and let us do what is best to advance its interests. You have so well undertaken the work of bringing around you gentlemen of the Boards of Trade, that let us hope that from this time forward the circle will be enlarged, and that hereafter we will have Maritime Province Boards of Trade. If ever we have the pleasure of inviting the Boards of Trade to the city of Halifax, we will give them a right royal welcome; and I will tell the board of your sister city of the welcome you have given their president to-day. I wish you every prosperity. Let us remember that we have an important office to fill, a duty to perform. If we respect ourselves, we will be respected by the people who at present overshadow us. Our integral rights as a population can only be secured by a determined purpose of the people of the Maritime Provinces."

Mr. N. Currey, of Amherst, was glad to be present and hear the debates, which he had listened to with pleasure and profit. The Amherst Board of Trade was established only a short time ago, but they had been grappling with such things as freight rates, pedlars' rights, etc. He agreed with Mr. Troop that it would be well to have a Maritime convention. The Insolvent Act was something that might well be dealt with by the Boards of Trade and the merchants of New Brunswick before it was passed by the Government. He didn't like the bill as it stood. A good Insolvent Act was a good thing, but a bad one was worse than none at all. Referring to freight rates that affected the people of the North Shore, there was one thing that should be thought of, and that was the ship railway, which, when completed in two years, would greatly cheapen the rates between the North Shore and S. John.

Mr. W. M. Jarvis said he had been asked to propose the toast of "Delegates from New Brunswick Boards of Trade." Some day he

hoped to see a hearty reunion of all Maritime Boards of Trade. This move of the St. John Board of Trade was experimental, and some day likely they would call together all the boards. We wanted to see that we were working together for the common good of the province. He spoke of the hospitable and hearty reception the Church of England delegates—of which he was one—had received at Woodstock. Following up along the lines of an editorial he was very much pleased to see in one of the morning papers, we should try to develop a public spirit.

Mr. J. S. Neil, of Fredericton, thanked the St. John Board on behalf of the Fredericton Board for the way they had drunk the toast. He acknowledged the success of this conference. He had learned much during his visit to St. John. Since the Fredericton Board had been organized, some four years since, it had done much and endeavored to show the capabilities of their city. He referred to the beauty of the River St. John, and advocated an improvement in navigation. Though the river should be given some necessary dredging.

Mr. H. H. Pitts, of Fredericton, said that just as the Boards of Trade understood their strength and usefulness the more would the people recognize them. In commercial union was what was wanted with the Old Country, and he told them that during his visit across the water, he had the privilege of going up the Rhine a short time since. We had just as good country here, but we didn't appreciate it. We have the greatest country in the world, and New Brunswick and Nova Scotia were the best of it. There was nothing like advertising it. New Brunswick and Nova Scotia were self-contained. We had no use for the rest of the country if they had none for us. Send over some of our young men to the Old Country and let them see poverty and vice there, and there couldn't be any better advertisement than that.

Mr. J. W. McCready, of Fredericton, thought he was safe in saying Frederictonians were a happy and prosperous people who lived in a beautiful city. Their business laws were sound and the city was enjoying a fairly substantial growth. The newspapers had quit talking about the west and had learned something of their own country, and the people were beginning to do so also. The west had had so much attention since the formation of the country, because it was necessary. If our young men could be taught to stay home it would be the best thing for the country. There were plenty of room for them and plenty of work.

Mr. Teed, of St. Stephen, said he would like to make a speech but couldn't. He congratulated the St. John Board on the movement it had inaugurated, and could not see why a further movement should not be made. The St. Stephen Board of Trade was formed four years ago, and had reason to congratulate themselves on what they had done. He could not see why a Maritime Board of Trade could not be formed and be a success. While we must appreciate and feel proud of the west, the success of business in the Maritime Provinces must first claim our attention. We must be liberal and willing to give and take in matters of business. The interests of the different sections of the province were identical. If the united Board of Trade could be formed, we would have a body that must make itself felt in the councils of the country. The St. Stephen Board of Trade, as soon as they got accommodation, would be only too glad to have a convention of the boards there.

Hon. James Mitchell was glad to be present as a representative of the St. Stephen board. They lived down on the border, where they could hear the American eagle scream every day. They were proud of their town, and proud to be under the broad old flag of Old England. Perish the day that they should wish for anything better. They were not provincialists down there alone, but Canadians, who wanted to see the whole country prosper, and it would be felt among the nations of the earth.

Mr. Hennessey, of Newcastle, spoke of that portion of the country, whose people were chiefly occupied in lumbering and fishing. The St. John river was the first river in New Brunswick, but the Miramichi was the second. Immense quantities of lumber were shipped from it during the year. A great deal of their money found its way to St. John, as the people of this city did a big business with them. He spoke of the excellent treatment he had received this time in St. John.

Mr. Creaghan, of Newcastle, said it was a pleasure to be in St. John and receive the information he had got at this conference. He was peculiarly struck with the remarks of Mr. Troop, of Halifax, about the St. John river. He thought the Miramichi was the first river of Canada. He had seen 200 sails of vessels anchored in the Queenstown of Canada in the Miramichi. It was a splendid summer port but unfortunately not a winter one. He regretted very much that the people of the North Shore had thought the merchants of St. John were crowding them politically and otherwise as in the matter of stumpage. He thought the agricultural implements, carloads of which came to the North Shore, should be manufactured in St. John instead of Upper Canada.

Donald Morrison, of Newcastle, said that although the Miramichi river was closed in the winter, thousands of dollars' worth of fish were got out of it. He referred to the good feeling that should exist among the people of the Maritime Provinces.

Mr. Saunders, of Woodstock, thanked the St. John Board on behalf of the Woodstock Board for inviting them to this conference. Some fifteen years ago he went into business in Woodstock. He used to come to St. John two or three times a year, but now travelers went through the country, and the merchants did not come to St. John. He thought that was a mistake, as he and others would like to come here and renew acquaintances. Although much had been said of Lieutenant-Governor Fraser, he had found among the St. John Board of Trade many a man who would make a capable Lieutenant-Governor.

Hon. Wm. Lindsay, of Woodstock, said our country was a good deal as we made it. Some of the gentlemen had told of the large quantity of lumber that was sent away. They had seen Americans taking the lumber across from this country and manufacturing it, and then bringing it back to us and selling it. He strongly advocated home manufacture. Woodstock was the garden of New Brunswick. He spoke of the good crops, good horses, etc., of Carleton county. He was the oldest trader in the room, having been in the business fifty-five years, and knew this country was what the people make it. In Woodstock they had three sash and door factories, three carriage factories and three machine shops. He was glad to see the young men coming back to this country. He hoped all would study the interest of the country and do all they could for its prosperity.

Mr. Ketchum, of Woodstock, joined with Mr. Saunders in the hearty congratulations on the success of the conference. The Woodstock Board of Trade was only a few months old, but was a lively infant, and had done considerable kicking to remedy grievances.

Mr. Troop, of Halifax, was fully aware, and appreciated that he was in the city of St. John. He proposed the health of Mayor Robertson, who was highly esteemed, and whose reputation was established not only in the Maritime Provinces, but in the far west. At Montreal he uttered a sentiment of which every man in the Maritime Provinces should feel proud. He spoke in plain language on the winter port question. He did not think a foreign port should be built up as the winter terminus, that was, Portland, Me. He thanked Mayor Robertson for what he had said. Lord Aberdeen was present and heard Mayor Robertson say that when the St. Lawrence was closed a Maritime Province port should be chosen for the winter port.

Mayor Robertson thanked Mr. Troop for the kind reference he had made to him. He felt, he was going to say, almost jealous of the privilege his warm friend, the president of the St. John board, had in arranging the grand gathering of to-day. To him should be given all the credit. St. John could boast of an antiquity, being incorporated in 1785. Not more than 40 years afterwards, the Chamber of Commerce was inaugurated, and now, as the St. John Board of Trade had taken an active interest in its city. The extent of St. John's commerce and her history gave her a noble position. There was a time in the commercial history of New Brunswick when St. John was more to the rising towns of the province than she was to-day. Now the cities of Fredericton and Moncton competed with St. John, and although there was competition underlying there was a sentiment of good feeling and brotherly love. He had had an opportunity in Montreal of saying a word for Halifax. Halifax had some advantages. St. John had some advantages, that entitled each to the winter port. It was, after all, a matter of competition, and let the best one win. He favored the establishment of a Maritime Board of Trade. In speaking of the success of the New Brunswick men, he said that to those who were trying to rise to the heights of the mercantile trade, a vast amount of the knowledge of the country and the laws was necessary. Honesty was the backbone of trade. Many of the merchants commenced life by carrying a pedlar's pack through the country, but those days had gone by. He spoke of that, as the question had been discussed in the morning. He closed by thanking Mr. Troop for the kind remarks he had made to him and to the city of St. John.

Mr. Teed, of St. Stephen, on behalf of the visiting brethren, proposed the toast of the president and St. John Board of Trade.

President W. F. Hatheway made a short reply of thanks, and also made a short reference to trade matters. A great many years ago he heard a gentleman remark on a railway train that trade was hard and selfish. He had since learned that it was no more hard and selfish than any other vocation in life. The complete success of cities and their happiness lay at the foundation on stone of labor and then trade. Rome, Athens and Alexandria rose on the heights of their military forces; but where were they to-day? Where was Venice since it had lost its trade? To-day, England the nation of shopkeepers, stood at the head of the world, and Canada was a part of it. He was proud to be a Canadian, and hoped that no one would ever be able to point with scorn at a resident of this country, but always look on one as a man of probity and honor.

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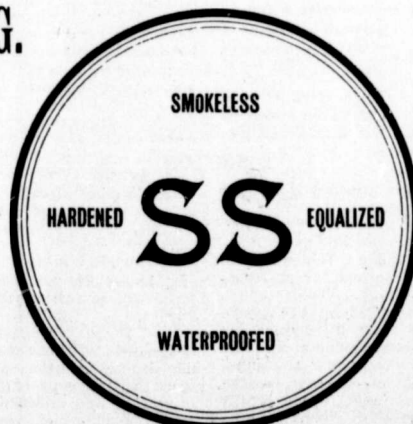
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Who also manufacture Rifleite '303—Rifleite '450—SR—SK—and SV, all of which shoot to perfection.

ELECTRICAL MEASUREMENT.

The Board of Trade of London has re-vised a report on the standard of electrical measurements and has recommended the following:

A standard of electrical resistance denominated one ohm, being the resistance between the copper terminals of the instrument marked "Board of Trade ohm standard, verified 1894," to the passage of an unvarying electrical current when the coil of insulated wire forming part of the aforesaid instrument, and connected to the aforesaid terminals, is in all parts at a temperature of 15.4 C.

A standard of electrical current denominated one ampere, being the current which is passing in and through the coils of wire forming part of the instrument marked "Board of Trade ampere standard, verified 1894," when on reversing the current in the fixed coils the changes in the forces acting upon the suspended coil in its sighted position is exactly balanced by the force exerted by gravity in Westminster upon the iridio-platinum marked A and forming part of the said instrument.

A standard of electrical pressure denominated one volt, being one hundredth part of the pressure which when applied between the terminals forming part of the instrument marked "Board of Trade volt standard, verified 1894," causes that rotation of the suspended portion of the instrument which is exactly measured by the coincidence of the sighting wire with the image of the fiducial marked A before and after application of the pressure, and with that of the fiducial marked B during the application of the pressure, these images being produced by the suspended mirror and observed by means of the eye-piece.

In the use of the above standards the limits of accuracy attainable are as follows:

For the ohm, within one hundredth part of 1 per cent.

For the ampere, within one-tenth part of 1 per cent.

For the volt, within one-tenth part of 1 per cent.

REGARDING THE TARIFF.

Few people are there who have anything like a wide acquaintanceship with the tariff of the country in its bearing on different articles which they buy and sell. This is inexcusable. The lists which the Government issue all cannot get, but if all cannot get the Governmental list everybody can Irwin's Hand-book to the Canadian Tariff. At the last session of Parliament, it will be remembered, the tariff was changed materially. These changes have all been taken note of by Mr. Irwin's book which has just been issued; and not only that but the latest rulings are duly chronicled. A feature of the hand-book in addition to its bearing upon

the tariff is a resume of the Ontario Commercial Law. Then there are "Hints for Importers," and many tables and other information of value to business men. Every merchant and manufacturer, and in fact everybody, should have a copy of C. W. Irwin's "Hand-book to the Canadian Tariff" in his possession.

JELLSTONE.

The new wall-coating now being placed on the market by the Alabastine Co., Paris, Ont., is attracting the attention of painters as an article destined to supersede the use of whiting and glue, so invariably used as a cheap wall finish, from the fact that it is ready for use by simply mixing with cold water and has a better covering capacity than kalsomine and is sold at 3c. per lb., the mere cost of whiting and glue, while saving all labor of papering. Mr. Church, the inventor of Alabastine, is the compounder of Jellstone, which is a guarantee of its excellent properties. Mr. Church, who has spent a life-time in the study of wall coating line manufactures, does not expect Jellstone to supersede Alabastine in the demands of the general public, but rather to enable painters to have a first-class coating always ready for use at a price equal to that of raw material. How he has succeeded is obvious. Sanderson, Pearcey & Co., Toronto, are agents both for Alabastine and Jellstone.

BROOM CORN SITUATION.

Wm. S. McDonel, manager of the Windsor Patent Brush Co., Sandwich, Ont., has returned from a purchasing tour of the Western broom corn growing States. He found that the condition of affairs at the source of supply warranted the large advance of broom corn by the dealers and commission houses. There is not enough on hand to go around, at last year's rate of consumption; besides, ordinary years one-half of the crop is carried over. The manufacturers in the States have advanced prices 60 to 75 cents a dozen, hardly the difference of price of the raw article in brooms. The Canadian manufacturers have advanced 25 to 40 cents a dozen, being satisfied to do business at a loss till the trade gets used to the advance.

A BIG LOG.

What is understood to be the heaviest and largest log of mahogany that has ever been brought to Liverpool was landed the other day. The log in question was brought from the West Coast of Africa in Messrs. Elder, Dempster & Co.'s steamer, the Matadi. The leviathan weighed no less than 15 tons, and, on account of this weight, the Mersey dock officials would not allow it to cross the bridge at the Coburg Dock, where it had been landed. It became, therefore, necessary to obtain the services of the steam floating crane Atlas, which brought the log

from the Coburg Quay, and placed it on two large timber carriages. The log is now in Messrs. Alfred Dobell & Co.'s yard at the Canada Dock. It took five powerful horses to pull the log along the streets, and, during its progress, it was an object of much interest. The Atlas can lift 100 tons weight, and had it not been for this crane, the log could not have been removed.

MAKING MANGANESE STEEL.

A method lately patented in England by R. A. Hadfield is described as follows: A heat of ordinary steel is made in any convenient manner; this steel is preferably low in carbon. The steel is then transferred to a ladle. Another ladle is hung from a Denison suspended weighing machine, and has poured or placed into it the necessary quantity of molten or heated ferromanganese of suitable percentage, according to the percentage required in the steel to be produced. There is then added to this as much of the ordinary steel as will increase the contents to that of the required quantity of manganese steel. In this way, thorough admixture may be effected, but, if desired, there may be additional stirring. The admixture will then be ready for pouring into ingots or castings.

W. H. Rowley, of the E. B. Eddy Co., of Hull, was in Toronto this week.

At Hartney, Man., Sunday night burglars entered Hartney & Dickson's general store and broke open the safe. The firm lost about \$1,000, the Ogilvies \$800 and the Lake of the Woods Milling Company an unknown amount.

A. N. C. Black, private banker of Dutton, is in financial difficulties, and he is away. He was treasurer of the High School Board, and was asked to pay the money, \$2,200 over, but failed to do it, and his surety, Mr. J. B. Crawford has paid the money. Mr. Black was one of the best-known men in West Elgin, was clerk of the Division Court and formerly licence commissioner, and was highly respected. He had carried on a banking business in Dutton for twelve years, coming there from Strathroy.

The work of prospecting along the Seine River has now been carried far enough to demonstrate that the gold deposits found there are marvellously rich. Not only has the famous Wiggins mine set prospectors wild, but the discovery of the Last Chance mine, and a dozen or more properties equally as good, have caused a rush to that locality that reminds one of the old '49 days in California. Over 200 prospectors are now said to be at work in that vicinity looking over every foot of ground.—Colliery Guardian.

The following persons compose the syndicate which has been formed to construct the Toronto, Hamilton and Buffalo Railway: S. E. Peabody, Boston, Mass., president American Loan and Trust Company; Henry D. Hyde, Boston; W. N. Collier & Company, New York, bankers; John N. Beck, ley, Rochester, N.Y., president Rochester Street Railway Company; Gilman H. Perkins, Rochester, N.Y., Smith, Perkins & Company; William S. Kimball, president Union Bank, Rochester, N.Y.; A. Erickson Perkins, Rochester, N.Y., cashier Union Bank; Frank S. Upton, Rochester, N.Y., vice-president Central Bank.

CUTLERY Largest Assortment Closest Prices

G. WOSTENHOLM & SONS, Ltd.
JOSEPH ELLIOT & SONS
JOHN ASKHAM & SON

GEORGE BUTLER & CO., Ltd.
THOMAS ELLIN & CO.
And other reliable makes.

WE OFFER OUR ENTIRE STOCK OF

👉 Joseph Rodgers & Sons' Goods at Special Prices. 👈

H. S. HOWLAND, SONS & CO.,

37 FRONT STREET WEST - TORONTO.

POWER DEVELOPED AT NIAGARA.

The total fall between Lakes Erie and Ontario is 329 feet, and is made up as follows: From Lake Erie to the head of the falls, 70 feet; the falls, 161 feet, and below to Lake Ontario, 98 feet. Consequently, says E. A. Le Sueur, in Science Monthly, the total power running to waste is more than double the 5,000,000-horse power on the falls. An idea of the proportion that this total bears to what may be called the world's consumption of power may be had from the fact that it is computed to be equal to the total of all the steam-generated power in the world.

The geographical situation of the falls with respect to nearness to the at present great power consuming centres is, as hinted above, not quite all that could be desired; but there are, nevertheless, several cities within reach, electrically speaking, which will use an enormous amount. Buffalo may be said to be next door, and Rochester is within easy reach. In the not too far distant future we may expect to see the great electrical manufacturing works in Schenectady

operated, as is met, by electrical power from Niagara.

The power company has, however, made branch track connections between the territory owned by it and the three important railway lines, which all pass within a few miles of the property. These connections and the good freight rates which have been contracted for in various directions, together with the cheapness of power, will in all likelihood, attract to the spot manufactures, besides those which have already undertaken to go there, to an extent that will make it the foremost power-consuming centre in the world.

ROYALTY AND BOLTS AND NAILS.

The commercial benefits of Royal visits are evidently not confined to hotel-keepers and railway companies. In connection with the recent visit to Birmingham of the Duke and Duchess of York, I learn, says Vulcan of Ironmonger, that some £500 was spent on the erection of street-barriers alone. Four miles of single barrier were constructed, with a nut-and-bolt fastening every 3 yards, and four 6 inch spikes for driving into the

wood paving every 9 feet—say 2,400 of the former and nearly 10,000 of the latter fastenings. This is exclusive of the bolts and spikes and nails required for the erection of stands and hoardings for the protection of shop-windows, and it leaves out of account also the tons of fastenings required for the construction of the staging for the accommodation of 3,500 visitors in the huge tent which covered the site of the stonelaying ceremony in St. Mary's. Very similar statistics, I believe, might be given of the ironmongery supplies necessitated by the Royal visit at Liverpool on the following Monday.

Works: St. Helens, England

PILKINGTON BROS.

LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate

and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

WINDOW GLASS

OF EVERY DESCRIPTION.

GLAZIERS' DIAMONDS.

PUTTY... Sanderson Percy & Co.

A FULL STOCK.

130 to 140 Bay Street

Prompt Shipment Guaranteed.

Toronto

TRADE CHAT.

THE Niagara District Fruit Growers' Joint Stock Company, Ltd., has been given power to increase its capital stock from \$10,000 to \$20,000.

Thirty-two pound cauliflowers are grown in Penetanguishene.

Goderich will soon have an incandescent electric light and power system.

The Manitoba Patrons of Industry propose shipping their wheat direct to England.

A new electric firm has started business in Ottawa. It is named Garrioch, Godard & Co.

The car shops at Perth are almost shut down, only fifteen men being at work, on half time.

According to the "Woman at Home" the Duchess of Fife is an admirable butter-maker.

While this may be an unappreciative world, a man generally gets credit for paying his debts.

The Crown Pressed Brick Co., Ltd., of Ottawa, have obtained a charter of incorporation.

The Buckingham Electric Railway, Light and Power Co., of Buckingham, Que., is applying for incorporation.

Freight is being hauled by wagon between Winnipeg and some distant Provincial towns to save high railway charges.

Merchants throughout Great Britain are still complaining about the large proportion of underpaid letters from Canada.

The eleventh annual fat stock show of the Province of Ontario will be held at Guelph on December 11th, 12th and 13th.

John Lewis, hardware merchant, of Belleville, father of J. L. Lewis, city editor of the Hamilton Spectator, is dead, aged 74.

A merchant at Chesterton, Ind., set a trap for burglars. As usual in such cases, he walked into it himself and filled his legs full of shot.

Mr. Warner, near the Eau, thrashed and sold eight hundred bushels of beans from forty acres. The price realized was \$1.20 per bushel.

The Gutta Percha and Rubber Manufacturing Co. have completed an extensive brick addition to their factory on Lansdowne avenue, Toronto.

A. T. Wood, of Wood, Vallance & Co., has begun suit against the Hamilton Bridge Company for \$10,000, said to have been paid on an accommodation note.

The McClary Manufacturing Co., of London, have taken out a permit to erect their new establishment for the manufacture of granite ware. It will cost \$2,000.

The Hughes Car Ventilating Co., of Toronto, to manufacture from the patents of Samuel Hughes, M.P., his system of car heating and ventilating, have been granted

a charter with a capital of \$500,000. The name of William Mackenzie, President of the Toronto Street Railway Co., is the first on the list of incorporators.

A charter has been granted to the Crown Pressed Brick Co., of Ottawa. The company propose to manufacture brick and tile, with a capital of \$100,000.

It is reported that John McDougald, M.P., has sold his gold mine at Fifteen Mile Stream, N.S., to J. D. McGregor, of New Glasgow, for \$10,000.—Colliery Guardian.

Again the story is revived in Quebec that the Vanderbilts have an option of the Quebec, Montmorenci and Charlevoix Railway, and that it will be extended to Labrador, with all that implies.

Geo. E. Bertram, of Toronto, in a letter to the City Engineer, says a civic electric light plant could be so operated as to save \$20,000 annually on the amount the Toronto Electric Light Company ask for lighting the city.

The Colonial Telegraph and Telephone Co. have been granted a charter to operate and maintain telegraph and telephone offices in Canada. The capital stock is \$25,000, and the incorporators are all Americans except two, who reside in Niagara Falls, Ont.

It is not generally known that when a person falls into the water a common felt hat can be made use of as a life-preserver. By placing the hat upon the water, rim down, with the arm round it pressing it slightly to the breast, it will bear a man up for hours.

A branch of the Canadian Association of Stationary Engineers has been organized at Brockville, with W. F. Chapman as president; George Whitney, vice-president; A. Franklin, treasurer, and J. Atkins, secretary. Rooms have been secured and a committee appointed to furnish them.

The Ontario Gazette contains notice of the incorporation of the Mattawa Electric Light and Power Company, with capital stock of \$10,000, in \$100 shares, the incorporators being C. Rankin, Dr. C. W. Haentschel, R. Shanks, A. F. Hurdman, Alex. Ross, L. H. Timmins and R. G. Plaw, all of Mattawa.

The Hungarian Metal Worker says that an extraordinary tough luting for pipes which have to stand pressure is made by mixing five parts of Paris white, five of ochre, ten of litharge, five of red lead and four of black oxide of manganese, very thoroughly, together, and then adding a little asbestos and boiling oil.

L. Richards, president of the Tin Plate Workers' Union, Swansea, Wales, states that the revolution in the oil trade must injuriously affect the Welsh tin plate manufacturers. Oil had hitherto been carried in tins, but now tank steamers are beginning to carry it in bulk. This, he says, will make a difference of 1,000,000 boxes a year in the Russian trade alone, and another 2,000,000 boxes in the American trade. This loss,

however, might be recovered if they could only get tea from China and Ceylon carried in chests made of tin instead of in wooden chests as at present.

A consignment of 1,000 bales of sisal has been received at the Kingston penitentiary from the West Indies for use in the manufacture of binder twine. A heavy consignment of manilla left the Philippine Islands a few days ago for the penitentiary binder twine factory. It will be three months on the journey.

Advices from Washington say that natural gas, piped into Buffalo from Canada, is to be free of duty, classed as an unenumerated, unmanufactured article. The Treasury Department recently placed a 20 per cent. ad valorem duty upon it. This caused much dissatisfaction, and in a short time the rate was reduced to 10 per cent. ad valorem, and now it is to be taken off entirely.

A valuable lode has been discovered at the Montague gold district, upon the property of the Salisbury Company. Width of the lode is six inches, and the average value of two buckets of specimens was three ounces to the ton. Several Kentville and Cornwallis men are interested in this mine.—Advertiser.

Sir W. C. Van Horne, in an interview in Winnipeg, stated he could not account for the continued low price of wheat. It must go up. Times, hard though they were, were better in Canada than in the States. Speaking of freight rates, the C. P. R. president justified the existing conditions on the ground of long hauls for "empties" and the idleness of the rolling stock part of the year that was specially made for grain traffic.

The total production of coal in the United States in 1893 was 162,814,977 tons. The production in Great Britain during the same period was 164,325,795 tons. The United States, during the same period, produced 11,587,629 tons of iron ore, while the United Kingdom produced 11,203,476 tons and imported 4,000,000 tons. The United States turned out 7,124,502 tons of pig iron, and the British Isles produced 6,976,990 tons. There is a remarkable correspondence between the relative production of the two countries in these respects during the last year.—Shareholder.

THE ONTARIO TACK CO.

MANUFACTURERS OF

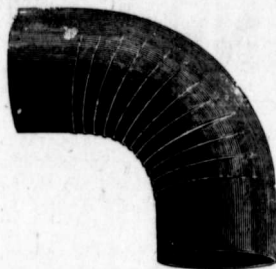
WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton.

Ontario.

SP



STOVE PIPE ELBOWS

One Piece
Four Piece.
Six Piece.

Dampers of all makes. Lanterns of all makes.
Stove Boards—our own make—the best.

If a traveller does not call on you
from our house let us know.

AND ALL LINES OF TINWARE.

THOS. DAVIDSON & CO.

MONTREAL, QUE.

MARLIN RIFLES.

M. & L. Samuel, Benjamin & Co. have to hand a shipment of Marlin rifles. The accompanying cuts show the 1891 and 1893 models. The 1891 model may be used on any or all of the following rim-fire cartridges: 22 short, 22 long, 22 long rifle and 22 shot. For shooting at moving objects, for ladies' rifles, for hunting small game and for the

that point. I should tell him to 'get to work in the quickest possible way,' and I should emphasize this to him, thinking it more important that he should go at it, than that he should go at it in any particular way. Go-at-it-iveness is the first condition, and stick-at-it-iveness the second."

Peter Cooper was a working boy who did not pick and choose a great deal in the



MODEL 1891.



MODEL 1893.

gallery, the Marlin Safety Repeating rifle, Model 1891, is held to have no equal, and is the only repeater that can be cleaned without tools. The Marlin Safety Repeating rifle, Model 1893, is a strong shooting and accurate repeating medium weight. Samuel, Benjamin & Co. have this rifle in octagon and round barrel. Illustrations of other rifles will be given next week.

matter of what work he should do in his early years. He tried his hand at many crafts before he settled on one which made his fortune, yet he picked up information of great value in each place, which told on his life business. A man who does nothing all his life but make button-moulds or shoe pegs, may make them exceedingly well, but he is apt to be but little in advance of the machine he employs, and the smaller his specialty the narrower in general is his prejudice, in its favor. The man who has mixed intimately with people in their several walks in life is apt to look much more respectfully upon their callings. Mr. Valentine considered a boy's "place" the best business school, yet many who cannot avail themselves of their advantages have been able to pick up among their fellow-clerks a knowledge that served them well instead.

A boy can establish a reputation for himself, even at carting bricks. Someone will know whether he is faithful or not. He is making a reputation for himself even though his toil seems to be in a very obscure corner. It is astonishing how soon a superior boy is known—one of sound principles and thoroughly industrious habits. Such boys are so scarce that the supply is always less than the demand, and people keep a sharp lookout for them and bid them take a higher seat.

WHERE TIME IS NOT WASTED.

MANY boys, remarked an exchange, start out in a business which they do not expect to follow for life, because in that line an opening occurred just when they wished for a place. They are apt to look upon the years thus spent as "time just wasted," when they are at last settled in their chosen calling. But if they have done their duty in it such is very far from the case. The knowledge of business and of men which they have gained, and the working habits they have formed, will be of the greatest service. As the late Mr. Lawson Valentine once remarked: "The great thing to do for a business boy is to throw himself into something; I should not be particular what, so that it gives him chance to begin, and made him understand that he was to make his way from

A MATTER OF QUALITY

In buying a safe, one always does so with the idea of getting some kind of protection either against fire or burglars, or both. This cannot be had with a cheap and flimsy safe: you must have quality to give strength and security.

Safes of good quality do not rank lowest in price, but they are cheapest in the end.

J. & J. TAYLOR

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, October 12, 1894.
HARDWARE.

THE movement in general hardware continues much the same as it was. During the first few days of the week trade was rather quieter, but toward the middle it again commenced to pick up, and the aggregate turn-over is quite equal to that of the previous week. The chief activity, so far as shelf and light hardware are concerned, still centres in cutlery, skates, guns, ammunition, etc., and winter goods. In other lines there is nothing special. A fair movement is to note in cut nails, wire nails, etc. Payments are about as usual, with room for improvement.

WIRE—There is no special change in wire, business ruling about the same, with a fair demand for hay-baling, fencing and stove-pipe wire, which is going out in a moderate way. The basis of cost is unchanged.

ROPE—A fair jobbing trade is doing in rope at unchanged prices. We quote: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 9¼c. for smaller sizes.

CUTLERY—Trade in this branch continues satisfactory, some nice orders going out during the week.

SPORTING GOODS—A good brisk demand is still to note for guns, rifles and ammunition of all kinds.

WINTER GOODS—Activity in sleigh bells is on the increase, good orders coming in from travelers, while the demand from the warehouse has also been satisfactory.

SKATES—Orders for skates are on the increase, and a brisk trade has been transacted since our last.

CUT NAILS—Demand for these is rather better, but no large quantities are being moved. We quote as before, \$1.75.

WIRE NAILS—A good fair jobbing demand is experienced for these. Discounts are unchanged as before.

HORSE NAILS—A fair demand is experienced for these at unchanged prices. There is no special feature to note.

TACKS—The changes in the list already referred to have not led to any special change in business. The movement is a moderate one.

WARE—Conditions are unchanged from a week ago, a fair trade passing in peerless ware, etc., being noted.

CHAIN—Cow ties and coil chain continue the active features in this line, and are moving out in good-sized lots.

TOOLS—There is nothing special to report in this line. A few small lots of forks, shovels, spades, etc., have been called for, but movement has not assumed important dimensions.

PLUMBING AND BUILDING SUPPLIES—Trade in these moves along quietly without any special feature to report.

LEAD PIPE—There is nothing to report in this which rules quiet with discounts unchanged.

HORSE-SHOES—There is a steady trade doing in both steel and iron horseshoes at the rates last quoted.

HINGES—A good, active jobbing trade is doing in T, strap and barn-door hinges, the demand for which seems destined to last for some time yet, though it has been active throughout the fall.

CLOTHES-WRINGERS—A quiet movement in these is to note.

TAR, ETC.—The firm feeling in resins noted in our last is well maintained. We

quote as follows: Resins, \$2.75 to \$5.25 as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There is no change in turpentine, but the feeling is firmer under a stronger disposition to values at primary centres. Prices, however, are not notably changed, and we quote 44 to 45c.

CEMENT—Demand for cement is not active, and only a few car-lots have been moved during the week. We quote spot prices at \$1.95 to \$2 for English, and Belgian at \$1.85 to \$1.90.

FIREBRICKS—Receipts of these have been large during the week, and have met a slow demand. We quote \$15 to \$22 per 1,000.

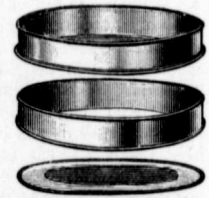
METALS.

There has been no improvement in the heavy iron and metal market since our last report. Buyers are operating as cautiously as ever, and positively no desire is manifested to operate ahead of current wants. The low level of ocean freights no doubt has a good deal to do with this disposition. No important change is to note in values, but though this is the case there is an easy disposition on one or two of the staple lines which would, no doubt, mean concession in the case of an important order.

PIG IRON—The pig iron market rules quiet, and no new feature is to note. The scarcity of Scotch pig on spot leads to great firmness in values, and as there is little on the way, no change may be looked for. No further news is noted in connection with American pig, while in domestic Nova Scotia the movement is of a very moderate character. We quote: Summerlee and equal brands, \$21, ex store, and Carnbroe



ACME CAKE TINS



Something new to the trade in Canada, though thoroughly tried and endorsed by the most celebrated cooking schools.

Sold in sets of four pieces. No greasing of tins required. Directions and Recipes with each set. Perfect success guaranteed when used with these tins. Try them.

THE McCLARY MFG. CO.

LONDON...TORONTO...MONTREAL
WINNIPEG...VANCOUVER.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

.... Toronto

Cross Cut Saws

Maple Leaf, Racer,
Toledo Blade, etc.

Axes ...

American (Mann's)
Canadian.

Axe Handles

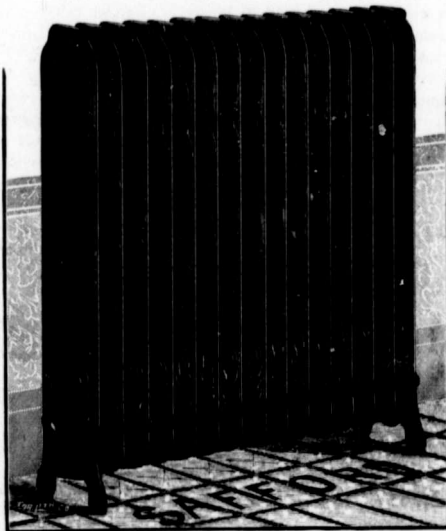
Large Variety.

Files ...

Kearney & Foote's,
Jowitt's, Black Diamond, etc.

The TORONTO RADIATOR MFG. CO. Ltd.

TORONTO - ONTARIO



LARGEST manufacturers under
the British Flag

SAFFORD PATENT RADIATORS

— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

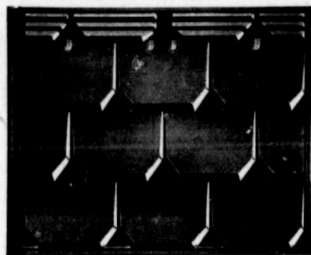
GREATEST VARIETY OF PATTERNS AND
LARGEST STOCK IN CANADA

The only Radiator on the market embodying all latest Improvements in Art and Mechanics.

Eastlake Steel Shingles

FIRE, LIGHTNING
AND STORM-PROOF

Beware of Cheap Imitations. Special Prices to the Trade.



Metallic Roofing Co., Ltd.,

MANUFACTURERS,

84 to 90 Yonge St., TORONTO

MONTREAL MARKETS—Continued

and Eglinton, \$19.50; Ferrona, \$17 to \$18, and No. 1 Siemen's, \$17 to \$17.50.

BAR IRON—There is a moderately fair demand for bar iron, carload lots changing hands at \$1.65, while smaller quantities are obtainable at \$1.70.

SHEET IRON—There is no activity to note in this line. Prices remain the same on the basis of \$2.30 to \$2.35 for No. 28 gauge.

TIN PLATE—The tone of the tin plate market is easy, and though no quotable change on ordinary-sized lots is noted, it is quite likely that our inside would be shaded if the order was sufficiently large. We quote: Cokes, \$2.75 to \$3, and charcoal, \$3.35 to \$4, according to grade.

TERNE PLATE—There is no special change to note in terne plates, which, however, rule easy in their tendency at \$5.75 to \$6.25, according to quantity.

CANADA PLATES—There is little or no demand to mention for these, and holders complain that if they want to do business prices have to be shaded. Sales of round lots have been effected at a cut of 5c., so that our range has to be lowered a trifle, and we quote \$2.05 to \$2.15 as the range.

INGOT TIN—The demand for this line is small, and the tone is inclined to be easy at 18 to 18½c.

COPPER—There is little to report in the case of copper, which rates dull, at 9¾ to 10c.

LEAD—Continues quiet at \$2.70 to \$2.85. **SPELTER**—Rules dull and unchanged at \$4.50 to \$4.75.

ZINC SHEETS—No change to report with business dull at \$4.75 to \$5.

ANTIMONY—Featureless at 10 to 12c.

STEEL—Round lots of sleigh shoe steel have changed hands at a considerable reduction, viz, \$1.85 to \$1.90, but other lines remain about the same.

HOOPS AND BANDS—Demand moderate and prices about the same at \$2.30 to \$2.35.

GALVANIZED IRON—Stocks are large and demand inactive. Some import orders for special sizes have been placed during the week, but on the whole supplies here are well assorted. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The change that some people expected in the glass market has not transpired as yet, so we repeat last week's quotations, viz: First break, \$1.25; second break, \$1.35 per 50 feet; putty in bulk, \$1.85.

PAINTS AND OILS.

There is no special improvement to note in this line, trade ruling rather backward, in fact. Demand is principally for small lots. Linseed oil is 1c. higher, and recent sales of round lots have taken place at 57c. for boiled. We quote: Choice brands white lead, Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; No. 3, \$4; No. 4, \$3.75; dry white lead, 4¼c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, \$7.25; No. 1, \$6.25; No. 2, \$5.25; linseed oil, raw, 57c., boiled, 60c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The heavy chemical market is fairly active and steady. Cream of tartar is on the upward, and glycerine is also hardening in price. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb. soda, \$2.25 to \$2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$2.15 to \$2.75; ditto, 70 per cent., \$2.40 to \$2.50; chlorate of potash, 20 to 22c.; alum, \$1.40 to \$1.50; coppers, 75 to 80c.; sulphur flour, \$1.75 to \$2.00; ditto roll, \$2.00 to \$2.10; sulphate of copper, \$4.50 to \$5.00; white sugar of lead, 7½ to 8¼c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, \$75 to

\$80; soda ash, 48 to 50 per cent., \$1.15 to \$1.50; chip logwood, \$2.00 to \$2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, \$25 to \$26.

PETROLEUM.

Demand for petroleum has continued good, and prices on Canadian are firmer by ¼c. than they were at the date of last writing. We quote: Canadian refined at 11¼c. in shed in Montreal for round lots, and 12¼ to 12¾c. for smaller quantities, with a discount of 2 per cent. for cash in thirty days. American petroleum is quoted at 15c. in car lots and 16c. for smaller quantities.

HIDES.

The hide market is steady and about the same as it was last week. We quote: 4½ to 5c., for No. 1; 3½ to 4c. for No. 2, and 2½ to 3c. for No. 3. Lambskins, 55 to 60c. and calfskins 5c.

TALLOW.

The market for tallow has been quiet and steady at 5½ to 6¼c. as to quality.

WOOL.

There has been a fair movement in wool during the week and some good-sized lots of Canadian stock have changed hands on American account. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.

ASHES.

The market for ashes was quiet but steady. We quote: Firsts, \$4.25 to \$4.30; seconds, \$3.85 to \$3.90; pearls \$8 per 100 lbs.

MONTREAL TRADE NOTES.

Linseed oil is two cents higher than it was this time last week in Montreal.

Reports from Savannah speak again of a combination being formed on resin.

The low rates of ocean freights lead to import orders for goods to sort up supplies

with. A. C. Leslie & Co have received some large import orders for galvanized iron this week in this connection.

Prices have been shaded 5 cts. during the week on round lots of Canada plates.

Receipts of firebricks at this port, for the week ending Saturday 6th, were 90,000.

Firmer advices on turpentine may possibly lead to an advance in that article also.

Receipts of cement to date this season, at Montreal, have been 72,200 casks English and 40,000 casks Belgian.

A. C. Leslie & Co. placed, recently, a round lot of 100 tons Ayresome pig iron on the basis of \$18 ex wharf.

Receipts of English and Belgian cement during the week aggregated 2,000 odd casks less than for the previous week.

A steady demand is reported for the well-known brands of Lydbrook and Allaway's tin plate by A. C. Leslie & Co.

A meeting of the trade is likely to be held here this week to consider the question of marking up prices on window glass.

There is an active demand for ammunition of all kinds now, and James Darling & Co. report a brisk call for the S.S. Smokeless Powder.

The statistical position of resin is very firm, there being 60,000 barrels less in sight at four leading points than there was this time last year.

Practically no large imports of Scotch pig are coming forward to this port, and it looks as though stocks were going to be very small in store this winter.

The stock of sleigh-bells carried by Caverhill, Learmont & Co., this fall, is a remarkably large and varied one. This firm never depend on the manufacturers to carry supplies for them.

TORONTO MARKETS.

TORONTO, Oct. 12, 1894.

HARDWARE.

BUSINESS is not as brisk as it was a week ago. Winter goods are not showing much life yet, except in skates, a good many orders for which are being booked. In wire, ordinary annealed and

galvanized are the only kinds in which much business is being done. Wire nails are more active, but other kinds are quiet. In ware the chief feature to note is an improved demand for white ware. Plumbing business is keeping good and improvement is even noted on city account. Trade is being fairly well maintained in builders' supplies, and the same may be said of belting. Payments have still plenty of room for improvement, although they are getting better rather than worse.

WIRE—Demand for barbed wire is increasing, although it is but slightly. Ribbon wire is not to be had in the country. Plain twist wire is quiet. The kinds most enquired after are annealed and galvanized for fencing and hay-baling purposes. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼ to 3½c.

ROPE—Trade keeps steady at firm prices. Nothing special is to be noted beyond the fact that the demand is mostly for small sizes. Deep sea line and bleached cord for plow line purposes are fairly active. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ¾ in., 8c. Manila, 7-16 in. and larger, 9½c.; ¼, 5-16, ¾ in., 10c.

CUT NAILS—There is very little doing, and no carload lots appear to have changed hands for some time. Prices remain firm, at \$1.80 to \$1.85, according to quantity.

WIRE NAILS—Trade exhibits a good deal more life, and the demand is still principally for half-ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10 keg lots being prepaid.

HORSE NAILS—Business keeps good, with demand about equally divided between "C." and "P.B." and "M." The preference is chiefly for the last two, they being 2½ per cent. cheaper. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. off "P.B." and "M."

TACKS—Business is still holding its own. Demand is principally for carpet tacks. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders'

tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—There is no further improvement to note in either coil or trace chain. Cow ties are, however, being called for in fair quantities.

HORSESHOES—Trade is fairly brisk in iron shoes at \$3.65 Toronto. Steel shoes 15c. per keg advance on Montreal prices.

WARE—Peerless and Eclipse are in steady demand, and white ware shows a little more life. Prices on the whole are being well maintained, although a few large lots have been shaded on the present discount of 50 and 10 per cent.

PLUMBING SUPPLIES—Some fairly good orders have been received during the week from the country, and city trade is showing some improvement.

LEAD PIPE—A few ton lots changed hands during the week, but the demand is principally for small lots of two and three coil shipments. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is still good, especially in barn door and heavy T and strap. Prices remain firm.

BUILDERS' SUPPLIES—A large number of locks are being called for regularly, and trade generally in this line is good.

TOOLS—A number of scoops are going out. Draining tools are not moving as freely as anticipated, but an improvement is looked for as the season advances.

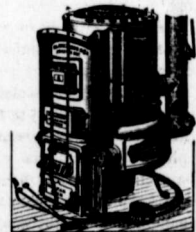
CLOTHES WRINGERS—The improvement noted last week has been maintained.

CUTLERY—Trade keeps active without any new features to note.

SPORTING GOODS—Are going out in large quantities, demand being especially good for Winchester and Marlin rifles. Loaded shells, shot, powder and cartridges are all selling well.

LAMP GOODS—Business keeps fair for lamps, and quiet in gas fixtures and globes.

Best Value on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.

Clare Bros. & Co.Preston, Ont.

MARKETS—Continued

TINWARE—Trade is fairly satisfactory, although no specialties are going out yet.

BELTING.—A number of orders have been received for endless rubber belting, but leather belting is quiet.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per brl.; pure coal tar \$4 per brl.; refined coal tar, \$4.50 per brl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per brl. and 75c. per doz. pint tins; pine pitch, \$2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), \$3 per brl. for best grades; New Brunswick plaster Paris, \$2 per brl.; Canadian water lime, \$1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, \$3.25 per 100; Scotch fireclay, \$1 per 100 lbs.

METALS.

There is not much that is new to note. Tin plates are getting more lively, and there is a little more doing in hoops and bands and sheet iron. In other lines there has been no new development.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The demand for foundry and mill iron does not increase but seems to be maintained to the full capacity of furnaces to supply. No boom was looked for, and no boom has come, but there is a very fair business going. It is well distributed as to territory and variety of iron called for. We quote for cash f.o.b. cars Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, \$13.05; No. 2, Foundry strong coke iron Lake Superior ore, \$12.55; Jackson County silvery, No. 1, \$16.80 to \$18.30; Lake Superior charcoal, \$14.05; Southern soft, No. 1, \$11.75; Southern soft, No. 2, \$11.50.

BAR IRON—There is a fair trade doing at the unchanged base price of \$1.70 to \$1.75.

SHEET IRON—Demand is increasing again for 24, 26 and 28 gauge principally. There is, however, a fair demand for the heavier gauges. We still quote: 8 to 16 gauge, \$2.50; 18 ditto, \$2; 20 ditto, \$2.10; 22 to 24 ditto \$2.20; 26 ditto, \$2.45; 28 ditto, \$2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Is going out steadily, and the demand seems to be about equally divided among the different gauges. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.65; 22 to 24, \$2.85; 26, \$3.10.

IRON PIPE—Trade keeps fair at steady prices. Demand for galvanized pipe is increasing. Discounts are virtually as before, being 70 to 70 and 5 per cent. for iron pipe, and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—There has been a good demand for heavy gauges, especially 24 gauge, of which there is a scarcity; 26 and

28 are still going out well in case lots as well as in small shipments. Gordon & Queen's Head brands are still quoted at \$4.25, 28 gauge in case lots.

INGOT TIN—Prices are firm, but there is very little doing in Lamb and Flag, and Straits is only going out in small quantities. We still quote 18½ to 19c.

ZINC SPELTER—Trade is quiet and featureless. Domestic is quoted at 4 to 4¼c., and imported at 3¾ to 4c.

GALVANIZED BOILERS—There is still a fair business doing at unchanged prices. We quote 30 gal., \$6; 35 gal., \$7; 40 gal., \$8.

INGOT COPPER—Quiet and featureless continues trade to be in this line. We quote as before at 10 to 10½c.

SHEET COPPER—Braziers' sheets are in good demand again, and ordinary sheeting is being called for in case lots, but very little is being booked for import. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—There is no material change to report either in regard to business or prices. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2½ inch, 9c.; 2¾ inch, 9¼c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade in this line is getting more active, a good deal of the M.L.S. quality being wanted. We quote: Coke, 14 to 20 gauge, at \$3.10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, \$3.50 to \$3.75.

TERNE PLATES—A fair business has been doing in "I.C." Quotations are unchanged at \$6.75 to \$7 for box lots.

SHEET ZINC—Trade is fairly active, although there is no particular rush to note in business. Prices are unchanged, quotations still being 4¼c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—A little improvement has developed during the week, although no large lots have changed hands. Prices continue firm at \$2.25 for ordinary lots and at \$2.20 for ton lots.

CANADA PLATES—A number of dealers throughout the country have already used up their import lots, and are now compelled to make fresh purchases. On this account there is naturally a little more activity in trade. The quotation given last week on 66 sheets should have read "60 sheets." We quote half-polished at \$2.25 to \$2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, \$2.50.

CORRUGATED IRON—Business remains fairly good at unchanged prices. We quote galvanized, 26 gauge, at \$4 per square, and steel shingles from \$2 up.

SOLDER—During the past ten days a

number of large orders have been forwarded. Prices are firm at 12½ to 13½c.

PIG LEAD—A few large lots have changed hands, but generally speaking trade on the spot is quiet. Prices are unchanged at \$2.90 to \$3.

ANTIMONY—Remains quiet and featureless at 10 to 10½c.

GLASS.

Activity is still characteristic of the window glass trade, and some sizes are running short, especially in "Stark."

Generally speaking, however, stocks are large. Prices are unchanged at \$1.10 to \$1.15 for first break. Some of the German manufacturers have withdrawn prices this week. There is an active demand for plate glass, but reports of cutting are still rife.

PAINTS AND OILS.

LINSEED OIL—As predicted last week, the Canadian crushers have advanced prices this week. The gain is about 1c. per gallon, and at the higher price manufacturers will not book orders. An advance is also announced on the English market. Locally, however, there is no change, 52 to 53c. still being the ruling figures for raw and 55 to 56c. for boiled, f.o.b., Toronto. Demand is brisk.

TURPENTINE—Demand is brisk at 39 to 40c. f.o.b., Toronto. The market in the South is a little easier than it was.

WHITE LEAD—Dulness still obtains, and although 4½c. is still the ruling quotation, this figure, it is understood, is being cut.

PREPARED PAINTS—Quiet at \$1 for pure.

CASTOR OIL—An improved demand is reported, but the recent advance is not, it is said, being well maintained. We quote 6¼ to 6¾c. in cases, and 7 to 7¼c. in tins.

PUTTY—Is still in good demand at 2c. for bladders, in barrels.

VARNISHES—There is a good demand for stove pipe varnish, but other kinds of varnishes are quiet.

OLD MATERIAL.

Trade is a little better with scrap rubber ½c. higher. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:

73 and 75 Wellington Street West, TORONTO

BRANCHES:

MONTREAL. LONDON. OTTAWA

338 St. Paul St.

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WM. B. HOBBS, London, } Vice-Presidents

ALEX. RAMSAY, Montreal, }

Correspondence Solicited. Estimates Given
Special Discount to the Trade

MARKETS—Continued

cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1¼ to 1½c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

Chief interest is still centred in Alsike, but the market is weak, and liable to drop below present quotations at any moment. Timothy is fully 50c. per bush. lower, the fall demand being over, and seed now held will have to be carried over. In regard to red clover, there are no offerings, and in the absence of these quotations are nominal. We quote, f.o.b. points of shipment: Alsike, \$3.50 to \$5.40; timothy, \$1.50 to \$2.25; red clover, nominally \$5 per bush.

PETROLEUM.

Trade is brisk, with a good many large lots moving. Prices are still unchanged. We quote in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

The Petrolia Advertiser, in its weekly report, says: "Petrolia crude, \$1.01 per brl.; Oil Spring crude, \$1.02½ per brl.; refined, 6½c. in bulk, 9½c. in brls. in car lots, f.o.b. here. There is every indication of an early boom in the crude market, for although the price on 'Change has only reached \$1.01 as we go to press, there is a remarkably strong upward feeling and a feverish tendency to wait for the rush which it is thought by those "in the know" must soon come. Since August refined has advanced one cent per gallon, which makes a difference of 16 cents a barrel in the value of crude to the refiner. The Imperial Oil Company are paying a dollar a barrel delivered into their own tanks. Other refineries, speculators, and the P.C.O. & T. Co. are paying \$1.01 for receipts, so that the Imperial Oil Co., who are the largest buyers, must either advance its price or come to the legitimate market—The Exchange—to buy. Now is the producer's chance."

MARKET NOTES.

W. H. Hambly is opening out in Kingston with a stock of hardware.

H. S. Howland, Sons & Co. report large sales of lanterns, lantern burners and lamp wicks.

The stock of G. A. McMurtry & Co., hardware merchants, St. Thomas, has been sold at 65c. on the dollar.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of "Perfection" and "Novelty" horse clippers.

H. S. Howland, Sons & Co. report large sales of "Dead Shot" powder; also all

HIGHEST AWARD at the WORLD'S FAIR

FOR
Catalogue
and Prices
Address



The Christy Knife Co. Toronto

30 Wellington St. East

kinds of cartridges, of which they have a complete assortment, both in the U. M. C. and Dominion make.

Saunderson Pearcey & Co. have in stock a full line of glaziers' diamonds, specially selected, which they have just imported.

Mr. Wilcox, representing The Mallory Wheeler Co., New York and New Haven, was looking up business in Toronto this week.

H. S. Howland, Sons & Co. now have their stock of English cow chains complete in open ring, close ring and three chain in all weights.

M. & L. Samuel, Benjamin & Co. report that their stock of Pigou, Wilkes & Lorraine's English black gunpowder is almost exhausted.

The Canadian Woodenware Manufacturers' Association held a meeting in Toronto a few days ago, but no changes were made in prices.

The Toronto Silver Plate Co. are very busy. They are not only running full time, but have found it necessary to add eight more men to their already large staff.

Rice Lewis & Sons, Ltd., have in one of their windows a mantel of antique pattern with grate and gas attachments. The attractiveness of the display is increased by a couple of fierce-looking lances that are leaning against the mantel, one on either side.

UNITED STATES MARKETS.

NEW YORK, Oct. 12, 1894.

PIG TIN—There was very little change in prices here, although London wired still lower quotations, and, besides showing somewhat steadier tone, the market was rather livelier. Better sales were made to the out-of-town trade and to consumers, while speculative deals were quite numerous. As far as supplies are concerned the position is without radical change, and the indications are that market manipulation has been the chief barrier to a greater decline than has taken place within the past two weeks. The transactions recorded on 'Change included 10 tons February delivery at 15.25c., 10 tons March at 15.25c., 10 tons January at 15.25c., 10 tons Feb. at 15.25c., 10 tons March at 15.25c., 20 tons April at 15.25c., 25 tons November at 15.35c., 50 tons Dec. at 15.25c.

COPPER—The market remains very quiet. Orders come in slowly at present, and they are invariably small. Some producers give

a fancy quotation on Lake Superior ingot, but needy buyers would not be obliged to look far to secure a few lots at 9½c. delivered this month or next. For electrolytic 9½c. is asked, but the market is not strong at that price. Common casting stock is quoted at 9¼ to 9½c., as to brand, and some sellers reported a very fair business for the day.

PIG LEAD—Business is still on a moderate scale. Large consumers manifest no interest here, and the smaller ones buy in a hand-to-mouth way only. Dealers purchase very moderately. Prices are rather weak at 3.10c. bid and 3.15c. asked. St. Louis wire to the Metal Exchange was 2.85c. London cable £9 18s. 9d. for soft Spanish.

SPELTER—The demand in this quarter does not expand. Orders for more than single carloads are extremely rare. In other quarters it is advised quite good, purchases being made that serve to tone up the primary market somewhat. At present, early shipments of ordinary Western brands do not appear to be obtainable at less than 3.45c. laid down here; 3.50c. is generally asked. St. Louis quotation to the Metal Exchange was 3.30c. London cable £15 5s. for good merchant brands.

ANTIMONY—Prices remain quite steady at 7½c. for Hallett's and 9½c. for Cookson's, but there is only routine business and no vigor to the demand.

TIN PLATE—Buyers are operating very much as they have been for several days, and, while considerable stock is passing into the hands of distributors and consumers, it is not up to the average for the season, despite the very low prices current.

IRON AND STEEL—Reports generally were a repetition of those that have been given daily for some little time. Business is uneven, and in most branches rather dull. Prices throughout continue weakish.

GREAT SCOTT!

The last issue of the Official (Quebec) Gazette contains a notice of an application to Parliament at its next session, by the E. B. Eddy Manufacturing Co., Ltd., of Hull, Que., for necessary powers for the issuance of a series of debentures. We learn from a reliable source that the issue will amount to \$500,000 (half-a-million of dollars) to be used in the further expansion of their business and establishment of more and larger branches and agencies throughout the Dominion. We further understand that they have already leased a very large warehouse on Front street, this city. They evidently intend to maintain their claim of "The largest works of the kind and comprising the most unique establishment under the British flag."

THE LAKE ORE SITUATION.

SINCE it is the key to the situation in the steel trade, the developments in the Mesaba ore range are watched with the keenest interest by producers all over the country, says Iron Age. In magnitude the resources of the range have grown steadily, until now it seems certain that the manufacturers west of the Allegheny Mountains and north of the Ohio River will have relatively cheap ores for many years to come. It has been asserted by men who are closely identified with one of the leading Mesaba interests that prices for ore for next year will be about at the level at which they now are. That seems to indicate that the tremendous struggle for supremacy now going on between some of the great interests will continue for some time to come.

One point has been raised in connection with the Mesaba ore supply which has been the subject of much controversy among furnacemen. It relates to the percentage in the burden which the fine ores of the Mesaba may be allowed rise to. By some of the furnace interests identified with mining enterprises records have been brought forward of successful furnace work with 75 per cent. up to all Mesaba ore. One of the largest plants in the country was known to have placed the limit at 25 per cent. of the ore mixture. But it is understood that new experiments are going on with a percentage rising considerably above 30 per cent. Of course, it takes a protracted period of work to get at data which will allow of safe comparisons, and they could not be available in the case referred to until the close of the year. One of the best managed group of two furnaces in the Pittsburgh district is reported to be doing successful work on a mixture carrying over 32 per cent. of Mesaba ore.

The question is one of the most serious import. It determines how wide the market for this class of ore is to be in the near future, and to what extent this grade will control the situation. The ores of the Gogebic, Menominee and Marquette ranges cannot be sold at anything like the figures at which the product of the new range can be landed at the furnaces. A certain quantity must be mined. It will not be taken out of the ground unless the producers get a little more than cost. Every ton more of Mesaba ore which the furnacemen can use displaces so much of the dearer product of the other ranges and narrows down the number of mines in them who can live. Every addition to the percentage of the cheaper ores which the pig iron makers can make lowers the cost of the producers in that section of the country which employs Lake ores and Connellsville and West Virginia cokes as raw material. It means that the steel works of the Central West have an enormous advantage over their rivals east of the Allegheny Mountains, and confirms the

dominating position which they now occupy. To the Eastern steel makers there could be no greater blessing than a cessation of hostilities on the Mesaba range and a smart advance in the prices of Lake ores.

YE ANCIENT BALLAD OF JACK AND JILL.

Jack and Jill went up the hill
To fetch a pail of water,
Jack had great admiration for
Jill's mother's blue-eyed daughter.

"How tiresome it used to be,"
Quoth lovely, laughing Jill,
"To carry those old wooden pails
For water up this hill.

That pail! with cracks twixt every stave,
We could not pause a minute,
But had to hurry all the time
To save the water in it.

So badly balanced! If you gave,
A single glance at me,
A dreadful spill upon the hill
There straightway sure would be.

Until that day! that happy day,"
Here Jill gave way to laughter,
"When you fell down and broke your crown,
And I came tumbling after.

Then mother bought an Eddy's pail
Of Indurated Ware,
A perfect dream! No hoop or seam,
And balanced true with care."

"Why, yes," quoth Jack, "my darling Jill,
In June when we are mated,
We'll buy with care our household ware,
Of Eddy's Indurated."

An American firm is negotiating with the C. P. R. officials with a view to establish a creamery in Arnprior.

Evanville has a bunch of potato onions containing seventeen separate ones all growing from one seed sown.

Tell me not in mournful numbers
That I mustn't eat green fruit;
What is life without cucumbers,
Salt and vinegar to suit!
For enjoyment, and not sorrow,
Is our destined end and way;
Just to eat, that each to-morrow
Finds us fatter than to-day.

In one part of England recently wheat had reached a point the lowest it had touched in 200 years.

COST OF PATTERN BOOKS.

Few ironmongers, I fancy, have any idea of the cost of some of the pattern books which are sent out by manufacturers. I was shown the other day a handsomely-got-up volume, in which all the goods were represented in their natural colors, and I was told that its production had cost not less than £2,500, being at the rate of 10s. each copy. To this must be added the postage, and what

this would be can be imagined when I tell my readers that the total weight of the books was nine tons, and that over four miles of tape were used to tie up the volumes. No wonder manufacturers are anxious that great care should be taken of their patterns, and hesitate about issuing new editions.—Vulcan, in Ironmonger.

AN ELECTROSTATIC PAIR.

He was the gallant engineer
Of a giant dynamo;
She sang to the wires all day long,
With the chorus of "Hello!"

He loved this telephonic maid,
Till his heart's vibrating plate
Was magnetized and polarized
At milliamperic rate.

His love he expressed in ohms,
And amperes, or even in volts;
In voltaic expressions, and dynamo figures,
Or currents, and arc-lights, and bolts.

Said he: "By the great broken circuit,
Or more, by the Ruhmkorff coil,
Your negative answers will drive me
To some subway under the soil.

"Not a spark of inductive affection—
Not a positive 'Yes' have I had;
I'm afraid the wires have grounded
In favor of some other lad."

Then regret, like a galvanometer,
Or an astatic needle, it smote her,
And she said: "Of love I have ions
—As strong as an Edison motor."

So he opened the circuit, and clasped her
In arm-ature, and held her there—
And she was the belle electric
Of this thermo-electric pair.

J. H. K. in N. Y. Hardware.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription \$1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N. Y.

Pickard's Pat. Sink Strain

Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

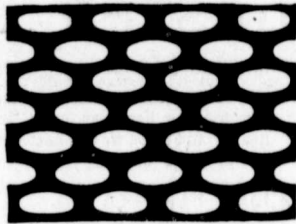
For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other
Try it and be convinced.

Sole Consignees for Canada,

McRAE & CO., OTTAWA



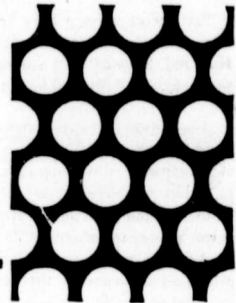
PERFORATED METALS

Steel Iron Brass
Copper Zinc Tin

MANUFACTURED BY For All Purposes

The B. Greening Wire Co. Ltd.

HAMILTON - ONTARIO



We issue a special catalogue for this line with full-size cuts of perforations.

Write for Catalogue

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

BLACKSMITHS' TOOLS.



⊗⊗
Horseshoe Vises.

Price, No. 1, - \$4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening.



A. B. JARDINE & Co.
HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a

POST CARD
to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

ALL BRISTLES

used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

CHAS. BOECKH & SONS

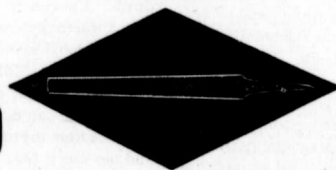
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Office and Warerooms: 80 York St.
Factories: 158 to 168 Adelaide St.

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21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.

Chisel Pointed Sawfiles.
Climax Sawfiles.

Great American Cross-cut Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

PIPE FORCEPS.

The accompanying cuts are illustrations of a line of pipe tongs, of which H. S. Howland, Sons & Co. have received a consignment. All these tongs are fitted with



milled-headed steel set-screws and all the parts made interchangeable. The hand presses on a round surface. Enlarging the grip does not shorten the leverage. It is



not necessary to remove this wrench from one face of a nut to the next (as in the ordinary spanner), but by simply releasing



the grasp, it will open sufficiently to allow the corner to pass, after the manner of a ratchet, which causes a great saving of time.

STRIKES AND SATCHELS.

THE public idea of a strike is simply that of a struggle between two parties, one or both of which have a real or imaginary justification for the act, writes Fred. Woodrow in *Age of Steel*. There is also a vague and nebulous idea as to the general effect of a strike on business and public convenience. It is known that it costs more to bake a pie or boil an egg during a coal strike, and in the case of railway trouble, the delay of passengers or a firkin of butter, with divers mishaps to switches and bridges and scabs are all forcible reminders of the kicking powers of a strike. There is also some curiosity aroused among grocers, bakers and landlords as to whether the strikers have gained their point, in adding to their wages or in keeping the scissors off the pay roll. The professional agitator, the politician and the statistician have also their several fingers in the pie. The amount of revenue lost or gained, the duration of the struggle or the folly, whichever it may be, the cause as found out or guessed at, and the general damage done to business, are each and all the various phases of a strike on which the public looks with or without its colored glasses. It is in the home side of a strike, and not the shop side, where you can come in touch with humanity and forget

your arithmetic, and you can learn more from a thin hand than from a big slate. There is more in the cold toe of a hungry child peeping through a worn-out shoe, and the pinched face of a mother sitting over a fireless stove, than in all your stump or platform oratory on the financial and economic sins and wrongs of man. It matters not whether these pallid cheeks and shrunken limbs are due to the sins of millionaires or the follies of toilers—not a cupboard without bread nor a child without shoes but has its dumb message to such as would search for what a protracted strike

means in the homes of the people. We are convinced that an education of this kind would thaw out some of the ice of which we

have too much in business, and might put a bridle in the mouth of the wild ass who finds his fodder in agitating strife.

We do not forget that in much of this unwritten history, in sufferings untold, in cold, famine and nakedness, in homes broken up, in families separated, and in tragedies unseen from the street side of a window curtain—there has been patience, fidelity and heroism to gild the cup that held the bitter drink. No man can deny this, but where this is needless and could be prevented, the sin of it is a brand on the brow of modern civilization. Looked at from all sides, the unnecessary strike is a curse to body, soul and spirit. In its sanitary phase, semi-starvation is hand in hand with disease and death. Epidemics find dry straw for the match where men are idle and children half fed. Morally many men are ruined by a spell of loafing. Idleness and the devil, as everybody knows, are in partnership, and many a man can date the day of his descent into vice from the time of a strike. No work and too much beer are too often synonymous. How many of our nomads, with thin shoes and dusty satchels, would never have left mother, wife or child, had they not been compelled to do so by their inability to obtain work after a strike. You can see these helpless pilgrims everywhere, to whom the name of home was once the sweetest on earth, and the love of mother, wife or child a deep and sacred joy. It is time that these phases of strikes should be studied and everything done that can be done to wipe them off the slate of industry.

PLASTER . . .

Calcined and Land.

We are extensive manufacturers and use the best rock only. In quality and price we can beat the world. TRY US!

WINDSOR PLASTER CO.

Windsor, N. S.

THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.

You can
make money

And increase your business by securing the agency for your town for the famous "Puritan"

OIL HEATERS

These are not only very powerful heaters, but unlike all other stoves of this class, are entirely free from any objectionable odor.

If you will set one of these up in your showrooms and keep it burning a little while until your customers get acquainted with its merits, the sales will not be slow in coming.

Illustrated catalogue and discounts on application.



McDONALD & WILLSON

Wholesale Agents
for Canada.

Toronto

GET THE NAME STRAIGHT.

IMPERIAL

FRENCH

GREEN

JOHN LUCAS & CO.

THE OLD ORIGINAL AND ONLY RELIABLE.

ASSORTED



DESIGNS

Decorated White

TEA AND COFFEE POTS

WITH NICKEL-PLATE COVERS

CAVERHILL, LEARMONT & CO. MONTREAL



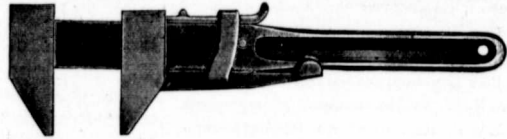
SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building MONTREAL, Agents.

SEND FOR PRICE LIST.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

DOWSWELL BROS.

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MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue.

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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

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BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Lac a lac Tortue.

Three Rivers. Grand Piles.

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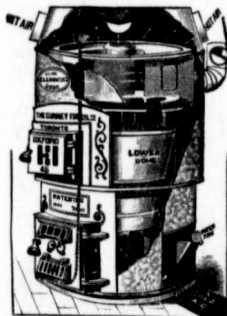
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OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR COAL



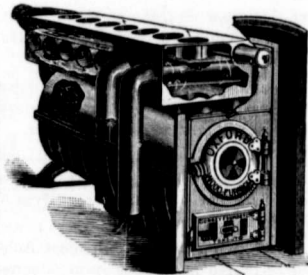
Coal Furnaces . .

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces . .

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA.

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MANUFACTURED BY

THE GURNEY FOUNDRY CO., LTD., TORONTO ONT.

THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Withrow & Hillock have decided to close down the business of the firm, and advertise the estate for sale by tender.

A Montreal plumber named Napoleon Turcat, has assigned.

Louis Rajotte, general store, Pembroke, is offering to compromise.

John Cameron, general merchant, Edmonton, N. W. T., has assigned.

Edward Ray, plumber, is offering to compromise at 15c. on the dollar.

R. O. Snyder, coal, etc., Brantford, has assigned to Robert Cryslar.

Alfred W. Colley, lumber, Coldwater, has assigned to Thomas Lafferty.

Walter Langlais, general merchant, Barachois de Malbaie, Que., has assigned.

W. S. Loggie, general merchant, etc., has compromised at 40c. on the dollar.

John Dawson, general merchant, Gelert, Ont., has assigned to W. A. Campbell, Toronto.

A. Sweet & Co., general merchants, Winchester, Que., are offering to compromise at 40c. on the dollar.

N. Girrouard & Co., general merchants, St. Guillaume D'Upton, Que., have assigned to Kent & Turcotte.

Etienne Boucher, hardware, Sherbrooke, Que., has assigned. A meeting of creditors is called for 17th inst.

W. A. Mowatt & Co., general merchants, Campbelltown, N.B., are offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Crosby Bros., general merchants, Mount Albert, have dissolved.

The Hurdon Hardware Manufacturing Co., of Toronto, has dissolved. W. B. Hurdon continues.

Jennie Mendelsohn has been registered proprietress of the firm of M. Mendelsohn & Co., general merchants, Cedars, Que.

J. S. Mitchell & Co., wholesale and retail hardware, Sherbrooke, Que., have dissolved, and J. S. Mitchell has been registered as proprietor.

A. Aubry, Sr., and J. B. Alphonse Aubry have registered a partnership in Montreal to carry on business as plumbers under the style of A. Aubry & Fils.

A. Depatie and Isidore Doust have registered a partnership in St. Cuengonde, Que., to carry on business as roofers under the style of A. Depatie & Co.

CHANGES.

Mills & Mills, bankers, Kingston, have been succeeded by Mills & Cunningham.

A new general store has been opened out at Lake Francis, Man. R. Kerr is the proprietor.

George Ellis, general store and hotel, Waneta, has sold hotel to Marion Davis.

The estate of A. A. Mabee & Co., planing mill, St. John, N.B., has been sold to A. A. Mabee.

Theo. Polito has been registered proprietor of the Dominion Glass Bending Company of Montreal.

Lazenby Bros., general merchants, Port Hammond and Hatzic, have sold out business at Port Hammond.

Wm. Geddes, general merchant, Sheet Harbor, N.S., has registered consent to his wife doing business in her own name.

SALES MADE AND PENDING.

The stock of Jules Hande, hardware, Quebec, is to be sold by auction on the 16th inst.

FIRES.

A. A. McDonald, general merchant, Peake's Station, P.E.I., has been burned out; no insurance.

R. J. Duffy, blacksmith, Moncton, N.B., has been burned out; insurance \$1,400, John H. Marks, carriage maker, of the same place, has also been burned out; insurance, \$5,100.

DEATHS.

Francis Wood, lumber, Welsford, N.B., is dead.

John Bennett, builder, Richmond, Ont., is dead.

John White, sawmill, North Saanich, B. C., is dead.

R. T. Gross, general merchant, Hillsboro', N.B., is dead.

BUYING AND SELLING STOVES.

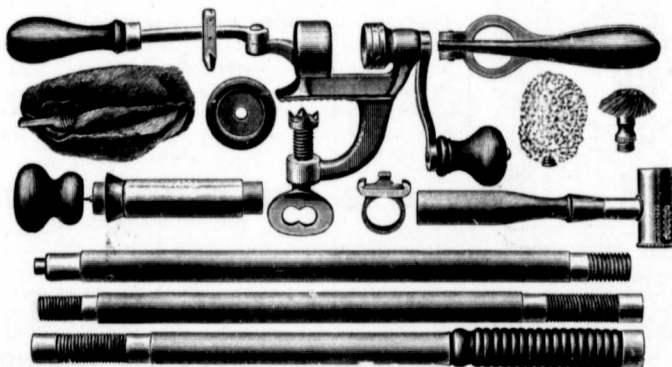
TRAVELING salesmen for stoves are always well versed on the talking points of the goods they are selling, remarks Hardware Reporter. If they were not, there would be a great many vacancies in their ranks. They know the

Their information or knowledge is made necessary by the fact that they come in contact with dealers who are at least supposed to know all about stoves and ranges and who wish to be informed of the goods that are offered them before ordering even a sample. In short, the traveling salesman knows what he is talking about, and quite frequently takes an order from a competitor because he can bring out the points more clearly and can show his own line to a better advantage.

But this is not always the case with the dealer, who is too often a better buyer than he is a seller. That is, he has used a certain amount of discrimination in his orders and may have a line that is especially adapted to his trade, but, when it comes to the talking points, he is very apt to forget the example set him by the traveler and to speak of the stove or range as the best in the market, probably because he has bought it, has it for sale, and, being a dealer actively engaged in the business, is supposed to know all about it. "The best in the market" is a good term to use in attempting a sale, when no other can be found to take its place, but it is generally subject to an examination by a cautious buyer—and there are a great many of that class to-day—who wants to know the reason why it is the "best" and why the dealer prefers it to any other. If the reason is not given, and if each structural detail is not familiar to the dealer, so that he can point it out and make it clear to the customer's understanding, there is very apt to be a missed sale and a complaint to the manufacturers that their goods are not ready sellers. Most stove buyers have a general idea about their use. When this can be made specific and the buyer is thoroughly informed as to the methods of operation, the chances for a sale are naturally increased. But a dealer cannot impart to others what he does not have himself, and the first step toward a successful sale is a knowledge of the goods and how to describe them.

LOADING AND CLEANING SETS.

H. S. Howland, Sons & Co. are having a large demand for the Eagle loading and cleaning sets. The accompanying cut is an illustration of these sets. They are packed



individual points of merit in their line, can point out the difference from other lines in all important details and are generally familiar with the methods of construction.

one set in a box, and are used both for brass and paper shells. The sets contain a loader, bench closer, re-capper, extractor, and rod with swab, scratch brush and wiper.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

MUNN'S LIQUID GLUE

Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues

THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Pigou, Wilks & Laurence
Limited,

11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

GET
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Calced Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders'
and Contractors' Supplies.

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MONTREAL.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire,
Staples, etc., from stock or
for import. Prices right. **A. C. LESLIE & CO.**
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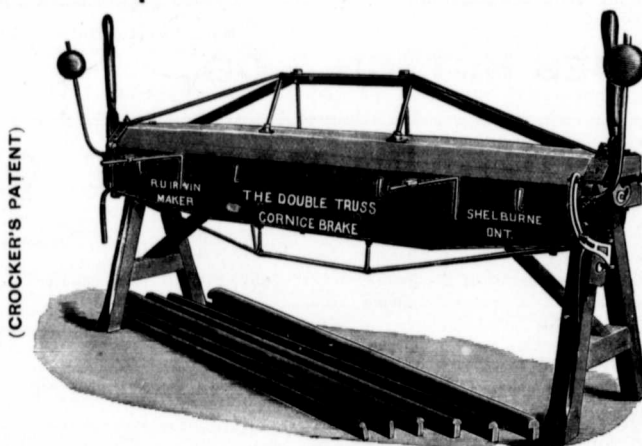
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Our Customers
Need fear no
Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

The Improved Double Truss Cornice Brake



(CROCKER'S PATENT)

Circular and price on application

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Clauss Knives.

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Clauss Bread Knife.



Clauss Cake Knife.



Clauss Paring Knife.

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J. H. FARR & CO. MANFRS OF FINE VARNISHES

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

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JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - - Montreal

CURRENT MARKET QUOTATIONS

METALS.		Tire Steel		Copper-Ingot.		Note-Cut lengths, net price ton lots	
Tin.		Machinery	3 00 3 25	English B. S.	ton lots 0 10 0 11	Standard	30 and 10 p.c. dia.; waste pipe, in 8 ft lengths lists at 7 1/2c.
Lamb and Flag-		Cast Steel, per lb	0 10 0 14	Lake Superior	0 10 0 11	Solder.	per lb.
56 and 28 lb ingots, per lb	20, 21	Russian Sheet	0 10 0 11			Bar Half-and-half (guar.)	0 13 0 14
Straits	" 20, 21	Tank Plates-5 and thicker	2 00 2 25			Wire	0 17 0 19
		Boiler Rivets	4 50 5 00			Note-Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	
Tin Plates-Carcoal Plates, Bright.		Boiler Tubes.		Bolt or Bar.		Antimony.	
M.L.S. equal to Bradley	Per box	1/2 inch	10 1/2c	Cut lengths, round, 1/2 to 3/4 in.	\$0 20 \$0 22	Cookson's, per lb	\$0 10 0 10 1/2
I.C., usual sizes	\$5 50 \$5 75	1 inch	13 1/2	round & square	0 19 0 21	Other makes "	0 9 0 10
I.X.	6 75 7 00	Steel Boiler Plate.		1 to 2 in.	0 19 0 21	Note-Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	
I.X.X.	8 00 8 25	1/2 inch	\$2 45	Note-Complete, lengths about fifteen feet, from 3 to 5 cents a pound		White Lead.	
Raven & P.D. Grades-		3/4 "	2 25			Pure, Assoc. guarantee, ground	
I.C., usual sizes	3 75 4 00	Sheet Iron.				in oil, 25 lb. irons, per cwt	4 50
I.X.	4 75 5 00	8 to 30 gauge	2 50	Untinned, 14 oz. and light.	\$0 14 0 16	No. 1 Do.	4 85
I.X.X.	6 75 7 00	32 to 24 "	2 35	Untinned, 14 oz., and light.	0 14 0 16 1/2	No. 2 Do.	4 00
D.C., 12 1/2 x 17	3 50 3 75 25	28 "	2 45	Note-Extra for tinning, 2 cents per pound, and tinning and half planishing		No. 3 Do.	3 75
D.X.	4 50 4 75 25	24 "	2 65	Planished and tinned, 14x		Prepared Paints.	
D.X.X.	4 75 5 00	Canada Plates.		48 and 14x60	0 26 0 27	(In 1/2, 3/4 and 1 gallon tins.)	
		All dull	2 50 2 55	Braners, (In sheets.)	0 16 0 17	Pure, per gallon	\$1 00
		1/2 polished	2 05 2 60	4x6 ft, 25 to 30 lb ea, per lb.	0 16 0 17	2nd qualities "	0 90
		All Bright	2 85	" 35 to 45 "	0 14 0 15 1/2	Barn (in bbls)	0 80 0 90
				" 50 lb and above per lb	0 14 0 14 1/2	Colors in Oil.	
				Boiler & T. K. Pitts		(25 lb tins, Standard Quality.)	
						Venetian Red, per lb	0 05
						Chrome Yellow "	0 11
						Golden Ochre "	0 06
						French "	0 05
						Marine Black "	0 09
						" Green "	0 09
						Chrome "	0 08
						French Imperial Green "	0 19
						Colors, Dry	
						Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 45
						(J.F.L.S.) "	7 75
						" Royal "	" 1 10 1 15
						Venetian Red, (best) "	" 1 80 1 90
						English Oxides per cwt	3 00 3 25
						American "	" 1 25 1 30
						Canadian "	" 1 25 1 25
						Paris Green, per lb	0 15 0 15
						Burnt Sienna, pure, per lb	0 08 1/2
						Burnt Umber "	0 05
						do pure "	0 05
						Drop black "	0 09
						Chrome Yellows "	0 12
						" Lemon pure,	
						8 lb. tins, per lb.	0 19
						Chrome Greens "	0 12
						Golden Ochre "	0 03 1/2

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Hardware
Merchants

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First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.



We hold the Patent and Right to Manufacture in Canada.

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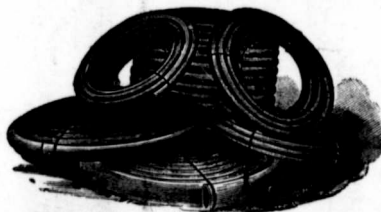
Cor. Front and Yonge Streets, TORONTO.

J. H. WALKER, Manager.

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WHEN YOU NEED



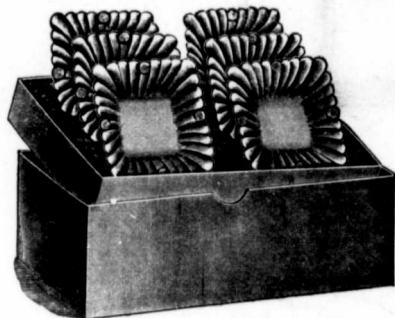
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