

RECEIVED
FEB 20 1917
Int. Agr. Inst.

The Journal of Commerce

Vol. XLIII., No. 8

MONTREAL, TUESDAY, FEBRUARY 20, 1917

Price, 10 Cents

The Journal of Commerce

Devoted to
CANADIAN INDUSTRY, COMMERCE AND
FINANCE.

Published every Tuesday Morning by
The Journal of Commerce Publishing Company,
Limited.

Head Office: 35-45 St. Alexander Street, Montreal.
Telephone: Main 2662.
Toronto Office: 263 Adelaide St. West, Toronto.
Telephone: Adelaide 917.

HON. W. S. FIELDING,
President and Editor-in-Chief.

Subscription price, \$3.00 a year.
Advertising rates on application.

MONTREAL, TUESDAY, FEB. 20, 1917

Special Articles

- Selling Problems of Manufacturers.**
By W. W. Swanson.
- The Submarine Campaign and Our 1917 Export Trade.**
By H. M. P. Eckhardt.
- Banking and Business Affairs in the U. S.**
By Elmer H. Youngman.
- Comments on Current Commerce.**
By E. S. Bates.
- Conditions in the West.**
By E. Cora Hind.

PRINCIPAL CONTENTS.

Editorials:	Page.
Imperial Preference	1
\$25.00 for \$21.50	2
A Remarkable Trade Development	2
Paper Costly and Scarce	2
British Industries in Wartime	2
In Austria	2
Selling Problems of Manufacturers	3
The Submarine Campaign and Our 1917 Export Trade	3
Banking and Business Affairs in the U. S.	4
Fifth Annual Convention Canadian Produce Association	5, 17, 18, 19
Public Opinion	6
Book Reviews	6
Mentioned in Despatches	6
Comments on Current Commerce	8
Among the Companies	9-10
National Finances	11
Banking News	12
Insurance Companies and Loans	13
"A Little Nonsense Now and Then."	14
Insurance Items	14
News of the Week	15
Fighting the Mail Order Business	15-24
Lumber, Pulp and Paper	20
Conditions in the West	21
Commodity Markets	22-23

Imperial Preference

AN interesting and important announcement comes from London which, if correct, means that Great Britain is about to take a step in her trade policy that will be a material departure from the attitude hitherto displayed. The statement is made that a committee, appointed by the Asquith Government some months ago to inquire into matters of trade, has unanimously agreed to recommend the adoption of a tariff which will give a preference to colonial products. The report has not yet come in an official shape, and the matter is one in which past experience suggests the wisdom of reserving full judgment until the precise terms of the recommendation are known. Ever since Canada led the way in 1897 the question of adopting a preferential tariff in England has been much discussed. While the action of Canada was warmly appreciated in the Mother Country, suggestions of a similar policy for Great Britain always met difficulties which, down to the present time, have not been overcome. Mr. Joseph Chamberlain, who at the opening of the Imperial Conference of 1902 was by no means a supporter of preference, seemed to have been converted by the proceedings of that assembly and a little later endeavored to lead the Conservative party to adopt the preferential system. His inability to carry his colleagues with him led to the resignation of his seat in the Cabinet. He then conducted a vigorous campaign in support of the movement, assisted by a body of men known as the "Tariff Commission." The impression frequently received that this was an official body was erroneous, the "Commission" being composed of unofficial persons, including many influential business men, who desired to support Mr. Chamberlain's efforts. The project received considerable support from the Conservatives, but it did not prove a bond of unity among them. Many influential members of the party either opposed the preferential idea or gave it a doubtful approval. Mr. Balfour's resignation of the leadership was believed to have been due, to some extent, to his unwillingness to become responsible for the new movement. Mr. Bonar Law, who succeeded Mr. Balfour, was a more cordial supporter of preference and for a time was pronounced in his advocacy of it. He, however, met with difficulties in consequence of the evident unwillingness of an influential portion of the party to agree to duties on breadstuffs, and without duties on breadstuffs of foreign origin it was not easy to see how there could be an effective preference to the Colonies which were large producers of wheat and flour. As a temporizing measure, to avoid further breaks in the party line, Mr. Law an-

nounced that, for the purpose of the then expected general elections, the question of food duties was to be suspended, a very positive assurance being given that if the Conservatives were returned to power they would not impose duties was to be suspended, a very positive people. The British Liberals had throughout the discussion taken the ground that duties on foodstuffs would be a departure from free trade principles which they were not prepared to support.

This was the situation of the question of preference when the outbreak of war pushed the subject, with many others, aside.

If the report that now comes over the cable is to be relied on the question is to be revived as a part of an after-the-war policy, and if it be true that the committee has unanimously agreed to recommend preference there is every probability that their recommendation may receive sufficient support to carry the policy hitherto so strongly resisted. The committee has for its chairman Lord Balfour of Burleigh, an able business man, a leading Conservative, but hitherto an opponent of preference, so far at all events as it related to food duties. Support of the preference system by him would unquestionably have much influence on the minds of many who have hitherto opposed it.

But even with Lord Balfour's powerful approval the scheme is not likely to be carried without much opposition. The question may again prove to be so thorny that it will have to bear a further postponement. The British Liberals who have so strongly opposed preference have urged that the conditions which made preference possible in Canada did not exist in England. Canada had a high tariff system. The Canadian Liberals in adopting the preference were reducing the taxation of the people. Britain had no such tariff. To grant preference in Great Britain to the Colonies it would be necessary to impose new duties on foreign products, in order that Colonial products might be exempted, wholly or partly, from such taxation. If it be determined, as a part of the new conditions arising from the war that Great Britain must have a broader tariff, the question of preference will present itself in an easier form than in the past. But in any case there will be keen discussion of the whole subject before Great Britain makes such an important change.

Beyond the question of preference within the Empire is the larger question of trade relations between Great Britain—perhaps the whole Empire—and foreign countries, allies, neutrals and enemies. The Paris conference of a few months ago laid down some lines on this question, but they were very general and left each country to apply them in its own way. Lord Balfour's committee, apparently, has not touched this larger question.

\$25.00 for \$21.50

IT IS gratifying to learn from official sources that the appeal to the public for the investment of small savings in the war loan is proving very successful. Twenty-five thousand and small certificates have been issued, amounting to over two million dollars. Though the addition of a couple of millions to the war chest is not to be despised, the main value of the movement is in the habit of thrift that it is calculated to establish and the increased personal interest in public affairs that it is likely to create. The man or woman of small means who saves \$21.50 to buy a war loan certificate will find much satisfaction in the contemplation of the investment and will be encouraged to repeat the operation as often as possible, and the investment will make for a keener observation of what is done with the money so provided.

The form of the advertisement inviting these small subscriptions is attractive. The offer of a \$25 bond for \$21.50 has in it a flavor of cheapness that is alluring. It suggests the bargain, which most men and nearly all women love. It is something like the "nine pence for four pence" that became a slogan in the early days of Mr. Lloyd George's Insurance Act. To those whose habit it was to reason things out for themselves it could be forcibly argued that the scheme would prove beneficial to the working classes. To those of less thoughtful habit, accustomed to take surface views of the questions of the day, there was much attraction in the cry of "nine pence for four pence," which meant that by the investment of four pence the workman would acquire an interest in a fund which would ultimately yield him nine pence. True, there were still some doubting Thomases. "You see," they argued, "you know you've got to pay the four pence, but you've only Lloyd George's word for the nine pence, and who will take that?" \$25.00 for \$21.50 looks well and can be relied on, for, whatever may be thought of the Government as respects other things, none will doubt that Sir Thomas White (or his successor) will pay the \$25.

Nothing succeeds like success. The fact that twenty-five thousand persons have already contributed to this small savings movement will undoubtedly lead many others to follow such excellent examples. The movement deserves the widest encouragement and support. All who are in any way brought into contact with the wage earners and other persons of small means should avail themselves of every opportunity to commend the small savings scheme as one of the most patriotic and useful now before the public.

A Remarkable Trade Development

ONE of the most remarkable developments of trade in the United States is shown by the statistics of the tinplate industry. In its early days there was a widespread feeling that this branch of manufacture was so firmly established in Wales that foreign competition with it was not likely to succeed, even though, as in the case of the United States, the manufacturer was aided by high protective duties. There had been a considerable growth of the industry before the war, and in recent times, owing to the prohibition of exports of tinplate from Great Britain, the American manufacturers have not only had control of their own markets but have been able to establish

a large export trade. This included the sending of the finished tinplate to the very countries in the Orient from which the raw material was drawn, the raw tin having been carried 13,000 miles to the American factory, and the finished tinplate 13,000 miles back to the place of origin. Of 516,257,473 pounds of tinplate exported from the United States in 1916, about 200,000,000 pounds went to the Orient, 100,000,000 pounds to Latin America, 100,000,000 pounds to Canada, and the remainder chiefly to Europe. In the first year of the industry in the States, 1891, the production was about 4,000,000 pounds. In 1904 it had grown to over 1,000,000,000 pounds, and in 1916 to more than 2,000,000,000 pounds. From trifling exports in the earlier years that branch of the trade had increased in 1916 to nearly \$19,000,000, and it is estimated that this year the exports will reach in value, \$25,000,000. Already the United States is producing about half the tinplate of the world. That there should be a great increase in the American manufacture at this time when the Welsh industry is handicapped by war conditions is not surprising. But the Welsh producers fear that their American competitors are getting a foothold that will remain. A British trade report dealing with the outlook says:

"The considerable extensions being made in the United States tinplate plants show that these new connections are not intended to be only for the duration of the war, but that, having once secured a foothold, the American makers mean to keep the trade. With the new plant in course of erection, which is expected to be ready about the end of June, the American tinplate and sheet mills will number nearly 500, or about 100 less than the British. But while the outside annual capacity of our own is estimated at 1,000,000 tons, that of the American mills is calculated at 50 per cent more than this. There will be acute rivalry and cutting competition in the years that are before us, and it will take all the Celtic wit and Saxon grit available to struggle successfully against the post-war situation, handicapped, as it will be, by the loss, either wholly or partially, of so many foreign markets."

Paper Costly and Scarce

NEWSPAPERS as a rule desire to extend their circulation. Therefore the story told in recent cablegrams of the London Times increasing its price to four cents "to reduce the sale" seems queer. But queer things are happening everywhere now. The Times for generations sold at three pence per copy, and sniffed at the journals which thought so little of themselves as to sell for a penny. The Times maintained a fair circulation, almost wholly among the wealthy classes. It was quality rather than quantity of circulation that it desired. When Lord Northcliffe obtained control of the paper he became dissatisfied with this situation and, reaching out for wider circulation, he reduced the price to a penny. Several months ago the increasing price of everything entering into the cost of publishing led Lord Northcliffe to advance the price to 1½d. Now a further step is taken by an increase to 2d—4 cents—and confession is made that, owing to the scarcity of paper, the aim of the publishers is to reduce rather than to increase the circulation.

British Industries in War-Time

HOW well Great Britain has applied herself to all the things that make for the prosecution of the war we are told very frequently. Naturally enough it is the British effort in this direction that is most talked of throughout the Empire. But in the midst of this great war work, there is a British effort for the promotion of trade that is deserving of notice. On Monday next, 26th inst., there will be opened in London, in the stately building of the Victoria and Albert Museum and the Imperial Institute, a British Industries Fair that will attract much attention. The enterprise has an official character, coming under the direction of the British Board of Trade. A beginning was made last year when the fair had 600 exhibitors, notwithstanding the fact that, by request of the Munitions Board, certain lines of manufacturing were excluded, in order that there might be no diminution of the supply of war material. This year the interest in the exhibition has increased to such an extent that much additional space is required. The trades which are taking the most prominent part in the fair are, toys and games, earthenware and china, glass, fancy goods, stationery and printing. At the same time there will be opened in Glasgow another fair, in which the specialties will be, textiles, ready made clothing, boots and shoes, foodstuffs (prepared and preserved) and domestic chemicals. This also will be under the direction of the Board of Trade, which is taking much pains to make the fairs known to the world and to invite the presence of buyers from all countries. Of the value of the fairs to the business men there seems little doubt. Many of the manufacturers who participated in last year's fair have testified to the large increase of business which came to them as a result of the exhibition. One exhibitor stated that he opened 400 new accounts, of which over 70 were with foreign buyers.

These efforts to stimulate British trade have their counterpart in France, where there is soon to be held at Lyons a great industrial exhibition. It is gratifying to find that in the midst of the demands of the war the Allies are thus able to give much attention to the arts of peace. It would not be correct to say that Great Britain and France are doing "business as usual." Nothing is "as usual" these days. But the two nations are courageously meeting the needs of the time for peace as well as for war.

In Austria

IF THE recent reports from Austria are to be relied on events are moving rapidly there to hasten the end of the war. Food riots are occurring, there is bloodshed in the effort to repress them, soldiers are refusing to fire on the people, regiments are in mutiny, and the Roman Catholic clergy (Austria is a Roman Catholic nation) are imploring the Pope to find means of bringing about peace to save Austria from ruin. Reports of this character have to be received with reserve. But there is every probability that in this case they have much foundation. The late Emperor Francis Joseph was too willing to be an instrument in the hands of Germany. His successor, Emperor Charles, is still nominally in alliance with Germany, and has just welcomed the Kaiser at Vienna, but the opinion is widely held that he and his people are heartily sick of the war and much more ready than the German authorities to terminate it.

Selling Problems of Manufacturers

The Wholesaler's Influence is Very Valuable in Building Up, and in Holding, Trade in Many Important Directions

By W. W. SWANSON.

The relations between manufacturers and their clients have changed greatly within the last decade, and particularly within the last few years. The retailer is, as a rule, so immersed in his own particular selling problems that he gives little attention to the manufacturer's troubles or the manufacturer's point of view. And yet it is essential that all those engaged in the retail trade should know something of the particular problem that faces the manufacturer, to the end that they may better manage their own business. It is proposed in this article, therefore, to deal briefly with salesmanship from the manufacturing standpoint.

Obviously, the manufacturer may sell to the jobber, the wholesaler, the retailer or the ultimate consumer, or to two or more of them at one and the same time. Not only must he make up his mind, however, which customer will give him the best results in his business, but he must also decide upon the right methods to be pursued. The manufacturer, first of all, however, must select the right agent or person to dispose of his products, before he can determine upon the most economical methods of handling his output.

It is evident that the small manufacturer will, as a rule, sell to jobbers and wholesalers, retailers and consumers alike. This does not necessarily show lack of a definite selling policy on his part, but, rather, that he realizes that a small output of goods will not secure adequate co-operation for their marketing on the part of middlemen. It is imperatively necessary, however, when selling a well-known article over a wide territory, to get in touch with the right class of distributors. The manufacturer, therefore, must examine closely not only the nature of the product with respect to price, bulk and keeping qualities, but the trade considerations based upon the physical properties of the object itself. It is evident that in the dressed-meat business, refrigerating facilities must be provided at strategic centres for serving the retail trade; while, on the other hand, in the case of such articles as adding machines, scales, cash registers and so forth, it may be essential to get in direct touch with customers, as these machines, ordinarily, do not furnish a sufficient business to occupy all the retailer's time. Moreover, they demand a special knowledge on the part of the seller and special ability to place them in the hands of the ultimate user. Such articles, therefore, will be usually marketed through salesmen and agents acting under the orders of branch managers of the parent concern.

To what extent the manufacturer makes use of the jobber or wholesaler will depend upon business policy and business expediency. The wholesaler's influence is very valuable in building up, and in holding, trade in many important directions. The largest laundry soap manufacturer in the United States deals with the retail trade only through jobbers; and if orders are taken directly by the manufacturer's salesmen, the usual profit goes to the wholesaler named by the retailer who buys the goods. In turn, the jobber is relied upon to push this particular line of goods, and can be depended upon to do so under these generous conditions. On the other hand, iron and steel manufacturers in the United States do not sell to any extent through middlemen, but directly to large consumers of their products. It was found necessary to adopt this policy because middlemen had got into the habit of quoting prices for future deliveries at less than manufacturers could produce the goods at a profit. Owing to the demoralization that followed in the markets for iron and steel, it was found necessary, therefore, to eliminate the middlemen. As has been said, also, the small manufacturer is equally willing to sell to the ultimate consumer, the retailer or the wholesaler, in each case making provision for a sliding scale of prices. It is quite common for publishing firms, for example, to follow this business practice. On the other hand, the jobber continues to more than hold his own in such staple lines as groceries, dry goods, hardware and drugs.

Most manufacturers are quite aware of the great benefits they derive from selling to the jobber alone. They usually secure, in return, not only the benefit of his active support in pushing particular brands of goods, but also the advantage of the jobber's very complete selling organization. In the latter case the manufacturer himself can reduce his own selling organization to a minimum, and correspondingly re-

duce his expenses. In addition, he will find the work of his credit and accounting departments very much simplified, with resultant gains through the economies effected. No doubt there are almost equally as great disadvantages tied up with this business policy. The manufacturer, obviously, knows little or nothing of the chief centres wherein his goods are distributed by the jobber; and is, therefore, not able to check closely the results of his advertising campaigns. Moreover, he cannot always be sure that the jobber will not push rival goods, on which there are larger profits. The real danger, however, arises in connection with the work of the salesmen employed by the jobbing house, who work on a commission basis for the most part, and who, therefore,—and naturally enough—will seek to sell those products that will yield them the highest return.

More and more, therefore, the manufacturer is endeavoring to get in direct touch with the retailer himself. By selling directly to retailers, he can determine accurately the growth of his business in every locality throughout the country, and can thus stimulate local demand by placing his advertising where it is most needed. Moreover, the manufacturer realizes that the retailer can create and maintain a very valuable market for him. Many large retailers in Canada and the United States attempt to dispense with the wholesaler altogether, and deal directly with the manufacturer. The latter, however, incurs certain disabilities in adopting this method; for he generally is compelled to meet the active discrimination of powerful wholesale houses against his goods; and must, in addition, establish a large and expensive selling organization of his own. Moreover, the keeping of many accounts not only with hundreds, but with thousands of retailers, imposes a heavy burden upon the manufacturer who follows this practice.

In recent years retailers have been compelled to meet active competition on the part of manufacturers who sell directly to consumers by agents or by mail. Some manufacturers prefer this method of marketing their goods, since they can determine pre-

cisely in what locality the best response to their advertising is secured. Moreover, the manufacturer feels that he has thereby better control of markets and prices than if he had acted through retailers and middlemen. But selling and advertising costs make this method of carrying on business expensive. It practically means, moreover, the elimination of all credit business.

Having decided upon the question as to whom he shall sell, the manufacturer must next work out his marketing methods. He usually gets into touch with jobbers through salesmen, and rarely through the mail; but whether dealing with jobbers, retailers, or directly with consumers, he will find that personal solicitation is the most effective method of securing business. As remarked, however, the importance of the middleman—the jobber and wholesaler—is steadily declining, as manufacturers are tending more and more to link up the retailer with the factory or the distributing branch. The manufacturer finds direct connection with the retailer to be of increasing importance. This is due to the fact that he can thereby keep a check on his advertising, and can better direct the marketing of his own goods. Moreover, the rapidly increasing purchasing power of retailers tends also to bring them into closer relations with manufacturers.

It may be safely asserted, however, that the jobber will not be eliminated from the field of modern business; for without him hundreds of stores in centres, large and small, would cease to exist. It is undeniable that he performs functions that are of the utmost value in the business world. The merchant of moderate capital can, through his jobber, obtain a much wider selection of stock than if he were dealing directly with the producer. Moreover, through the jobber's help he can use what capital he has with greater efficiency; as he will not be compelled to tie it up by stocking a storehouse with purchases of large quantities of many lines of goods. The wholesaler's salesman is in many cases the retailer's guide, philosopher and friend, keeping him in close touch with changing fashions and fancies on the part of the public, as well as with up-to-date methods in business. Without the help of the jobber, indeed, the neighborhood store would soon perish from off the earth. It is obvious, therefore, that it is impossible to dogmatically state the right relations that should exist between the manufacturer on the one hand and jobbers, wholesalers and retailers, on the other.

The Submarine Campaign and our 1917 Export Trade

Canada's Exports of Domestic Produce for December Amounted to \$130,000,000, and its Imports to \$62,000,000.

By H. M. P. ECKHARDT.

For the month of December, 1916, Canada's exports of domestic produce amounted to \$130,000,000, and the imports for consumption were \$62,000,000—the excess of exports being \$68,000,000. The significance of the figures is brought out when it is remarked that maintenance of our foreign trade on this basis throughout 1917 would result in an export surplus of over \$700,000,000—an amount that would take care of our annual interest outgo of \$150,000,000 and leave a large balance available for lending to the British Government and for other purposes. However, it would not be wise for us to count upon an average monthly export surplus of \$60,000,000 during the present year—the estimates should be framed on a more conservative basis. Last year (in the twelve months ending December) the export surplus amounted to \$325,000,000, the two big items of exports—manufactures, \$440,000,000 and agricultural products, \$364,000,000,—taken together more than balanced the total of all classes of imports. And we have to remember that abnormal movement of grain during the early part of 1916 was chiefly responsible for the large figures reached by agricultural products. It is not to be expected that the agricultural exports in 1917 will be equal to the 1916 results. Although the terminal elevators at the head of Lake Superior are said to be filled, and although there is still a considerable quantity of wheat to come forward from interior points, the transportation and banking interests do not expect that the grain movement in 1917 will be sustained throughout the spring and summer as was the case last year. So it is advisable to estimate or allow for a possible falling off in shipments abroad of agricultural products.

On the other hand, there is the announcement by the Finance Minister to the effect that Canada's

munition output this year may reach \$500,000,000 as against \$350,000,000 or so in 1916; and if circumstances are favorable, it may develop that the increased value of the munition shipments will offset the anticipated decline in shipments of grain and other farm products. In this connection it is necessary to take into consideration the recently renewed German campaign of undersea frightfulness. Canada has confidence that the British naval authorities will do all that is humanly possible to safeguard the Empire's sea-borne commerce, but it is frankly recognized that the nature of the attacks makes it extremely difficult to deal with them effectively. All Allied and neutral observers have been prepared for spectacular doings by the enemy submarines during the first two or three weeks of the intensified campaign; but it is hoped that the enlarged rate of destruction cannot be maintained for a long period, and that means will be found for ensuring that the great bulk of the freight traffic from America to the United Kingdom and France may proceed as heretofore.

This bears very strongly on the question of our export surplus in 1917. For if the Germans succeed in greatly cutting down the sea traffic to England, our export trade in farm produce and munitions will inevitably be reduced, and our prospects of rolling up a big export surplus will not be so good. We have seen the shipping of American, Dutch, Norwegian and other lines held in port until the results of the new German order could be considered; and it is clear that a prolonged stoppage of neutral shipping would affect the movement of tonnage for Europe very materially. In all probability these neutral ship-owners will resume their traffic when suitable

(Continued on page 13).

Banking and Business Affairs in the U.S.

By ELMER H. YOUNGMAN, Editor Bankers' Magazine, New York.

(Special Correspondence of The Journal of Commerce).

Saturday, February 18th.

Preparations have already been made to care for any unusual banking strain growing out of the tension in international relations. It is not at all improbable that these preparations may tend to forestall exceptional demands on the banks. Aside from the more than ordinary strong position of the banks themselves, the Federal Reserve Board is well fortified with a large gold reserve and the power to rediscount and to issue currency to almost any required extent. So far as any possible demand for currency is concerned, that has been physically provided for by adding to the staff at the Bureau of Engraving and Printing, and already notes are printed and being in reserve in large volume, to be issued should the occasion arise. When the war began there were, as well as the usual, unusual demands on the banks to convert deposits into notes. These demands were met under the provision of law then existing. While the law has been somewhat modified since that time, it all is of great flexibility to the note issues of the banks. As has been said, the position of the banks at this time is exceptionally good, and with the tremendous additional powers of assistance held unused by the Federal Reserve Board, it is difficult to assign any solid reason for believing that the banks will fail to render all needed support to business and to render whatever financial assistance the Government may call for in the placing of loans.

Unification of Diverse Banking Systems.

Reports have been current recently of a proposal to force all the State banks of the country into the Federal Reserve system, under the plea of necessity of unifying the diverse banking systems for better service which is deemed essential in the circumstances now existing.

At present, besides the 7,000 National banks members of the system, there are only an inconsequential number of State banks belonging to it, and the latter class of institutions appear to be indifferent about joining. As the total number of State banks is between two and three times the total of National banks, it will be seen that numerically the banks outside the system greatly preponderate. It cannot be said offhand just how the State banks would regard the forcing process. If convinced that the public good, at this critical juncture, called for such a step, they might not make serious opposition; but under ordinary conditions, any of them would doubtless resent such a movement.

The suggestion is not a new one, for it antedates the recent war talk. Indeed, the regulation only recently introduced for the parring of checks had as one of its objects the forcing of State banks into the Reserve System.

Objections to a complete unification of the diverse State banking system into a single system under Federal control usually rest upon the assertion that conditions being so different in the various sections of the Union, a local system of banks can serve the people's needs better than a uniform system operating under Federal law. It is furthermore asserted that the rapid growth of enterprise and of banking itself proves the truth of this contention. There is another objection, not so often urged, but one which has considerable weight. This refers to the greater ease with which State banking laws may be altered to conform to local conditions. Granting the validity of all these arguments, there appears to be a gradual tendency, nevertheless, toward greater banking unity than has heretofore existed.

Decrease in the Supply of Labor.

Very marked changes in the net increase in immigrant arrivals since the beginning of the war tended to bring about a reduction in the supply of labor in the United States. Passage of the new immigration bill, with the literacy test, over the veto of President Wilson will have a tendency still further to restrict immigration into this country.

In the year 1912, the net gain in population from immigration and emigration was 646,000, and 1,017,000 in 1913. But in 1915 the net gain was only 43,000. Last year it was 263,000. Had the dull business conditions prevailing at the beginning of the war continued, the loss of foreign labor supply would not have been a matter of serious concern, but we have had a marked business revival which has seriously aggravated the labor shortage. This situation, may, of course, alter at any time owing to a slackening of business enterprise. Just what will be the situation with regard to immigration after the war

can hardly be forecast with any degree of precision. Some believe that there will be a great exodus from Europe to escape heavy taxes and a higher cost of living. Others contend that the necessity of rebuilding will create a demand for labor in Europe at high wages.

Without attempting to reconcile these divergent prophecies, it may be said that early relief from the existing shortage of labor on this side the Atlantic does not appear probable through European immigration. If this view be correct, we are in for a long season of scarcity of labor with high prices of commodities, unless a depression should supervene. Nothing of this kind appears in immediate prospect, and nothing can be looked for so long as conditions continue to supply the stimulus to active trading. That a recession must come sometime all realize; but when that time shall be no one would be rash enough to predict.

The Latest Wall Street Investigation.

Political hostility toward Wall Street lends a popular interest to public investigation of doings in that much-advertised centre of finance. For some weeks an investigation has been going on to find out who gave out advance information regarding one of President Wilson's peace pronouncements, thus offering an exceptional opportunity of speculating on the short side of the market. This investigation was concluded on February 15th, but the committee in charge will not report on the matter until the 27th inst. It seems that while the fact has been disclosed that advance information did get to Wall Street in some way, nothing has been developed at the hearings to indicate that there was any official impropriety in the matter, though there may have been a violation of confidence on the part of someone. Whenever anything sensational happens in the financial world, the onus always falls upon Wall Street. Members of the British Parliament would doubtless have no scruples whatever about rising in their places and explaining what benefits the country and the Empire derive from the operations of the financial institutions in the City of London, nor would they imagine that the tenure of their seats was rendered insecure by a word in favor of Lombard Street. But with members of the American Congress it is different. They hesitate to say anything that may be construed as favorable to New York as a financial centre, and few would be so courageous as to risk their political future by a defense of Wall Street.

It is nevertheless true that Wall Street, discarding the very small proportion of it engaged in speculative activities, renders a necessary and substantial service to the country's commerce and industry. But the popular delusion, which regards Wall Street as a centre of all that is financially iniquitous, persists, and many politicians cultivate this delusion as one of their principal assets. The fact that Wall Street has never been at any particular pains to remove this false impression raises the question as to whether or not there may not be a certain enhancement of public interest in that locality because of its alleged wickedness, that may have a certain value from an advertising standpoint at least.

Is the Tide of Trade Receding?

There are some signs favoring an affirmative answer to this inquiry. Of late a slight decline in unfilled steel orders from the record total of December 31 last, and of bank clearings as well, would seem to foreshadow a reduction of the great activity that has prevailed for some time. As a great deal of this activity arose from war orders, it may be inferred that the tremendous requirements of the belligerents which this country was helping to supply has reached its maximum. This might come from either of two sources, that they are well supplied with stores and munitions, or that they are now more able than heretofore to supply their own needs.

If a recession of trade due to slackening war orders is already in sight, it is yet too early to conclude that this will be permanent. Until the great conflict is definitely settled, it cannot be said with certainty that even the enormous demands of the past may not yet be eclipsed. Observers of economic tendencies are watching, however, with keen interest the course of domestic and foreign trading. When the turn of the tide really comes, it will involve some rather sharp readjustments. If this country is spared the expense of entering the war itself and the expenditures of huge sums to assemble a defensive army

and navy, it will be in a much better financial position than the European nations. But even if this should prove to be the case, there is no doubt that much of the capital wealth accumulated here would, on the conclusion of peace, return to the countries whence it was derived, to be employed in rehabilitating their devastated cities and building up their shattered industries. A falling off in business here, which many regard as a certainty immediately following the end of the war, would tend to hasten the exodus of capital from the United States to Europe.

Serious Trade Embargo.

Germany's submarine campaign has greatly curtailed oversea traffic, and this has resulted in serious congestion of freight along the Atlantic seaboard. It has become necessary to put an additional embargo on the movements of certain kinds of merchandise between the East and the West, and even with these restrictions there has been some difficulty in preventing a shortage of both fuel and food. The railways have taken extraordinary measures to relieve the situation, and are hoping to have matters well in hand within the next thirty days. Their efforts would, of course, be greatly helped by a change in affairs whereby the restriction on the sailing of vessels to Europe would be diminished or removed. Bad weather conditions, rendering the movement of freight trains difficult, have aggravated a situation which was none too good before the present complications. It is realized, of course, that these annoyances are trivial compared with the inconveniences and sufferings which the nations actually engaged in war are undergoing; but in the absence of these heavier trials, they seem of considerable magnitude.

In just what way the situation will be cleared up, and what almost practically amounts to a blockade of American ports be broken, it is beside the purpose here to venture an opinion. That relief will come in one way or another, and in the near future, seems assured. Should the present substantial embargo on freight traffic last for any great length of time, the entire country would feel the effects. Europe, at the present time, is getting about seventy per cent of our total exports, and to cut off trade with that part of the world would mean a slackening of work and the probable shutting down of a number of manufacturing establishments. In turn, the lack of employment of labor would react unfavorably on all lines of trade.

Prospective Bond Issues.

From Civil War times until quite recently bonds of the United States were more easily marketable for the reason that they enjoyed what was called the "circulation privilege"; that is, any National bank could buy United States bonds and in turn pledge these bonds with the Treasury and obtain National bank notes for them. This was a disguised plan of circulating substantially the face value of the bonds in small denominations, the banks retaining the interest. But this privilege no longer attaches to new issues of bonds, although the National banks may still retain the bond-secured circulation which they held when the Federal Reserve Act was passed.

This change is of considerable importance in view of the fact that an issue of bonds is already impending on account of a deficit of revenues, and for the further reason that a very large issue of bonds may become necessary should the United States go to war. The circulation privilege in recent years has not been very profitable to the banks, ranging close to one per cent more than the banks could make by lending their funds direct instead of investing them in Government bonds and taking out circulating notes against the bonds. But this slight profit, combined with the fact that all National banks were required to invest a certain proportion of their capital stock in United States bonds, without regard to whether they issued circulating notes or not, tended to enhance the price of the bonds and to render them more readily marketable. With the disappearance of the two provisions mentioned, it will no longer be possible to market a two per cent bond at par, while to make a large issue popular the bonds would very likely have to bear as high as three and one-half per cent.

The possibility of heavy issues of United States bonds can scarcely fail in having some effect on the marketing of foreign securities here, though this effect will not be very serious unless the United States shall be called on to create a large bonded debt. Fortunately, there have been no issues of United States bonds lately and the market is so bare of this class of security that they would doubtless be taken up with avidity.

Fifth Annual Convention Canadian Produce Association

The Canadian Produce Association held their annual convention in Montreal on February 6th and 7th. As this is the first time that the convention has taken place in this city, the Montreal produce trade were much gratified to receive the large numbers of their associates from all parts of the Dominion and the United States. The Federal and Provincial Departments of Agriculture were well represented, the Hon. J. A. Caron being the guest of honor at the banquet held at the Ritz-Carlton Hotel. At the conclusion of the Minister's address, Mr. A. A. Ayer, a well known personality in butter and cheese circles, made an interesting speech, dealing with the radical changes that have taken place in the Canadian dairy industry during his life time.



MR. C. H. THACKER,
Ex-President of the Canadian Produce Association
who made the opening address at the recent
Convention.

The initial session of the convention was opened on the morning of February 6th under the chairmanship of the President, Mr. C. H. Thacker. After disposing of the formal reports of the various officials and the routine business of the Association, Mr. Thacker addressed the meeting on the subject of "Loss Off" system of buying eggs and the value of our export trade in this line.

The "Loss Off" system means that instead of the buyer for the wholesale or storage place buying eggs and taking a risk as to their quality that he buys them subject to having them examined, or candled, and not paying for those which he finds broken, rotten, etc.

PRESIDENT'S ADDRESS.

Officers and Gentlemen of the Canadian Produce Association: As President of this Association it affords me much pleasure to open our Fifth Annual Convention. I desire to thank the members for conferring this honor upon me, as I feel there were other members who were more capable of fulfilling this position than I am. However, I trust I shall receive your loyal support in assisting me to perform the various duties whilst holding this important office.

When assuming the position as president of this association I had hoped that this terrible war would be terminated before this annual meeting; in this expectation we have been disappointed, as no one can yet fix the day of its termination. Nevertheless, I feel sure that I express your feelings when I say that we hold an unshaken confidence for the ultimate victory of Britain and her Allies. Canada has proved her loyalty to the Empire, and has given freely her gallant youth and monetary means to the great cause on which her liberties and national existence so greatly depend.

I expected that we would have the pleasure of welcoming back, at this annual meeting, our friend Col. John Gunn, who has recently been decorated by His Majesty, with the distinction of "D.S.O." The same energy displayed by Col. Gunn whilst president of this association has warranted him receiving distinction on the battlefield in helping the Motherland to fight the battles of the British Empire for the liberty of her subjects.

We are still a small organization in this great Dominion of ours, but, we hope, with co-operation of the members to make such progress that this association will be known, not only in the cities, but, from one end of the Continent to the other, and also, in the nearby towns, and farming communities, so that we may come in closer touch with the producer, and thereby he may learn to his advantage, a better method of marketing his products. On this point I would like to emphasize the importance of making this meeting a convention for the producers. Some have stated that this is a part entirely for the Government, but, gentlemen, if you want the farmer to produce more, it will require the concerted action of both.

The work of the association coupled with that of the Legislature has made wonderful progress in inducing the farmer to market a better quality of eggs. It may be of interest for you to know that our loss on eggs during the past year was considerably less than that of three years ago. This exemplifies the importance of the loss off system of buying. Some of the Western Provinces have adopted this system, and rules governing such have been inserted in the by-laws of the Board of Trade, and I feel that we should recognize this system by copying their example.

As regards the system of loss-off payment, it has not only been a benefit to the purchaser, but, has taught the farmer to market the eggs more frequently than has heretofore been his custom, thereby avoiding the heavy shrinkage which has been customary for the purchaser to bear.



HON. J. A. CARON,
Minister of Agriculture for Quebec, who made an
interesting speech at the Produce Association
banquet.

During the season just closed we had eggs stored away at prices that have never been known in the history of the trade, and although a little money was made on them we owe our thanks to the export trade to the Motherland for it. The keen competition for eggs last year caused some members to fall away from the rules laid down by the association, but, gentlemen there is no reason for it. There are enough eggs for everybody, and I sincerely hope that every member of the association will abide by the rules and by-laws which he has signed for the coming year; otherwise, it would be better for us to eliminate the paragraph of not paying for bad eggs.

On this point I would suggest that the Board of Arbitration be advised of any deviation from the rules by the members. I know that no work has been given to them during the past year, and I am afraid this is somewhat humiliating to have been appointed to such an important office without their services having been called upon.

We have with us many Government officials and experts who are to lecture on various subjects, and any members who wish to be enlightened on matters may feel entirely at liberty to ask questions when the subjects are being discussed.

The export season just closed, up to December 31st, shows shipments to Great Britain of 380,000 cases for the year 1916 against 279,000 cases for 1915, and 112,000 cases for 1914, which shows an increase of

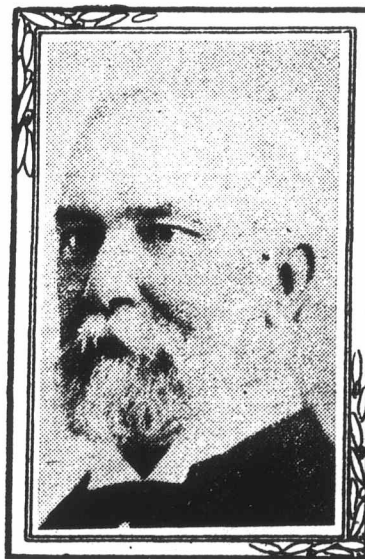
101,000 cases over 1915, and 268,000 over the year 1914. In our exportations of 380,000 cases we have shipped 245,443 cases Americans, and 134,557 cases of Canadians, therefore, you will note that we are lacking in the quantity of exports of Canadian eggs, although we have realized 1s. to 3s. per hundred more on account of quality, which speaks for itself regarding the duty of the Canadian.

Whilst on this subject I may mention that most of the eggs exported and used in Montreal are produced in Ontario; Quebec does not produce more than one month's supplies for this city; consequently you will readily note that a campaign for increased production of eggs in this Province is most essential. Quebec stands second to none in the production of butter and cheese, and with the co-operation of the Government, who I hope will take steps in this matter, there is no reason why the production of eggs should not be on a similar basis to other products.

We have received compliments regarding the quality on various shipments of Canadian eggs, and as we have a market that will take an unlimited supply we cannot be too careful regarding our shipments. We have been paid higher prices for export than what we have been selling for on our local market, therefore, let us conserve the interests of the export trade in order that we may continue this business after the war has terminated. Let us open next season with caution, realizing that we must have an outlet for this product, and that we can only obtain same by meeting competition with the other markets of the world who are exporters to the Mother country.

BUTTER.—Owing to large exports to the Motherland and the high prices on cheese we have been experiencing famine prices on butter, and in some instances the farmer has been paid as high as 44c per pound, f.o.b. shipping point. It would have paid him better to have manufactured cheese which has sold as high as 25% c f.o.b., but, had less factories made butter we might have seen 50c per pound for it, f.o.b. country points.

There was a time during the past season, when it seemed as though we could not fill the British trade with butter, and although offers of American creamery were made at 6s. to 8s. per cwt. less than Canadians they would accept the latter in preference. This speaks for itself regarding the quality of Canadian creamery we are manufacturing in the Province of Quebec today. Heretofore, our Canadian creamery



MR. A. A. AYER,
who spoke at the Canadian Produce Association
banquet.

has been neglected in England, as during our export seasons of 10 or 12 years ago most of the butter shipped then went into cold storage, and was only consumed in the Fall, therefore, the goods did not get justice on quality on account of being four or five months old before being consumed. During the past year the goods that have been shipped have gone immediately into consumption, and this has given us a splendid opportunity of showing the Britisher the quality we manufacture.

(Continued on page 17).

Public Opinion

THE BITTER END.

(Louisville Courier-Journal).

"Germany will fight to the bitter end." Of course. The sweet end was the end at which the dash for Paris promised to end under the Arc de Triomphe.

BE OF USE IN THE WORLD.

(Insurance Press).

Have a larger interest in mankind than your commissions. As an avocation, try to be of some use in the world. What a man does in his spare moments reveals his real character.

Don't live so that when you die nobody will miss you but your family!

THE SEAS WERE FREE.

(Chicago Tribune).

The seas were free enough before 1914. During upward of a century Britannia ruled the waves, but she also charted and policed them, and the benefits of her trusteeship were shared by all nations. A sea power has always been an enlightened power; its selfishness has been an enlightened selfishness. It is not the fault of Britain that the seas are no longer free.

WILL BE FOUGHT TO A FINISH.

(New York Herald).

What else can come from meddling at this time except serious complications for the nation whose interests the President has been chosen to safeguard? The American people have nothing to gain and everything to lose by a premature, an inconclusive, peace in Europe. It is to their interest, as well as in the interest of right and justice, that the war be fought to a finish. It will be fought to a finish.

THE EYES OF THE ARMY.

(Southern Lumberman).

Without air reconnaissance an army is blind. Russia learned this when her army blundered into von Hindenburg's trap in East Prussia. The Germans, with efficient aircraft, spied out the Russian positions in Galicia, in May, 1915. In their recent advance on the Somme, the British and French ascribe their success largely to supremacy in the air.

It now transpires that Roumania's dreadful plight was due in large part to the inefficiency of her aviation corps.

"THE DOWNTOWN DAY."

(Philadelphia Public Ledger).

The downtown day is likely to be a ruthless procession of appointments that—like a last year's calendar—one does not care to keep. There is not always room for dashes of humor or a vein of sentiment: men "with eyes like little dollars in the dark" are vexed if their progress from millions to billions is checked by a jest or an anecdote, even as Lincoln's Cabinet was impatient when he halted the proceedings to read a few lines of Artemus Ward or to tell a mirthful story. "We have no time for riddles in this office," said a disgusted engineer when an old-fashioned person mildly propounded a conundrum of the sort Douglas Jerrold and Sydney Smith, Theodore Hook and Tom Hood spent much of their time in asking. "If a man wears a flower in his button-hole, that ends him for me," declared a steelmaster into whose composition much of his own metal had entered. "When I have no time for lunch I swallow a couple of these," said a promoter, exhibiting a bottle of little tablets of compressed food as he was dropped earthward in an express elevator. A railroad official observed the other day that the fellow who a century ago fumed when he missed the weekly stage-coach now frets when he misses the compartment of the revolving door. "More speed!" is the cry of the era. Most of the maxims murally decorating business offices, that answer the eye with a black glare of print, can be reduced to this, "Get out! Time is valuable. Space is as costly as pew rent in a fashionable church. Don't dare to frivol when you come round these premises. State your business with the decorum of an undertaker's assistant, and decamp. Here's your hat."

And as an antidote the Ledger advises love, at home, and elsewhere: "Even the life of business need not be a grinding mill, a cheerless hustle, a sordid scuffle for the hyena's share. Life still is the master of us all—but love is the master of life."

COST OF BAD ROADS.

(American Lumberman).

A company in Stanislaus county, California, that buys skimmed milk from the farmer has demonstrated to the rural residents in an emphatic manner the value of good roads to them. This company sends trucks directly to the farms to collect the skimmed milk, but it pays higher prices to farmers living on good roads than on bad roads. On poor roads the company pays 17½ cents per 100 pounds, but on good roads it pays 20 cents. Of course, the farmer always has been paying this tax on every hundred pounds he hauled over bad roads and he has been relieved of it on every hundred pounds he hauled over good roads, but that fact has not been brought to his notice as in the case cited. When he measures his distance from town in minutes instead of miles he will realize the profit of good roads.

THE Y.M.C.A. ON THE MEXICAN BORDER.

(Chicago Tribune).

In the riot of red tape, inefficiency and disorder incident to the mobilization of the national guard last summer there was just one bright spot, the Y.M.C.A.

While the government was unable to obtain even wood for its hospitals and while the Red Cross was making a loud noise but accomplishing nothing, the Y.M.C.A., unostentatiously built its reading rooms in every camp, furnished adequate secretaries, and brought to the men an opportunity for innocent amusements that did much in preserving the high moral standard of the soldiers.

Every branch of our military establishment, the Red Cross included, must be revolutionized before we can carry on successfully military affairs. The Y.M.C.A. alone is fully prepared to do its work.

PLAYING INTO GERMANY'S HANDS.

(Wall Street Journal).

It has been truly remarked that while you can be a little bit sick or a little bit in love, you cannot be a little bit married or a little bit dead. There are some well-meaning people, and others not so well meaning, who believe it is possible for us to be a little bit at war. In the event of an overt act by Germany they propose an entirely defensive campaign, with the accumulation of arms and armament solely for ourselves, to exclusion of our present customers for such supplies, the allies, upon whose side we should supposedly be fighting.

Nothing could more effectually play into Germany's hands. This embargo is precisely what German sympathizers have been working for during the past two years, and what was formally refused when Austria demanded it of our government. If to such a trade policy were added the proposal to keep our financial credit to ourselves we could hardly help Germany more if we actually entered the fighting on the side of the central powers.

Defence is not the function of a navy when engaged in conflict with another not overwhelmingly superior in strength. It is the standing rule of the British navy that its battle line is the enemy's coast. Attack is the best defence on land, as the German strategists have proved, and it is still more so at sea. Anything else would mean a complete surrender to the submarine frightfulness threat, and we have already made a long stride in that direction, without the declaration of war, by detaining American vessels in American ports. Germany has, in fact, blockaded our Atlantic ports already by her submarine activities. If this is not an overt act, what is?

Our policy in the event of war is indicated as clearly as need be. It would become our duty to take over from the Allies every possible burden susceptible of being transferred. In no other way would our entry into the campaign have any effect other than to prolong the war and to leave ourselves at its close without a friend in the world and in a situation of the gravest danger. Without even firing a shot we should still be at war with Germany; and unless we entered the pact of the Allies to act in unison in securing peace we might witness the spectacle of New York, Boston and Philadelphia paying as ransom the indemnities which Germany no longer hopes to extort from her adversaries.

THE INVISIBLE FLEET.

(Archibald Hurd in the Fortnightly Review).

The British people have not seen the British Grand Fleet or any other of the naval services since the ships, great and small, steamed out of Spithead at the end of July, 1914, passing off the Nab lightship the royal yacht, from which the king inspected the country's first line of defence. That phrase—the first line of defence—has gained a new meaning in the months which have followed. Without a fear of the consequences, the people of the British Isles learned of the transportation overseas of the expeditionary force, of the army reserves and of the territorials. Those soldiers, regular and citizen, have been followed by the new armies, and yet the British people have remained undismayed. In that condition of mind rests the most supreme triumph of sea power over ignorant fears of which history holds any record. The overseas danger remains today what it has always been. The peril of invasion does not exist. On the other hand, "raiding forces, each consisting of a comparatively few thousand men, might . . . be dispatched by an enemy in the more or less desperate hope that, owing to the small tonnage of shipping employed in transporting them, some way might be found through the chain of mobile defence on the British coast." That relatively small peril confronts us. The more desperate the condition of the central powers, the greater it will become.

Book Reviews

ECLIPSE OR EMPIRE.

Eclipse or Empire, by H. B. Gray, D.D., Oxon.; President of the Educational Science Section of the British Association (Canada) 1909; (Australia) 1914, etc., and Samuel Turner published by Nisbet & Co., Limited, London, Eng., at 50 cents nett, gives in a valuable glossary facts and figures which the writers claim show "that during the last 20-40 years most of the inventions, new ideas, and developments, have been given to the world by countries other than our own (Great Britain); furthermore, that their value has been more quickly appreciated and put to practical use in foreign lands." The authors say: "In our judgment the reason is to be found in the absence of a scientific education among the young in all grades and conditions in this country, and to this fact is due the failure to produce in our people at large a scientific habit of mind. Other contributory causes have doubtless led to our inability to maintain pre-eminence in the world of industry. But our educational system, or want of system, is the root cause."

"Coppers in a Nutshell" is the title of a little booklet issued by Howard A. Riley & Co., of New York and Philadelphia, which will be sent free upon request. The booklet is confined to the seasoned, standard, producing copper companies, whose securities are traded in on recognized exchanges. It furnishes some data as to the possible changes in capitalization of the company, controlling interests, effective capacity, earning power on various prices of copper, price range, and marketability of the security and reasons back of the price movements, and in many ways this booklet departs radically from the usual run of "copper books."

The Thirteenth edition of "Heaton's Annual", a book that has become indispensable in the office, contains all the old features as well as some new ones. The first part of the book consists of complete official directories of the Dominion and Provincial Governments, also a long list of titled and decorated Canadians, also postal information; a shipper's guide giving every banking town with banks and railway connections, population, etc.; Commercial Regulations and complete Customs Tariff revised to date. The second half contains complete descriptions of every commercial town in Canada with hotels in order of merit, industries, population and industrial opportunities as well as a summary of the resources of the Dominion, covering agriculture, agricultural districts, finance, fisheries, forests, fur farming, mining, sport, water powers, etc. The information is full, clearly arranged and concisely stated. Cross references are given through the text to a bibliography of Government and Standard publications under the heading "Where to Find It", so that the reader has access to complete information upon any subject in which he is interested. Heaton's Annual, Heaton's Agency, Toronto, Ont. Price, \$1.25.

Mentioned in Despatches

HA-RA.—It remains for a journalist to get the real scoop of the war in the matter of wounds. A Japanese journalist by the name of Ha-ra wanted to see what the war was like, so joined a Sikh regiment in India. Later he was transferred to England and joined a Middlesex battalion, where an Irish comrade dubbed him O'hara. Names do not count for much with this fighter, who has been in the hospital six times, and bears seventy wounds in his body. He has been awarded the Distinguished Conduct Medal and the Military Medal, and as soon as he gets out of hospital is to be given a commission in the Royal Flying Corps. Ha-ra was a Tokio newspaper man before enlisting.

SIR WALTER CASSELLS, Judge of the Exchequer Court, is one of the best known jurists in the Dominion. He was born in Quebec City in 1845, educated at the University of Toronto, and has since then been prominently identified with legal and judicial work in the Ontario capital. For years he was a member of the well known firm of Blake, Lash, Cassells & Co., was made a K. C. in 1883 and a Judge of the Exchequer Court in 1908. He was a member a few years ago of the Royal Commission appointed to investigate certain alleged irregularities in the civil service.

ALFRED G. MORRISON.—The sudden death of Mr. Alfred G. Morrison, K.C., removes one of the most prominent legal lights in the province of Nova Scotia. For several years he was Crown Prosecutor for Halifax but was even better known as a specialist in Admiralty practice and in Criminal procedure. He was an able platform speaker, a skillful debater, possessed a well-trained and well-informed mind and altogether was a force to be reckoned with in the political life of his native province. Mr. Morrison was the son of a man who in his day was a prominent figure in New Scotia's public affairs. Hon. Thomas F. Morrison represented Colchester County in the House of Assembly for a long time, later was a member of the Legislative Council, and was in his last years a member of the Provincial Cabinet under Mr. Fielding's Premiership. The old gentleman, a retired sea-captain, had great natural ability and was a powerful public speaker. His son inherited his talent of platform oratory. Alfred Sidney Morrison was born at Folliegh Village (now Glenholme) on May 31st, 1854. He was educated at the public school at Londonderry and at Pietou Academy. He started his career at the age of twenty-three as a law student, with Weatherbe and Graham (the late Sir Robert Weatherbe Chief Justice of Nova Scotia, and Sir Wallace Graham, the present Chief Justice). He then studied under Sir John Thompson, then Attorney General of Nova Scotia, and was called to the Bar on December 5th, 1882.

ARTHUR MEE.—In a social sense the two outstanding developments of the war have been the spread of prohibition and the inauguration of a system which approaches state socialism. Russia now enjoys total prohibition, France almost the same, and practically all the warring nations. England alone seems to lag behind in this respect, but there are evidences that the drink problem which Lloyd George describes as a "greater foe than Germany", is at last to be grappled with. The real leader in the movement for prohibition in England is Arthur Mee, a writer and hermit living in a little cottage on a hilltop in Kent. He is known as "Peter the Hermit", but his crusade is fraught with greater possibilities for good than any of the crusades redolent with history. Mee is preaching temperance in powerful daily newspapers as well as weeklies, in season and out of it and at last has secured a petition which has been presented to Lloyd George asking for total prohibition. The petition itself is not the largest ever signed, but it probably bears the names of more influential men than any similar petition ever secured. Altogether, there are 2,400 names, including over 1,000 magistrates and doctors, teachers, professors, bishops, 100 privy councillors and members of Parliament, ambassadors, and what is probably more significant over 100 admirals and generals and 150 military and naval men of lesser rank have signed it. Mee is hopeful that as a result of this petition and his years of arduous labor that the British Government will shortly enact a prohibitory law, at least for the duration of the war.

THE HON. JAMES LEITCH, a judge of the Supreme Court of Ontario, and first chairman of the Ontario Railway and Municipal Board, has died at his home in Toronto. The late judge was born in Stormont County, Ontario, in 1850, studied law and then practiced his profession in Cornwall. He was an intimate friend of the late Sir James Whitney, and owed his appointment to the Ontario Railway Board to the late premier of the Province.

SIR WILLIAM HOWARD HEARST, who is among the list of men receiving knighthood, is Premier of Ontario, a post he has occupied since the death of Sir James Whitney three years ago. Previous to assuming the premiership of Ontario he was Minister of Lands, Forests and Mines in the Whitney Cabinet. He is fifty-three years of age, was educated at the University of Toronto and Osgoode Hall, practiced law at Sault Ste. Marie, and was first elected to the legislature in 1908. Premier Hearst is a prominent Methodist and a great temperance worker, and it is probably due to this combination of circumstances that he enacted a prohibition law in the Province of Ontario.

BARON GRAHAM.—The publisher and proprietor of the Montreal "Star" is now Baron Graham. In the belated New Year honor list just issued, Sir Hugh has been made a Baron, being the first journalist in Canada to receive this title. Baron Graham was born at Huntington, Quebec, in 1848, and as a lad became associated with an uncle in the publishing business. Later he was, for a short time, secretary treasurer of the Montreal "Gazette" Printing Company, but in 1869 embarked a frail canoe on the uncertain sea of Canadian journalism by founding the Montreal Daily and Weekly "Star". He has met with a very large measure of success in his work, has become rich, and built up papers with a very large circulation.

COUNT VON BERNSTORFF, the German ambassador to the United States, has been a storm center ever since the outbreak of hostilities two and a half years ago. He has continually interfered in state matters, and through plots and intrigue has carried on a most active propaganda in favor of the Germans. Bernstorff was born in London in 1862 when his father was ambassador to the Court of St. James. Being born in England, however, does not mean that he is possessed of any pro-English sentiments. He has been one of the most bitter and implacable foes of England during the war, Bernstorff's diplomatic career is a lengthy one, including services in Cairo, Belgrade, Constantinople, Petrograd, and Washington. He has now been dismissed from the United States, and returns to his own country in safety through the kind permission of the British Government, which he has reviled for a lifetime.

PRINCE ALEXANDER, OF SERBIA.—One of the movements for the re-construction of the Balkan States is now under way and includes the amalgamation of Serbia and Montenegro as one kingdom under Prince Alexander of Serbia. The young prince is a grandson of King Nicholas of Montenegro, so that there would be no breach in the hereditary laws if he were to succeed to the throne. The big Allied nations such as Britain, France, Italy and Russia, feel that the existence of the numerous small Balkan States is conducive to strife, and that the union of two such small states as Serbia and Montenegro would make for peace and also for strength. King Nicholas of Montenegro has been a thorn in the flesh of the Allies ever since he was chased from his throne by the Austrians. He visited his daughter, who is Queen of Italy, but was not welcomed by his son-in-law, the king, and passed on to France, where he was given a villa in the city of Lyons, and a pension. The King, who is seventy-six years old, says that the climate of South France is injurious to his health, and also that the pension allowed him is inadequate. He finally got permission to visit the front line trenches. On his return he visited Paris, where he found life very pleasant and refused to leave it, and now he and his staff are quartered in two very fine houses in the French capital. The old king is an inveterate gambler and finds the very liberal pension granted him by the Allied Governments totally inadequate. Perhaps this may be one reason why the Allies are anxious to have him abdicate the throne in favor of his grandson, who, by the way, has rendered splendid service in the field ever since the outbreak of hostilities.

SIR MORTIMER DAVIS, president of the Imperial Tobacco Company, Montreal, and a director of a half score other financial and industrial corporations, has been knighted. The new knight was born in Montreal in 1866 and went into the tobacco business, in which he amassed a fortune. Sir Mortimer Davis is active in Jewish philanthropic circles, being regarded as one of the leaders of that race.

E. R. WOOD, president of the Dominion Securities Corporation, Toronto, director of the Canadian Bank of Commerce, and a score of other financial and industrial corporations, has recently undergone a serious operation at the Johns Hopkins Hospital in Baltimore. Mr. Wood is one of Canada's most prominent financial men. He got his start in life through the late Senator Cox, who decided that the young Peterboro telegraph operator would be a good man to bring to Toronto and have associated with the many Cox interests. Mr. E. R. Wood, in addition to his wide financial and commercial interests, manages to take an equally keen interest in social and philanthropic work. For years he has been president of the Y.M.C.A. in Toronto and one of its most active workers. E. R. Wood is one of the many men in Canada who has climbed to a high position through the telegrapher's key. That his hand has not lost its cunning is illustrated by the following: A few years ago the engineer of the Muskoka express found the semaphore set against him at a little wayside station. The station agent had gone home for the night and could not be located. In a little while E. R. Wood emerged from his berth, talked the matter over with the train officials, climbed through the transom over the door of the station, and called the divisional superintendent. In a little while authorization was secured and the train proceeded on its journey, all because E. R. Wood had not forgotten how to operate a key.

A BUSINESS TRIBUNAL FOR CANADA.

Commercial Interests Ask Government to Act

At an enthusiastic meeting of the Canadian Association of Retailers, Wholesalers and Manufacturers, held in the Chateau Laurier, Ottawa, on Tuesday afternoon, February 6, 1917—with about 100 members present—the following resolution was passed.

"That it is the unanimous opinion of this joint meeting, consisting of manufacturers, wholesalers and retailers, here assembled, that the present channels of trade through which manufacturers' products are distributed, namely the wholesale and retail trade to the consumer, are the most economic and safest, and afford the greatest convenience, and are altogether in the best interests of the public.

"In order to demonstrate the correctness of this view, we recommend that a Commission of Inland Trade be appointed by the Dominion Government with authority to investigate and wherever necessary, regulate the same.

"And that one or more persons who will make quick decisions, which will inspire the confidence of the public, be appointed thereon."—Carried unanimously.

Later a delegation of about fifty members, introduced by Senator Stanton, of Hamilton, waited upon Sir Robert Borden and Sir George Foster, and asked the Government to appoint a commission of Inland Trade for the settlement of business questions. What is wanted is the establishment of a tribunal, somewhat after the plan of the Railway Commission, before which the producing and distributing interests of the country would have a right to go to answer charges affecting their own business, a court where questions relative to price raising, formation of combines, etc., could be trashed out instead of being brought into the common courts of the country as is the case at present. Such a tribunal as is proposed would report to the Government the merits of cases brought before it and that report could be sent to the Attorney General of the province concerned, who would thus have before him the results of capable preliminary examination as a guide to prosecutions. Under our present system, important business details are frequently made public, and in some cases unwarranted odium thus attaches to the merchants involved.

The delegation also opposed the methods at present adopted in the investigation of the high cost of living.

Sir George Foster, replying, asked that practical suggestions be submitted.

Comments on Current Commerce

By E. S. BATES

TRADE WITH SIBERIA.—After reading the reports from Canadian Trade Commissioner Wilgress from Omsk, Siberia, on the opportunities for Canadian producers in the Siberian market, one cannot refrain from thinking that the development of that vast market requires too close attention for the Canadian exporter. These reports have been appearing in the Weekly Bulletin, published by the Department of Trade and Commerce. Throughout them all Mr. Wilgress emphasizes the wonderful potentialities of Siberia, the trend toward development of these resources, and the opportunity open to Canadian manufacturers in assisting that development. But the great difficulty of transportation is the item of paramount importance. The country is but poorly served with railroads, and although the rivers are generally navigable they all flow toward the Arctic and therefore are ice-locked for the greater part of each year. Mr. Wilgress has pointed out the agricultural possibilities of Siberia in the production of dairy products and small meats; the great forest resources awaiting development, and the wonderful mineral wealth of the country. And in the development of all these he sees an opportunity for Canadians. But surely that opportunity will rest with the country which is in a position to provide the vast sums of money that will be needed in the development. Siberia today is sparsely settled. It has no banking facilities to speak of, nor has Canada that great army of tramp traders available to ferret out the profitable part of the trade. No there are a few lines in which Canadian manufacturers may hope for some trade with Siberia, but the field is too difficult for a country that is only beginning to acquire foreign markets. Canada herself still imports too much of the goods that Siberia will require to expect to be able to compete in the Siberian markets. One cannot help thinking that the undisputed ability of our Siberian Trade Commissioner is being wasted. Much better it would be to use his talent in some more promising field.

* * *

THE STEAM LAUNDRY BUSINESS.—The high cost of living has touched most commodities, but our Chinamen continue to do up our laundry at pre-war prices. This feat is of greater moment than at first appears. In common with the Chinamen, the steam laundries, of which dozens have sprung up throughout the country during the last few years, are paying greatly advanced prices for their soap, soda, machinery and other materials, but in competition with the Chinamen who have not advanced their prices the steam laundries are finding it increasingly difficult to make their businesses pay. They have waged relentless warfare on the Chinamen during recent years, but the Chinks are now having their innings. Their overhead is small; it simply means a slight reduction in their profits, but the situation has forced a number of our largest steam laundries to the wall. Where it will end depends upon the length of time prices remain at their present high level. The agitation against Chinese hand-laundries is more bitter than ever, but it is a question whether public opinion will ever demand the abolition of the genial Chink from the business. The charge of unsanitary conditions in the hand laundries made a few years ago by the combined steam laundries was disproved, and really, it will be hard to beat the honest and efficient service rendered by the Chinamen.

* * *

ANOTHER FOREIGN UNDERWEAR ORDER.—The Italian government has again placed an order with Canadian knitting mills for underwear. The order is for 100,000 dozen heavy wool ribbed undershirts, and will be distributed among a number of the mills. When it is remembered that this business is secured in competition with British and Italian mills, the efficiency of the Canadian knitting industry is realized fully. This garment is strictly Canadian and therefore the mills of this country are well-equipped for its manufacture. The order will serve to fill up the loose corners of the trade, and further, will serve to influence the British authorities to allow wool supplies through to Canada more freely. The British authorities now control the Australasian clips and wool can only be shipped to this country under license and assurance that it will be used in Canada. No doubt, there is considerable red-tape connected with the granting of the licenses, and something

specific like the Italian order will have a sentimental effect in hurrying wool shipments. On the other hand, it is good business and the knitting mills are to be congratulated on their enterprise.

* * *

RAILWAY CONTROL.—Judging by the nature of the many resolutions being passed by associations of one kind and another all over the country, it seems as though the Government would sooner or later be called upon to run the private business of the country as well as that of the government. Latterly, the idea of a National Government has caught the public fancy, and we hear of dozens of resolutions being passed by responsible business men endorsing it. Now the coal shortage has brought demands "that the Dominion Government take over the railways or portions of them in these times of war, . . . so as to secure the greatest efficiency in service that such consolidations and subsequent co-operations and co-ordination would bring about." A resolution embodying this idea was adopted by representatives of strong commercial organizations of the city of Toronto. Whether it means the complete endorsement of the nationalization of Canadian railroad scheme, or is merely an effort to relieve the present freight congestion, is a moot question. At any rate these business-men are advocating that the Dominion Government be saddled with a very great responsibility, and they pass such resolutions without batting an eyelash. The present situation apparently has been brought about through failure on the part of the Railway Commission to see that the railroads maintained adequate service. No doubt, this failure was due in great measure to the failure of business concerns to bring earlier difficulties to the notice of the Commission, thereby allowing conditions to become acute before action was taken. The extremely cold weather has placed additional burden on the railroads, and the combination has produced a serious congestion. But the Government can do nothing, other than what is being done by the Railway Commission, and much more would be accomplished if the Commission had the earnest co-operation of the business concerns of the country. The Government already has more than it can handle.

* * *

A TIME FOR CAREFUL BUYING.—There is a tendency prevalent among commission and jobbing houses at the present time to encourage retailers in all lines to lay in large stocks of goods. The reason given for this is, of course, the abnormal strength of raw material markets and the difficulty in procuring shipments from abroad. But we are credibly informed that the pressure being brought to bear by these houses is unfounded in many cases. The unsettled trade conditions have played into the hands of these factors. The scarcity of goods on the one hand, and the prosperity of the country on the other, have been strong talking points in selling to the retailers, and a danger has arisen that retailers may be overstocking at prices that will not allow for a profit as commodity prices recede, which will inevitably follow the cessation of hostilities. The present is a time for very careful buying by the retail trade, and stocks should be turned over as rapidly as possible, even if it is necessary to resort to discount sales. The retailer who is caught when peace is declared with large stocks of goods on his hands will be apt to come out at the wrong end. If we are to maintain our productive activity at a satisfactory level, commodity prices must recede. Peace will bring about normal shipping conditions, war orders will cease, and there must be an interval of adjustment before peace demands will absorb the production of the world's quickened productive force. However short this period may be, the recession in commodity prices must take place in that time. Care must be exercised in buying in order to prevent this recession of prices from proving disastrous.

* * *

THE BUSINESS TAX.—The officials of the Dominion Government appear surprised at the patriotic spirit in which Canadian business firms have responded to the Business Profits Tax. It is reported from Ottawa that so far not a single appeal from the tax has been received. But appeals were unnecessary. The tax was collected in such a manner that business concerns merely paid what they thought they were duty bound to pay, and such a system of col-

lection is hardly likely to produce friction. No doubt if the tax had been collected to the last farthing, as provided under the Order-in-Council, a greater amount would have been forthcoming, but as it was, upward of ten million dollars has been received and everybody is satisfied. Business concerns are giving in a hundred different ways to patriotic and other war-relief funds. In addition the majority of them are using their profits in expansion and consolidation of their efforts, all of which is more useful to Canada than the proceeds of a tax. The Business Profits Tax, as administered, is alright as a war measure, but the Government should not "kill the goose that lays the golden egg" by maintaining the tax any longer than is absolutely necessary. Some other revenue producer will now have to be found as profits this year and after will scarcely allow for extra burden.

MERCHANTS' ASSOCIATION MEETS AT FREDERICTON, N. B.

A meeting of the Fredericton, N. B., branch of the Merchants' Association was held at Fredericton, on Tuesday, February 6th for the election of officers for the ensuing year and among those attending were: A. Murray, president of N. B. Board of Trade and Robert Reid of St. John, N. B. Appreciation of the Association was expressed by many of the merchants who since its formation realise that "unity is strength."

The officers elected were: Charles H. Edgecombe, president; Howard Rogers, 1st vice-president; R. G. Lee, 2nd vice-president; Wm. R. Fraser, treasurer and Charles W. Hall, secretary. Elected to the executive committee: Joseph Cain, D. Crowe, C. R. Burt Alex. Murray and J. Walter McKay.

LONDON AND CANADIAN LOAN AND AGENCY COMPANY.

The London and Canadian Loan and Agency Company, Ltd., held their forty-third annual meeting on Wednesday, February 14th, at the head offices, Yonge street, Toronto. In the absence of the President, Mr. Thomas Long, the Vice-President, Mr. Casimir S. Gzowski occupied the chair. The bank has had a very successful year having made a net profit of \$183,018.13 out of which four quarterly dividends have been paid at the rate of 8 per cent per annum, amounting \$100,000.00. A change in the directorate of the company occurred during the year through the retirement from the Board of Mr. D. B. Hanna. Mr. W. C. Noxon, of Toronto, was elected to fill the vacant place. The shareholders adopted a resolution confirming the patriotic and benevolent grants for 1916, and approving of a grant of \$2,000 to the Patriotic Fund for 1917. The following gentlemen were elected Directors for the ensuing year: Thomas Long, C. S. Gzowski, A. H. Campbell, C. C. Dalton, Goldwin Larratt Smith, Colin M. Black, W.S., and W. C. Noxon.

HAS THE WORLD ENOUGH TO LIVE ON TILL HARVEST?

A despatch from Rome says:—The International Institute of Agriculture has published a report under the title: "Has the World Enough to Live Upon Until the Next Harvest?"

The report took into consideration five unfavorable factors, the failure of the northern hemisphere, harvests of the year ending July 31, and particularly those of Canada and the United States; the unreleased crops of Russia, owing to the continued closing of the Dardanelles; the extra and unusual consumption of food by the armies; the increased difficulty of transporting crops; and the fact that normally the world's consumption of food increases year by year, partly due to population increases, and whereby a crop which does no more than attain to an antecedent is actually an insufficient one.

The general conclusion of the report, while not favorable, indicates that if every nation, irrespective of those at war, exercises close economy there may be a narrow margin of surplus food left at the beginning of the next harvest year. It is also made clear that should the next harvest be no better than the present the situation will be serious.

AMONG THE COMPANIES

WAYAGAMACH PULP AND PAPER CO.

At the annual meeting of the Wayagamach Pulp and Paper Company held a few days ago, Mr. J. N. Greenshields, K. C., President of the company, resigned, and was succeeded by C. R. Whitehead, formerly vice-president. The board now consists of the following:

President, C. R. Whitehead; first vice-president, J. W. Pyke; second vice-president, Alex. Pringle; J. N. Greenshields, K. C., G. H. Duggan, Hugh Mackay, Sir William Price, Alex. McLaren and Henning Helin.

DUPONT POWDER CO.

The Dupont de Nemours Powder Company made enormous profits last year from their smokeless powder. The company's gross income, aggregated \$318,845,685 compared with a total of \$25,170,948 in 1914, and \$26,673,008 in 1913. Comparison with 1915, may not be made because of a change in that year of figuring the receipts of the company, and the Dupont de Nemours Powder Company.

Net earning last year amounted to \$82,107,692, against \$57,257,308 in the preceding twelve months. Dividends distributed to common stockholders were \$58,854,200, equal to 100 per cent on the outstanding shares, against 30 per cent in 1915 and \$19,598,820 was carried to the surplus account.

CANADA FOUNDRIES AND FORGINGS CO.

Canada Foundries and Forgings Company earned net profits of \$659,851 in 1916 as compared with \$832,000 in 1915, the decrease being due to the new price schedules in vogue for munition makers.

After interest charges and preferred stock dividend, Forgings earned a net profit—prior to deduction of war tax and some minor distributions—of \$606,378, which equals 63.2 per cent on the \$960,000 common stock. That compared with 81 per cent on the common the previous year.

After all deductions the balance in profit and loss account stood at \$753,608, equivalent to an equity of close to \$80 a share for the common stock, against the nominal sum of \$15,463 credited to that account two years ago.

The balance as might be expected, from the large earnings of the past two years, shows a comfortable position. Including investments, current assets total \$1,867,190, against \$1,362,637 a year ago. Current liabilities are up sharply from \$222,765 to \$715,181, but net liquid assets at \$1,152,009 compare with \$1,139,872 a year ago—a slight gain.

ABITIBI POWER AND PAPER CO.

The Abitibi Power and Paper Company did not give out a financial statement at the annual meeting held a few days ago, but it is understood that earnings are in excess of 10 per cent on the company's common stock after allowing for a year's dividend on the preferred stock. Dividends on the \$1,000,000 preferred stock were started only towards the end of the year, with one quarterly payment of 1 1/2 per cent.

After meeting interest charges the net profits for the year were approximately \$600,000, a considerable gain over 1915. For depreciation, writing-off, etc., there was appropriated approximately \$365,000, and a balance of \$220,000 was carried forward. The total in profit and loss is now in the vicinity of \$500,000.

The reports submitted to the meeting were of a satisfactory character. The enlarged sulphite mill should be operating about May, and with the demand for this product as keen as it has been recently, the company's revenue should benefit materially from the 100 per cent increase in output. The work in connection with installing the new paper machines, which will double the company's output of newsprint, is going forward, and the machines will probably be operating before the end of the year.

The extensions are being financed partly out of the proceeds of notes recently sold, and partly out of earnings. The capital stock remains unchanged at \$5,000,000 common and \$1,000,000 preferred, and profits from the extensions will accrue largely to the benefit of the holders of these securities.



MR. Z. HEBERT,
President Montreal Board of Trade, who addressed the Convention of the Canadian Produce Association.

NEW COMPANIES.

The following companies have recently been granted charters:

Dominion Charters.

- T. F. Shurly Company, Limited, St. Catharines, Ont., \$200,000.
- G. F. Hodgins Co., Limited, Shawville, Que., \$100,000.
- Superfeatures Limited, Toronto, \$50,000.
- Arsenault & Plamondon, Limited, Montreal, \$25,000.
- Peerless Gold Mines, Limited, Montreal, \$1,500,000.
- Standard Steel and Tempering Co., Limited, Montreal, \$50,000.
- The Fast Mail Overall Co., Limited, Windsor, Ont., \$50,000.
- Loew's Hamilton Theatres, Limited, Toronto, \$1,000,000.
- Bayley's Limited, Sherbrooke, \$100,000.
- The Baynes Carriage Co., Limited, Brantford, Ont., \$50,000.
- Hawthorn Mills, Limited, Carleton Place, Ont., \$200,000.
- Dominion Progress Corporation, Limited, Quebec, \$49,000.
- Parfumerie Lelia Paris, Limitee, Montreal, \$300,000.
- La Samaritaine Limitee, Montreal, \$200,000.

Ontario Charters.

- The Ontario Gazette announces the latest provincial incorporations as follows:—
- The Ontario Oil and Turpentine Company, Limited, Toronto, \$40,000.
- Ryan Porcupine Mines, Limited, Toronto, \$2,000,000.
- Snell's, Limited, head office, Toronto, \$100,000.
- Associated Bottlers, Limited, Toronto, \$40,000.
- East-Kirk Mining Company, Limited, Toronto, \$2,500,000.
- The Brophy Suspender Company, Limited, Toronto, \$40,000.
- The Canadian Hiliard Company, Limited, Toronto, \$40,000.
- The Antiseptic Bedding Company, Limited, Toronto, \$60,000.
- R. A. P. Gold Mining Company, of Boston Creek, Limited, Toronto, \$2,500,000.
- Port Arthur Pulp and Paper Company, Limited, Port Arthur, \$2,000,000.
- Comm, Limited, Almonte, \$40,000.
- Robert Olivier, Limited, Listowel, \$40,000.
- Port Arthur Land and Development Company, Limited, Port Arthur, \$300,000.

New Brunswick Charters.

- The Royal Gazette of New Brunswick announces the latest provincial incorporations, as follows:—
- New Brunswick Investment Co., Limited, Lancaster, \$6,000.
- United Automobile Tire Co., Limited, Sussex, \$98,000.
- Fred Doig, Limited, St. John, \$5,000.
- Tingley Bros. and Duncan, Limited, Sackville, \$49,000.

Alberta Charters.

The Alberta Gazette announces the latest provincial incorporations as follows:

- The Farm and Ranch Securities Corporation, Limited, Medicine Hat, \$20,000.
- The Hanna Machine Works, Limited, Hanna, \$20,000.
- The Marystowe Ranch, Limited, Cochrane, \$20,000.
- D. F. Tracksell, Limited, Loughheed, \$20,000.
- The Scranton Coal Co., Limited, Drumheller, \$50,000.
- The Cascade Trading Co., Limited, Bankhead, \$15,000.
- Benedict, Limited, Calgary, \$100,000.
- The Revelstoke Sawmill Co., Limited, Calgary, \$500,000.
- The Camrose Ploy Co., Limited, Camrose, \$20,000.
- Fread's Chocolates, Limited, Edmonton, \$20,000.
- The Grals Live Stock Co., Limited, Edmonton, \$20,000.

British Columbia Charters.

The British Columbia Gazette announces the latest provincial incorporations as follows:—

- Khalsa International Trading Corporation, Limited, Vancouver, \$100,000.
- Hatzie Farm Lands, Limited, Vancouver, \$100,000.
- Echo Shingle Mills, Limited, Vancouver, \$10,000.
- Ferguson-Higman Motor Co., Limited, Vancouver, \$10,000.
- Dewar Shingle Co., Limited, Vancouver, \$45,000.
- The Pacific Pole and Pile Co., Limited, Vancouver, \$10,000.
- T. A. Kelly Logging and Lumber Co., Limited, Vancouver, \$10,000.
- T. Meredith, Limited, Vancouver, \$100,000.

CARRIAGE FACTORIES, LIMITED.

A somewhat disappointing report was presented by Carriage Factories Limited.

In 1915 subsidiary companies made a profit of \$295,703, but during 1916 these profits were reduced to \$34,789. There is even a reduction in the interest and rent charges to the subsidiaries from \$13,560 in 1915 to \$11,545 last year.

This left total profits for the year of only \$46,334 against \$309,263 in 1915, after deducting head office expenses, etc., the profits were reduced to \$33,454, a decrease of \$266,776 and after bond interest the profits available for dividends were only \$4,144, as against \$267,230 in 1915.

The trading and profit and loss account compares with 1915 as follows:

	1916.	1915.
Profits and sub Cos. after depreciation	\$34,789	\$295,703
Add int. and rent	11,545	13,560
Total	\$46,334	\$309,263
Less head office expenses	10,212	10,366
Patriotic Fund	1,000	
Bond disc.	1,667	1,667
Net profits	\$33,454	\$297,230

The balance sheet shows few material changes. Investment account has advanced from \$61,107 to \$138,556, and inventories from \$935,155 to \$1,295,284, while the cash on hand is about \$12,000 higher.

On the other side of the sheet bank loans have increased from \$758,357 to \$1,122,455 and bills and accounts payable from \$164,399 to \$203,032.

At the meeting of the board of Carriage Factories, Limited, after the shareholders' meeting, Capt. W. M. Weir was appointed a director to succeed W. F. Brock, Toronto. The board is now composed as follows: President, J. B. Tudhope; vice-president, T. J. Storey; vice-president, Hugh Munro, M.P.P.; W. H. Tudhope, W. F. Heney, W. J. Sheppard, and Capt. W. M. Weir.

SMART-WOODS, LTD.

The annual meeting of Smart-Woods Limited was held in Ottawa a few days ago.

The outgoing board was re-elected as follows: president, Lieut.-Col. James W. Woods, Ottawa; vice-presidents, C. E. Archibald, Montreal; Hon. W. C. Edwards, Ottawa and W. G. McMahon, Winnipeg. Other directors re-elected were Glyn Osler, Toronto; F. Howard Wilson, Montreal, and Ernest Linton, Ottawa.

BANK OF MONTREAL

Established 100 Years (1817-1917)

Capital Paid Up	- - - - -	\$ 16,000,000.00
Rest	- - - - -	16,000,000.00
Undivided Profits	- - - - -	1,414,423.00
Total Assets	- - - - -	365,215,541.00

BOARD OF DIRECTORS:

SIR VINCENT MEREDITH, BART. President
 C. B. CORDON, ESQ. Vice-President

R. B. Angus, Esq.	E. B. Greenshields, Esq.	Sir William Macdonald.
A. Baumgarten, Esq.	Lord Shaughnessy K.C.V.O.	C. R. Hooper, Esq.
Wm. M. Master, Esq.	H. R. Drummond, Esq.	D. Forbes Angus, Esq.
	Capt. Herbert Melson.	Harold Kennedy, Esq.

Head Office, MONTREAL

General Manager, SIR FREDERICK WILLIAMS-TAYLOR, LL.D.
 Assistant General Manager, A. D. BRAITHWAITE.

Bankers in Canada and London, England, for the Government of the Dominion of Canada.

Branches established throughout Canada and Newfoundland; also in London, England, New York, Chicago, and Spokane.

Savings Department at all Canadian Branches. Deposits from \$1. upwards received and interest allowed at current rates.

A GENERAL BANKING BUSINESS TRANSACTED

MONTREAL STOCK MARKET.

The stock market was almost at a standstill during the past week both in volume of business and in price fluctuations, there being an almost complete cessation of activity. The total transactions amounted to about 9,500 shares of listed stocks as compared with 49,000 for the previous week.

The gains and losses were about equally divided, the market dragging along in a listless, aimless manner. It is evident, however, that it is in a position to respond to leadership, especially if that comes from Wall Street. Stocks are on the bargain counter, have been thoroughly liquidated, and at present levels are on an attractive basis. Undoubtedly, leadership will come in a short time. The present stagnation will then become a thing of the past.

Comparisons of the week's output with that of the previous week and the corresponding week a year ago, follow:

	Week ending		
	1917—	1916.	
	Feb. 17.	Feb. 10.	Feb. 19.
Shares	9,503	49,038	33,738
Mines	8,300	.....	3,285
Rights	574	.....	.....
Bonds	\$276,000	\$581,400	\$144,600
Unlisted shares	758	2,463	1,160

\$28,000,000 A DAY.

The war is now costing England \$28,177,035 a day, Chancellor of the Exchequer Bonar Law declared in the House of Commons a few days ago.

PERSONALS.

Lord Shaughnessy, president of the Canadian Pacific Railway, has been elected a trustee of the Mackay Company filling a vacancy. There are now three Canadians on the board, the others being Sir Edmund Osler, Toronto, and Sir Vincent Meredith, Bart., Montreal.

G. Dunlop, who was elected a member of the Montreal Stock Exchange last week, will become the floor representative of G. C. Dunlop & Sons. The former member for this firm was Allan C. Dunlop, who is entering upon military service.

P. S. McKergow, general manager and secretary of the National Brick Company of Laprairie, Limited, has severed connections with that company and after March 1st, will take the position of managing director of the Mack Brick Company, Limited, which was recently incorporated with a capital of \$500,000.

CARNATION MILK PRODUCTS COMPANY BUYS PLANT.

The Carnation Milk Products Company of Seattle, Wash., the manufacturers of Carnation Condensed Milk, have purchased the two factories of the Aylmer Condensed Milk Co. at Aylmer, Ont., formerly operated by the Dominion Cannery. The new company is already operating the plants.

Birds of a feather flock together—cold wave, coal shortage and janitors' strike.—Chicago Post.

SOUTHERN CANADA POWER REPORT.

Gross and net earnings of Southern Canada Power Company and its subsidiaries for the quarter ending December 31, 1916 as compared with the same period of 1915, have been as follows:

	1916.	1915.	Inc.
Gross	\$88,611	\$68,218	\$20,493
Net	45,191	36,093	9,098

SOUTHERN CANADA POWER CO.

The Southern Canada Power Company in extending its system throughout the Province of Quebec, has taken over the Brome Lake Electric Company, supplying the towns of Waterloo, Knowlton, Foster, etc.

The Southern Canada Power Company is now supplying light and power to 35 cities and towns in the Province of Quebec.

SHREDDED WHEAT COMPANY, LIMITED.

The annual report of the Shredded Wheat Company, Limited, whose securities are a fairly active feature on the Toronto Stock Exchange, shows a gross income for 1916 of \$1,375,839 compared with \$1,015,699 in the previous year and \$1,060,163 two years ago. After allowances for depreciation, a reserve for wheat price protection and the war tax deduction there is available the sum of \$1,175,759 for dividend distribution. This represents earnings at the rate of 12.5 per cent. on the \$8,750,000 common stock compared with earnings at the rate of 9.92 per cent. on common in 1915 and 10.45 per cent in 1914.

The statement shows an increase in cash of \$25,000, amount held in reserve, \$237,473,360, an increase of \$572,000. Patents, copyrights, trade marks, and goodwill was written off to the extent of \$1,000,000, and dividends declared on November 25th, 1916, increased from \$150,000 to \$237,500.

CANADIAN RAILWAY EARNINGS.

The earnings of Canada's three largest railway systems for the week ending February 14th, aggregated \$3,610,671, an increase of \$288,376 or about 8.6 per cent. over 1916. Both the C.P.R. and C.N.R. show substantial gains of 10 and 32.8 per cent. respectively, but the Grand Trunk's earnings dropped 13.4 per cent. from the figures of the same period a year ago. A comparison of the earnings is shown in the following table:

	1917.	Increase.	P.C.
C.P.R.	\$2,180,000	\$268,000	14
G.T.R.	828,671	*128,524	13.4
C.N.R.	602,000	148,900	32.8

Totals \$3,610,671 \$288,376 8.6
 (*)—Decrease.

LARGE MILLS PURCHASED BY QUAKER OATS COMPANY.

Since the destruction of their Peterborough mill in December, the output of the Quaker Oats Company has been materially curtailed. As their Saskatoon mills were unable to meet the demand, the company recently purchased the plant of the Sudbury Milling Co. at Sudbury, Ont., having a capacity of 1,000 barrels of flour a day. Following this purchase it was announced that a 300 barrel mill at Neepawa, Man., had been bought. Last week we were informed that the Quaker Oats Company had added still further to their organization by the purchase of the 400 barrel mill of the Canadian Cereal and Flour Mills Company at London, Ont. In connection with this sale the Quaker Oats Company obtained the rights to manufacture and sell the well known brand of Tillson's Oats formerly made by the Canadian Cereal Company. No action has as yet been taken with regard to the re-opening of the Peterborough plant.

FOUR MILES A DAY.

"In Denver on a clear, glorious January day, about thirty-five above zero, they will tell you it's much too rough to be out. In Minneapolis they would be wheeling all the babies up and down for the mild air! If you must have winter habits, have the right ones. As a foundation there is nothing better than four miles a day in the open air and take the weather as it comes. Your family, your work, and your life insurance company will all appreciate the benefits derived, and your face will show the difference by next March 31st."—Collier's.

ESTABLISHED 1832

Paid-Up Capital
\$6,500,000



Reserve Fund
\$12,000,000

TOTAL ASSETS OVER \$100,000,000

The strong position of the Bank of Nova Scotia not only assures the safety of funds left on deposit with the Bank but also places it in a position where it can readily care for any legitimate business needs of its customers. We invite banking business of every description.

THE BANK OF NOVA SCOTIA

The Canadian Bank of Commerce

ESTABLISHED 1867

PAID UP CAPITAL - \$15,000,000 RESERVE FUND - \$13,500,000
HEAD OFFICE --- TORONTO

BOARD OF DIRECTORS

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L., President.	Z. A. LASH, Esq., K.C., LL.D., Vice-President.
JOHN HOSKIN, Esq., K.C., LL.D., D.C.L.	C. FLUMERFELT, Esq.
J. W. FLAVELLE, Esq., LL.D.	ROBERT STUART, Esq.
A. KINGMAN, Esq.	SIR JOHN MORISON GIBSON, K.C.M.G., K.C., LL.D.
HON. SIR LYMAN MELVIN JONES.	G. F. GALT, Esq.
HON. W. C. EDWARDS.	WILLIAM FARWELL, Esq., D.C.L.
E. R. WOOD, Esq.	H. C. COX, Esq.
JOHN AIRD, General Manager.	H. V. F. JONES, Assistant General Manager.

BRANCHES IN CANADA

43 in British Columbia and Yukon. 89 in Ontario. 80 in Quebec. 134 in Central Western Provinces. 23 in Maritime Provinces.

BRANCHES AND AGENCIES ELSEWHERE THAN IN CANADA

St. John's, Nfld. London, Eng. New York. San Francisco. Portland, Oregon. Seattle, Wash. Mexico City.

The large number of branches of this Bank enables it to place at the disposal of its customers and correspondents unexcelled facilities for every kind of banking business, and especially for collections.

SAVINGS DEPARTMENT

Connected with each Canadian branch, Yukon Territory excepted, and interest allowed at current rates.

National Finance

The estimated expenditure upon war account for the fiscal year ending March 31, 1917, is \$433,274,000, as compared with an expenditure of \$216,901,822 up to January 20th of the current fiscal year. This sum has been provided by loans, and by the very substantial credit balance on Consolidated Revenue account. The Minister of Finance has obtained the sanction of Parliament to borrow \$100,000,000 for further requirements, and has intimated that it will be necessary to borrow, for war purposes during the coming year, \$250,000,000, apart from the sums required to establish Imperial credits in Canada. Up to the present time \$116,000,000 has been advanced through the Imperial Munitions Board, and \$34,000,000 more will shortly be advanced for this purpose, or \$150,000,000 in all.

During January the Minister arranged to offer to the public War Savings Certificates in denominations of \$25, \$50 and \$100, maturing in three years, and issued at \$21.50, \$43 and \$86 respectively. Up to the end of January, 5,000 applications have been received, totalling \$400,000. To the first war loan 25,000 individual subscriptions were received, to the second 30,000, and it is hoped that the interest aroused by the issue of these Certificates will lead to a more general participation in national loans. The great possibilities in this direction are evidenced by the lavishness so obvious in domestic and personal expenditures. It is of such great importance that the war debt should be assumed to as large an extent as possible by the people of the Dominion itself, that no apology is needed for reiterating the necessity of real personal sacrifice to attain this end. The Premier of Great Britain, in speaking upon this question, on January 18th, said:

"Men and women * * * the first charge—the first charge—upon all your surplus money over your needs for yourselves and your children should be to help those gallant young men of ours who have tendered their lives for the cause of humanity. (Cheers). The more we get, the surer of victory. The more we get, the shorter the war. The more we get, the less it will cost in treasure, and the greatest treasure of all, brave blood. The more we give, the more will the nation gain. You will enrich it by your contri-

butions—by your sacrifices. Extravagance — I want to bring this home to every man and woman—extravagance during the war costs blood—costs blood. And what blood? Valiant blood—the blood of heroes. It would be worth millions to save one of them. (Cheers). A big loan will save myriads of them; help them not merely to win; help them to come home to shout for the victory which they have won. (Cheers). It means better equipment for our troops. It means better equipment for the Allies as well, and this—and I say it now for the fiftieth, if not the hundredth time—is a war of equipment. This is why we are appealing for your subscriptions. But what we can do, it is our duty, it is our pride to do."

As compared with those of November, December imports were somewhat less, but are still more than double those of normal times, and the exports reached \$132,534,005, almost double the imports. The gains in almost every department were unusual. The value of the manufactures exported was more than double that recorded for the previous December. The only decline was in the case of agricultural products, the value of which was \$47,000,000, as compared with \$49,000,000 in December, 1915.

For the twelve months ending December, the value of merchandise exported was \$1,112,445,002, and that of merchandise imported \$766,726,891, leaving a credit balance for the twelve months of \$345,718,111 on merchandise account. If transportation facilities are not seriously interrupted, it is probable that exports will continue to exceed imports in approximately the same proportion.

The December bank statement showed a decline of \$20,000,000 in government deposits, and an increase of \$8,000,000 in those of the public. Slight increases in cash and bank balances abroad were also shown but in other respects the changes were of a nominal character.

In Alberta the government intimated its intention of submitted a bill to the Legislature providing both short and long term loans to farmers, the former to be secured by chattel mortgage. The Saskatchewan government proposes to introduce a similar measure.

The annual statements of institutions which lend on first mortgage security, show as a rule that during 1916 substantial amounts of such loans have been

off and that the receipts from repayments have been very largely invested in government and municipal securities. The demand for mortgage loans is at present below normal.

Comparisons in Values of Production.

Each manufacturer was asked, in making his returns for 1915, to show separately such products of his establishment as he had reason to believe were designed for war purposes, and the aggregate of these figures amounted to \$130,466,307. For the twelve months ending December last the value of the manufactures exported was \$440,000,000, whereas for the twelve months ending December, 1914, partly preceding the war, the corresponding figures were \$69,000,000. The products of the factory exported, are not wholly included under the head of "manufactures exported," as animal and forest products represent factory output to some extent. It would appear from the figures given as to our exports of manufactures in 1916 that a very decided increase in production occurred in that year. While exports of manufactured goods have, during the past decade, shown a steady increase from an average of \$26,000,000 in the five-year period, 1906-1910, to \$57,000,000 in the fiscal year ending March 31, 1914, just previous to the war, the increase to \$440,000,000 in the calendar year just closed must be attributed to the war. At present the rate of output is increasing and the total for the year, under existing conditions, will reach still greater and more extraordinary figures. — Extract from Canadian Bank of Commerce monthly letter.

HERE'S TO LAUGHTER.

"Here's to laughter, the sunshine of the soul, the happiness of the heart, the leaven of youth, the privilege of purity, the echo of innocence, the treasure of the humble, the wreath of the poor, the bead of the cup of pleasure; it dispels dejection, banishes blues and mangles melancholy, for it's the foe of woe, the destroyer of depression, the enemy of grief; it is what makes Kings envy peasants, plutocrats envy the poor, the guilty envy the innocent; it's the sheen on the silver of smiles, the ripple on the water's delight; the glint of the gold of gladness; without it humor would be dumb, wit would wither, dimples would disappear and smiles would shrivel, for it's a glow of a clean conscience, the voice of a pure soul, the birth cry of mirth, the swan-song of sadness."—Exchange.

THE DOMINION BANK

HEAD OFFICE - TORONTO
SIR EDMUND B. OSLER M.P., President
W. D. MATTHEWS, Vice-President

C. A. BOGERT, General Manager

The London, England, Branch
of
THE DOMINION BANK
at
73 CORNHILL, E.C.

Conducts a General Banking and Foreign Exchange Business, and has ample facilities for handling collections and remittances from Canada.

THE BANK OF BRITISH NORTH AMERICA

Established in 1835
Incorporated by Royal Charter in 1911.

Paid up Capital..... \$4,863,653.63
Reserve Fund..... \$3,017,333.33

Head Office: 5 Gracechurch Street, London
Head Office in Canada: St. James St.
Montreal

H. B. MACKENZIE, General Manager

Advisory Committee in Montreal:

SIR HERBERT B. AMES, M. P.

W. R. MILLER, Esq. W. R. MACINNES, Esq.

This Bank has Branches in all the principal Cities of Canada, including Dawson (Y.T.), and Agencies at New York and San Francisco in the United States. Agents and Correspondents in every part of the world.

Agents for the Colonial Bank, West Indies. Drafts, Money Orders, Circular Letters of Credit and Travellers' Cheques issued negotiable in all parts of the world.

SAVINGS DEPARTMENT AT ALL BRANCHES

G. B. GERRARD, Manager, Montreal Branch

MONTREAL CITY AND DISTRICT SAVINGS BANK.

A slight gain in net profits were reported by the Montreal City and District Savings Bank for the year ended December 31st. Profits amounted to \$221,756 as compared with \$220,266 for 1915. The balance brought forward from last year's profit and loss account was \$121,551, so that the present total is \$343,307.

Four quarterly dividends were paid during the year; \$10,000 was contributed to the Patriotic Fund and \$1,000 to the British Sailors' Fund, leaving a balance at the credit of profit and loss account of \$172,308 to be carried forward to next year.

The profit and loss account compares with 1915 as follows:

	1916.	1915.
Net profits	\$221,756	\$220,266
Balance brought forward	121,551	64,785
Total	\$343,307	\$285,051
Dividends	160,000	160,000
Donations	11,000	3,500
Balance carried forward	171,308	121,551

The outgoing board of directors was re-elected as follows, President, Honorable R. Dandurand; vice-president, Richard Bolton; G. N. Moneel, Honorable C. J. Doherty, Honorable Sir Lomer Gouin, Donald A. Hingston, Fred W. Molson, Clarence F. Smith, Hon. Sir Evariste LeBlanc, H. H. Judah.

NEW EXCHANGE MEMBER.

A. F. Mackintosh, of J. C. Mackintosh & Co., Halifax, was elected a member of the Montreal Stock Exchange last week. Having made a transfer of a portion of their market activities some years ago to other interests the Halifax firm has been inactive for some time. The seat has been in the name of Mr. Heward, their former floor manager, but now Halifax manager for McDougall & Cowans.

BANK OF ENGLAND STATEMENT.

The Bank of England reported an increase for the week in gold coin and bullion holdings of £216,623. Proportion of reserve to liabilities is now 18.33 per cent., against 13.34 per cent last week, 16.63 per cent. February 1, and 19.10 per cent. January 25. The highest percentage thus far in 1917 was 19.76 in the week ending January 4; the lowest 13.34 on February 8th.

Other changes reported for the present week are as follows:

	Increase.
Gold	£ 216,623
Total reserve	301,000
Notes reserved	192,000
Notes in circulation	85,000
Public deposits	9,661,000
Other deposits	\$1,313,000
Government securities	\$77,437,000
Other securities	5,455,000

(*) Decreases.

BANK OF FRANCE STATEMENT.

The Bank of France, in its weekly statement reports the following changes for the week:

	Francs.	
	Increase.	Decrease.
Gold holdings	6,022,000	.....
Silver holdings	2,290,000	.....
Notes in circulation	47,319,000	.....
General deposits	4,999,000	.....
Bills discounted	7,286,000	.....
Treasury deposits	22,269,000	.....

(*) Decrease.

NEW ASSISTANT GENERAL MANAGER.

J. A. McLeod, chief superintendent of branches of the Bank of Nova Scotia, has been appointed assistant general manager of that institution, in succession to Daniel Waters, who is retiring after a long period of the most valued service. Mr. Waters has been connected with the Bank of Nova Scotia in all for thirty-seven years. Twenty-four years were spent at the head office, successively as inspector, chief inspector, superintendent of branches, and, since the beginning of 1906, assistant general manager.

CANADIAN BANK CLEARINGS.

The Canadian bank clearings for the week ending Thursday, February 15th, as compared with the corresponding period last year showed a gain of 16.2 per cent.

Comparative figures follow:

	1917.	1916.	P.C.
Montreal	\$62,335,857	\$55,851,704	11.6
Toronto	47,869,381	42,624,541	12.3
Winnipeg	30,143,170	22,908,272	31.6
Vancouver	6,706,114	4,761,771	26.2
Ottawa	4,077,174	4,114,532	2.6
Calgary	3,706,114	3,161,557	17.2
Quebec	3,400,571	2,767,788	22.9
Hamilton	3,763,077	3,393,950	10.9
Edmonton	2,144,607	1,745,718	29.0
Halifax	2,467,676	2,081,921	18.5
London	1,789,111	1,550,432	15.7
Regina .....	.....	1,529,848	.....
St. John	1 751,837	1,299,864	35.0
Victoria .....	.....	1,299,625	.....
Saskatoon	1,235,895	954,799	29.4
Moose Jaw	918,886	762,620	20.5
Brandon	401,348	438,386	8.4
Brantford	634,959	523,210	21.3
Fort William	446,392	419,736	6.3
Lethbridge .....	.....	358,969	.....
Medicine Hat	371,634	296,441	25.4
New Westminster	243,039	174,470	39.4
Peterboro	453,304	385,874	17.5
Totals	\$176,413,520	\$153,406,028	16.2
Sherbrooke	513,166	375,184	.....
Kitchener	470,742	.....	.....

RESIGNS PRESIDENCY.

Sir Daniel MacMillan having retired from the presidency of the Northern Crown Bank, owing to prolonged absence from Winnipeg, the location of the head office, has been succeeded by Capt. William Robinson, the vice-president. J. H. Ashdown succeeds to the vice-presidency.

PERSONAL.

W. F. Angus has been called to fill the vacancy on the Bell Telephone board caused by the death of Hon. Robert Mackay.

MAKE YOUR DOLLARS FIGHT AT THE FRONT. BUY DOMINION OF CANADA THREE-YEAR WAR SAVINGS CERTIFICATES

\$ 25.00 FOR \$21.50
50.00 " 43.00
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO \$1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

UNION ASSURANCE SOCIETY LIMITED

OF LONDON, ENGLAND

FIRE INSURANCE SINCE A.D. 1711

Canada Branch, Montreal:
T. L. MORRISEY, RESIDENT MANAGER.
North-West Branch, Winnipeg:
THOS. BRUCE, BRANCH MANAGER.
AGENCIES THROUGHOUT THE DOMINION

Success and Progress

These are two outstanding features of the history of the North American Life over the past 30 years.

Year.	Income	Payments to Phldrs.	Assets.	Assurance in Force.
1885	153,401	38,016	343,746	4,849,287
1895	581,478	105,712	2,300,518	15,779,385
1905	1,660,064	538,827	6,968,014	37,580,047
1915	2,749,951	1,386,925	15,716,889	56,245,318

This is a rapidly growing institution and offers an attractive opportunity for a live agent.

NORTH AMERICAN LIFE ASSURANCE COMPANY

"Solid as the Continent."
Head Office, Toronto, Ont.

Founded in 1805

THE LAW UNION AND ROCK INSURANCE CO. LIMITED

OF LONDON

ASSETS EXCEED \$48,000,000.
OVER \$12,500,000 INVESTED IN CANADA.
FIRE & ACCIDENT RISKS ACCEPTED.

Canada Head Office:
57 Beaver Hall Hill, MONTREAL
Agents wanted in unrepresented towns in Canada
J. E. E. DICKSON, Canadian Manager.
W. D. AIKEN, Superintendent Accident Dept.

The London & Lancashire Life and General Assurance Association, Limited

Offers Liberal Contracts to Capable Field Men
GOOD OPPORTUNITY FOR MEN TO BUILD UP A PERMANENT CONNECTION
WE PARTICULARLY DESIRE REPRESENTATIVES FOR CITY OF MONTREAL
Chief Office for Canada:
164 ST. JAMES STREET, MONTREAL.
ALEX. BISSETT - - - Manager for Canada

WESTERN ASSURANCE COMPANY

INCORPORATED 1851
Fire, Explosion, Ocean Marine and Inland Marine Insurance.

Assets Over - - - \$4,000,000.00
Losses paid since organization, over - - - 63,000,000.00
HEAD OFFICE - - - - TORONTO, ONT.
W. R. BROCK, President. W. B. MEIKLE, Vice-Pres. & Gen. Man.
QUEBEC PROVINCE BRANCH:
61 ST. PETER STREET, MONTREAL
ROBERT BICKERDIKE, Manager

The Independent Order of Foresters

Policies issued by the Society are for the protection of your family and cannot be bought, pledged or sold.
Benefits are payable to the beneficiary in case of death, or to the member in case of his total disability or to the member on attaining seventy years of age.
Policies Issued From \$500 to \$5,000
TOTAL BENEFITS PAID (Over).....\$50,000,000
FRED. J. DARCH, Secretary. ELLIOTT G. STEVENSON, President.
S. H. PIPE, F. A. S. A. I. A., Actuary.

UNION MUTUAL'S GOOD SHOWING.

The new insurance of the Union Mutual Life for 1916 amounted to \$7,508,271, which amount is \$713,313 greater than that secured during the year previous.

BRITISH COLONIAL FIRE INSURANCE CO.

The fifth annual meeting of the shareholders of the British Colonial Fire Insurance Company was held here a few days ago at the local office of the company. The report submitted to the shareholders shows that on December 31st, 1916, this company had cash assets to the extent of \$257,930.94, and that the total assets were \$1,180,103.70. The liabilities to the public are \$116,493.36. Honorable C. E. Dubord was re-elected president and the members for the previous term were re-elected for the ensuing year.

FIRE LOSSES FOR THREE YEARS.

Fire losses in the United States and Canada during the year 1916 according to the statistics compiled by the New York "Journal of Commerce" increased nearly \$50,000,000 over the total fire loss of 1915, the loss in 1916 being \$231,442,995, as compared with \$182,836,200 in 1915. Exceedingly severe losses in the South and in Canada, combined with the Black Tom Island disaster in New York harbor, were largely accountable for the large 1916 total. Losses by fire during December, 1916, amounted to \$22,063,325, as compared with losses aggregating \$20,877,100 for December, 1915.

TRAVELLERS' LIFE INSURANCE CO.

The annual report of the Travellers' Life Assurance Company of Canada shows considerable progress during the year 1916. The net premium income increased 20 per cent and interest income 28 per cent. The assets increased 22 per cent. The company wrote a larger business than in 1915 and made a gain in net insurance in force of \$427,187.00. The death losses in 1916 were well below the expected, notwithstanding war losses aggregating \$13,000,000. The Travellers now has nearly \$100,000.00 invested in bonds of the Dominion of Canada and Allied Governments.

At the annual meeting held recently the following directors were elected; stockholders directors: Hon. Geo. P. Graham, M. P., Jas. W. Pyke, Lorne C. Webster, J. W. McConnell, Hon. N. Curry, J. N. Greenshield, Hon. H. W. Richardson, D. O. L'Esperance, C. R. Whitehead.

THE HUGE WAR BILL.

The money cost of the great war up to the end of 1916 was over \$61,000,000,000, according to best available data. Now the expenditures are running at the rate of about \$105,000,000 a day.

Country.	Total cost to Dec. 31, 1916.	Present average cost per day.
Great Britain:		
United Kingdom ..	\$14,374,000,000	\$23,500,000
Canada ..	400,000,000	900,000
Other colonies ..	600,000,000	600,000
Total Great Britain ..	\$15,374,000,000	\$25,000,000
France ..	\$12,200,000,000	\$18,000,000
Russia ..	8,500,000,000	16,000,000
Italy ..	4,000,000,000	7,000,000
Belgium ..	490,000,000	1,000,000
Serbia ..	330,000,000	1,000,000
Rumania ..	250,000,000	2,000,000
Entente Allies ..	\$41,144,000,000	\$70,000,000
Germany ..	\$14,600,000,000	\$21,000,000
Austria ..	5,000,000,000	11,000,000
Turkey ..	650,000,000	1,500,000
Bulgaria ..	375,000,000	1,500,000
Central Allies ..	\$20,625,000,000	\$35,000,000
Grand Total ..	\$61,769,000,000	\$105,000,000

"Willie, where did you get that dog kennel?"
"From the boy next door."
"You don't mean to say that he gave it to you."
"No, sir; he's one of the kind of boys who's too proud to fight."—Life.

"A Little Nonsense Now and Then"

With shoes at \$9 a pair, blessings on thee, bare-foot boy.—Detroit Press.

"Do moind yez don't get hur-rt, Pat," said Bridget. "It's dangerous a-workin' in that quarry."
"That's ahl roight, Biddy," said Pat. "O've borrowed two dollars from th' foreman, and he don't let me do any dangerous work any more."

The small boy was being reproved by his mother. "Why can't you be good?" she asked.
"I'll be good for sixpence," he said.
"Ah!" responded the mother, "you want to be bribed. You should copy your father, and be good for nothing."

Judge: "How far did the thief carry your pig?"
Complainant: "Fully two miles away from my house."

Judge (to prisoner): "What have you to say to this charge?"

Prisoner: "It was only a joke, yer worship."
Judge: "Well, six months because you carried the joke too far."—Farm and Home (British).

They tackled father just after he had figured up his bank balance on being stung for the usual contributions to the family's time-honored Christmas fund. "Dad," they asked him, "what is your birthstone?" "The grindstone, children, the grindstone," he instantly replied, "And my nose has been to it all my life."

An Irishman who had walked a long distance, feeling very thirsty and seeing a milkman, asked the price of a quart of milk.

"Threepence," replied the milkman.
"Then give me a quart in pints," said Pat.
Pat, on drinking one pint, asked, "How do we stand?"
The milkman replied, "I owe yer a pint."
"And I owe you one," said Pat, "so we are quits."

During the impaneling of a jury in Philadelphia the following colloquy ensued between the judge and a talesman:

"You are a property holder?"
"Yes, sir."
"Married or single?"
"Married three years last March."
"Have you formed or expressed any opinion?"
"Not for three years, your honor."

The town council of a small Scotch community met to inspect a site for a new hall. They assembled at a chapel and as it was a warm day a member suggested that they should leave their coats there.

"Some one can stay behind and watch them," suggested another.
"What for?" demanded a third. "If we are all going out together, what need is there for anyone to watch the clothes?"—Tid-Bits.

At Chatham a soldier was brought before the officer for selling part of his kit, when the following dialogue took place:

Colonel—"Now, Private Murphy, why did you sell your boots?"
Private Murphy—"I'd worn 'em for two years, sorr, and thought they were my own property."
Colonel—"Nothing of the sort, sir. Those boots belong to the King."
Private Murphy—"I'm sure I'm sorry, sorr, but I didn't know His Majesty took twelves!"

A lady told me, as a true story of an Irish soldier's wit, that a soldier in a hospital on recovering consciousness, said: "Nurse, what is this on my head?" "Vinegar cloths," she replied. "You have had fever."

After a pause:
"And what is this on my chest?"
"A mustard plaster. You have had pneumonia."
"And what is this on my feet?"
"Salt bags. You have had frost bite."
An Irish soldier from the next bed looked up and said:
"Hang a pepper box to his nose, nurse, then he will be a cruet stand."

News of the Week

Monday, February 12th.

British capture six hundred yards of trenches in France, in region of Beaucourt Puisieux. On other fronts bombardments and minor operations have taken place. On Russian front Germans have been repulsed. Italians recapture positions in Gorizia zone from Austrians.

Italian seaplanes make effective air raid upon Pola. Four British and one Greek steamer torpedoed.

Tuesday, February 13th.

The British troops continue, pecking at German lines in France and meet with success at Souchez north of Arras. In the Irak theatre British have continued their drive against Turks and now completely surround Kut-el-Amara. Activities of armies increase on Macedonian front. In Cerna region Italians repulse Germans.

Germany is preparing troops for spring campaign. Port of Athens, Greece, is in flames.

Scandinavian nations tell Germany U-boat blockade is illegal.

American schooner sunk by U-boat, bound from New York to Italian port.

Wednesday, February 14th.

British active on French front. Northeast to Arraz enter 250 yards of defences. Six U-boat victims—five of them British.

Third Canadian war loan to be floated in March.

A Bradford Manufacturer (England), has bequeathed one thousand pounds towards repayment of National Debt.

500 returned soldiers arrive at Quebec.

Cuban revolution is in full swing.

Seven more vessels sunk—six of them British.

Thursday, February 16th.

Fighting is going on all battlefronts but no great battle has taken place.

French troops were successful on the west front in surprise attacks.

Cruiser Amethyst sunk one raider.

The total cost of the war to Germany to date is estimated at 60,000,000,000 marks.

The Bishop of Zanzibar has rendered great service to Gen. Smuts' campaign in German East Africa.

The Adriatic and Carmania arrived safely at Liverpool.

Friday, February 16th.

Midway between Verdun and Rheims, troops of the German Crown Prince claim to have taken ground to a depth of half a mile on a front of a mile and a half. The attackers captured 858 prisoners, including 21 officers and twenty machine guns.

Except for raids by British, French and German troops at various points along front in France and two small engagements in Galicia, there has been no important infantry fighting on other battlefields. Official communications report much aerial activity on the western front, nine German machines being driven down.

Fifteen seamen were drowned on the British steamer Azul.

German troops have been moved from the towns on the Dutch frontier.

The requisition of the Empire's wool crop was defended in the British Commons as purely a war measure.

Germany now seems anxious that the United States continue relief work in Belgium and northern France.

Seven British vessels sunk by submarines.

Turks massacre Christians by starving them.

British Victory Loan Great triumph.

France adopts bill advancing legal time one hour during the summer.

Republic of Liberia starving by trade losses.

Britain extends danger zone.

Saturday, February 17th.

British have gained ground on the Ancre, about 1,000 yards deep on a front of a mile and a half in one sector and a gain of a thousand yards in another sector.

British also gained big victory in Mesopotamia, gaining large stretches of ground on three parts of the front in the region of the Tigris River. The Dabra bend was entirely cleared of the Turks and altogether 2,000 prisoners were taken. Germany admits the retirement from advanced positions on the Ancre, while Turks say they executed a backward movement.

Besides British entered German trenches at several points on Somme and French were also successful in some surprise attacks.

In the Carpathians a strong Austro-German work south of Okna has been captured by the Russians.

In the Austro-Italian and Macedonian theatres artillery activity predominates.

Seven British vessels sunk.

Fighting the Mail Order Business

The "Delineator" and Other Butterick Publications Take Stand Against Mail Order Houses.

An interesting move against the mail order or catalogue houses is being made by the Butterick Publishing Company of New York, which refuses to publish advertisements of such concerns in any Butterick publication. Their attitude is explained in the following letter:

"Mail order advertising will not appear in the 'Delineator,' the 'Designer' or the 'Woman's Magazine' after the March issues.

"This is a natural step in the development of the closer alliance between the Butterick business and the retail merchants of this country.

"Leading merchants throughout America sell our products. The store of the retail merchant is also the greatest outlet for the products of the manufacturers who advertise in our magazines. The women of America depend upon these stores as their natural source of supply.

"Each year as our business has further developed our relations with merchants have grown in intimacy and importance. As the interests of the majority of our advertisers coincide with the interests of the dealer, and as the consumer is so absolutely dependent upon these two sources of supply, we have determined to take a definite stand in favor of that method of merchandising which distributes through local stores.

"In eliminating from our advertising columns the entire classification of mail order advertising, we do so in the best interests of our business and the business of those associated with us.

"That our future plans do not include the acceptance of mail order advertising is meant as no criticism upon the many reliable mail order houses with whom we have long done business to our mutual profit. Wholly apart from our heavy loss in revenue, we part company reluctantly with these good friends.

"Hereafter the advertising of goods which could be properly sold through local stores, but which are offered direct to the public by mail only, will not be accepted by the Butterick magazines.

Very truly yours,

"THE BUTTERICK PUBLISHING CO.
"G. W. WILDER, President."

After all advertising is but one of the incidents of selling to the consumer, and doubtless the mail order house could continue to exist even if all newspapers refused to advertise their wares. There is always the catalogue which can be sent through the mails.

Farmers and country dwellers are the principal patrons of the mail order house and it is worth while to try to realize their point of view, to try to dis-

(Continued on page 24).

THE
Dominion Savings
AND
Investment Society

Capital - - - \$1,000,000.00
Reserve - - - 235,000.00

T. H. Purdom, K. C. Nathaniel Mills
President Managing Director

Dominion Savings Bldg.
LONDON, CANADA.

AN IDEAL INCOME

can be secured to your Beneficiary with Absolute Security by Insuring in the

Union Mutual Life Insurance Company,
Portland, Maine

on its

MONTHLY INCOME PLAN

Backed by a deposit of \$1,688,902.65 par value with the DOMINION GOVERNMENT in cream of Canadian Securities.

For full information regarding the most liberal Monthly Income Policy on the market write, stating age at nearest birthday, to

WALTER I. JOSEPH, Manager
Province of Quebec and Eastern Ontario.
Suite 502 MCGILL BLDG., MONTREAL, QUE.

Commercial Union Assurance Co.
LIMITED OF LONDON, ENG.

The largest general Insurance Company in the world

Capital Fully Subscribed	\$14,750,000
" Paid Up	1,475,000
Life Fund and Special Trust Funds....	74,591,540
Total Annual Income Exceeds	47,250,000
" Funds Exceed	142,000,000
" Fire Losses Paid..	183,366,690
Deposits with Dominion Government ...	1,225,467
(As at 31st December, 1915.)	

Head Office, Canadian Branch:—Commercial Union Bldg
232-236 St. James Street, Montreal.

Applications for Agencies solicited in unrepresented districts.

J. MCGREGOR - - - Mgr. Canadian Branch
W. S. JOPLING - - - Asst Manager

PROSPEROUS and PROGRESSIVE

Up-to-date business methods, backed by an unbroken record of fair-dealing with its policy-holders, have achieved for the Sun Life of Canada a phenomenal growth.

More than 166,000 of its policies are now in force for assurances totalling over \$265,000,000—much the largest amount carried by any Canadian Life Company.

SUN LIFE ASSURANCE
COMPANY OF CANADA
HEAD OFFICE—MONTREAL

A Free Course in "Salesmanship"

We have thought about the young man who sees no prospects ahead. Would you like to be in a business that will give you

A GOOD LIVING WAGE

A PROFITABLE FUTURE

A PROVISION FOR OLD AGE

We teach a man the Insurance Business, which offers permanent success, does not fluctuate, is a professional occupation, and has been truly named "The best paid hard work in the world."

This is done by a correspondence course and personal assistance, free of charge.

When he is fully prepared for the work, we place him in a position and help him to make good.

The first two lessons of the Company's correspondence course will be sent to anyone interested. It will pay young men who desire to get on in the world to look into this.

All correspondence strictly confidential.

CONFIDENTIAL.

CANADA LIFE ASSURANCE COMPANY

Head Office, Toronto.



BLACK DIAMOND FILE WORKS

Established 1863 Incorporated 1897
Highest Awards at Twelve International Expositions. Special Prize, Gold Medal, Atlanta, 1895

G. & H. Barnett Co.
PHILADELPHIA, Pa.

Owned and Operated by
NICHOLSON FILE COMPANY

PROFESSIONAL

THE REV. M. O. SMITH, M.A., WILL ADVISE with fathers concerning the instruction and education of their sons. No. 544 Sherbrooke St. West. Or telephone East 7302, and ask for Mr. Kay.

HOWARD S. ROSS, K.C. EUGENE R. ANGERS
ROSS & ANGERS
BARRISTERS and SOLICITORS
Coristine Building, 20 St. Nicholas St., Montreal

DIVIDEND NOTICE.

BANK OF MONTREAL

NOTICE is hereby given that a DIVIDEND of TWO-AND-ONE-HALF per cent., upon the paid up Capital Stock of this Institution, has been declared for the current quarter, payable on and after Thursday, the FIRST DAY OF MARCH next, to Shareholders of record of 31st January, 1917.

By order of the Board,
FREDERICK WILLIAMS-TAYLOR,
General Manager.
Montreal, 23rd January, 1917.

CANADIAN PACIFIC RAILWAY COMPANY

DIVIDEND NOTICE.

At a meeting of the Board of Directors, held today, the following dividends were declared:

On the Preference Stock, two per cent. for the half-year ended 31st December last, payable 31st March next to Stockholders of record at 3 p.m. on 22nd February instant;

On the Common Stock, two and one-half per cent. for the quarter ended 31st December last, being at the rate of seven per cent. per annum from revenue and three per cent. per annum from Special Income Account, payable 31st March next to Shareholders of record at 3 p.m. on 1st March next.

By order of the Board,
ERNEST ALEXANDER,
Secretary.
Montreal, 12th February, 1917.

THE BANK OF NOVA SCOTIA

DIVIDEND NO. 189.

Notice is hereby given that a Dividend at the rate of Fourteen per cent. per annum on the paid-up Capital Stock of this Bank has been declared for the quarter ending March 31st and that the same will be payable on and after Monday, the 2nd day of April next, at any of the offices of the Bank.

The Stock Transfer Book will be closed from the 17th to the 31st proximo, inclusive.

By order of the Board,
H. A. RICHARDSON,
General Manager.
Halifax, N. S., February 16th, 1917.



A SESSION OF THE COURT OF KING'S BENCH (Crown Side), holding criminal jurisdiction in and for the DISTRICT OF MONTREAL, will be held in the COURT HOUSE, in the CITY OF MONTREAL, on THURSDAY the FIRST DAY OF MARCH NEXT, at TEN o'clock in the forenoon.

In consequence, I give PUBLIC NOTICE to all who intend to proceed against any prisoners now in the Common Jail of the said District, and all others, that they must be present then and there; and I also give notice to all Justices of the Peace, Coroners and Peace Officers, in and for the said District, that they must be present then and there with their Records, Rolls, Indictments and other Documents, in order to do those things which belong to them in their respective capacities.

L. J. LEMIEUX,
Sheriff.
Sheriff's Office,
Montreal, 10th February, 1917.

The London and Canadian Loan and Agency Company, Limited

FORTY-THIRD ANNUAL MEETING

The 43rd Annual General Meeting was held in the Company's Head Offices, 51 Yonge Street, Toronto, on Wednesday, February 14th, 1917, at twelve o'clock noon.

In the absence of the President, Mr. Thomas Long, the Vice-President, Mr. Casimir S. Gzowski, occupied the Chair. The Secretary, Mr. William Wedd, Jr., acted as Secretary of the Meeting, and Messrs. D'Arcy D. Grierson and W. Ridout Wadsworth were appointed Scrutineers.

The Annual Report was unanimously adopted and also the Statements for the year ending 31st December, 1916, as presented by the Manager, Mr. V. E. Wadsworth.

The Report was as follows:

The Directors have pleasure in submitting to the Shareholders the 43rd Annual Report of the Company, and the Statement of Accounts for the year ending 31st December, 1916, the result being as follows:

The gross revenue, including the balance (\$23,734.52) brought forward from last year, amounted to\$382,814.73
And, after deducting the cost of management, interest on Debentures, Dominion, Provincial and Municipal Taxes (including War Tax) and other charges, amounting in all to 199,796.60

There remains a net profit of\$183,018.13
Out of which four quarterly dividends have been paid at the rate of 8 per cent. per annum, amounting to 100,000.00

Leaving a balance of\$ 83,018.13

Of which \$75,000 has been transferred to the Company's "Rest Account," and \$8,018.13 is carried forward at the credit of "Revenue Account" to next year.

The Rest Account now amounts to \$800,000, being 64 per cent. of the subscribed and fully paid-up Capital Stock of the Company.

During the year applications for loans on mort-

gages were accepted and renewed to the amount of \$689,226 on real estate valued at \$1,916,840.

The total assets of the Company are now \$4,968,953.

Owing to the continuation of the devastating European War, and the unsettled business conditions caused thereby, the profits of the Company for the operations of the past year have been somewhat reduced.

Crop returns proved disappointing in the Provinces of Ontario, Manitoba and Saskatchewan, and somewhat lower interest rates on mortgage investments prevailed. Farmers, however, profited largely by obtaining very high prices for all farm products, and mortgagors were thus generally enabled to meet their payments in a satisfactory manner.

A change in the Directorate of the Company occurred during the year through the retirement from the Board of Mr. D. B. Hanna, whose other large business engagements required his undivided attention. Mr. W. C. Noxon of Toronto was elected to fill the vacant position.

The Scottish Board and Agents rendered valuable services in obtaining new money, and renewing maturing debentures, notwithstanding the prevailing very adverse monetary conditions.

The various Officers of the Company performed their duties faithfully and to the satisfaction of the Directors, and the books, accounts, vouchers and securities have been duly examined by the Auditors, and their certificate of audit is hereto appended,

THOMAS LONG,

President.

Toronto, January 17th, 1917.

The Shareholders adopted a resolution confirming the patriotic and benevolent grants for 1916, and approving of the grant of \$2,000 to the Patriotic Fund for 1917.

A poll was opened for the election of Directors, and the Scrutineers reported the following gentlemen elected for the ensuing year: Thomas Long, C. S. Gzowski, A. H. Campbell, C. C. Dalton, Goldwin Larratt Smith, Colin M. Black, W. S. and W. C. Noxon.

At a subsequent meeting of the newly-elected Board, Mr. Thomas Long was elected President, and Mr. C. S. Gzowski, Vice-President.

DIVIDEND NOTICE

THE HOME BANK OF CANADA

NOTICE OF QUARTERLY DIVIDEND

Notice is hereby given that a dividend at the rate of five per cent. (5%) per annum upon the paid-up capital stock of this Bank has been declared for the three months ending the 28th of February, 1917, and that the same will be payable at the head office and branches on and after Thursday, the 1st day of March, 1917. The transfer books will be closed from the 14th of February to the 28th of February, 1917, both days inclusive.

By order of the Board,
Toronto, January 17th, 1917.

J. COOPER MASON,
Acting General Manager.

FACTORIES INSURANCE CO.

The Factories Insurance Company of Quebec has discontinued business and reinsured its entire outstanding business in the Western of Toronto. The Factories were originally incorporated in 1905 as the Montmagny Mutual. Its name was changed in 1910. It had a paid-up capital of \$100,000 and assets of slightly over \$300,000. It confined its business exclusively to the Dominion of Canada.

A HINT FOR MONTREAL TRAMWAYS.

The Health Commissioner of New York has asked that the subway car windows be ordered kept open to prevent disease from infectious air with which the trains are laden. It is felt that it is impossible to stop the over-crowding, and the next best thing to do seems to be to keep the windows open and let as much fresh air as possible get in.

Convention of Canadian Produce Association

(Concluded from page 5).

Manitoba, Alberta, and Saskatchewan creameries have made wonderful progress in quality and I feel that more outlet will be required in order to take care of the surplus made. I regret to say, however, that this does not apply to dairy which still continues to come from the West in all sorts of packages, and styles and varied qualities, consequently I would strongly recommend that a uniform package be adopted.

I think that a public weigher should be appointed in Toronto and Winnipeg (or any other trading centre) and the goods sold according to his certificate of weights. This system has been in vogue in Montreal, New York, and Chicago, for years, and has a tendency to increase business between these points, for under it, a buyer knows when he makes a purchase what he is likely to expect. Under the present methods we never know how the butter is going to turn out regarding weights until it arrives in Montreal, or any other point of destination, and it frequently happens that there is a shortage of one or two pounds per package, which the buyer cannot afford to stand on account of these goods being sold on a very small margin for export.

Weights on Ontario dairy are very irregular, and when prints are purchased it frequently happens that not more than 25 to 30 per cent. of these goods hold out weights. This not only entails a loss in weight, but, incurs a great deal of expense and labor in having all these prints reblocked before they can be placed on the market.

There are stringent rules at the present time as regards giving the public good weight in pound prints of all classes of butter, and I see no reason why the same rules should not apply to the country shipper as the city merchant.

ADDRESS OF MR. J. J. FEE.

Mr. J. J. Fee advocates the organization of Produce Exchanges in Winnipeg and Montreal.

In advocating the organization of Produce Exchanges in these two large distributing centres, it will be necessary for me to show you the benefits that have accrued to the members of the Toronto Produce Exchange since its inception about three years ago by Mr. James Madden.

The Produce business has got beyond the village stage in Toronto and in Montreal; it has got beyond the village stage in Winnipeg. Some one has said necessity is the mother of invention. Necessity has a great many other children. It is the mother of economy, of industry, or organization, co-operation and honest and efficient business methods. The Toronto Produce Exchange is a child of necessity.

Before going into further details, I shall read you from the constitution, the purposes of our Exchange: The Exchange meets Monday and Thursday mornings each week at eleven-thirty, closing at twelve o'clock. Our membership consists of nearly all the Produce Trade in Toronto. Five Produce Brokers operate on the Board and are an important element in its personnel. We have also several members located outside the city. The dues are \$12 per year for local members and \$8 per year for outside members. The day following each meeting, a report of the transactions on the Board is furnished each member by the secretary. We have a president, vice-president and secretary and a board of directors. No salaries are paid to these officers. We have a set of by-laws and rules to govern the members of the Exchange. Some of the benefits derived by the members by the working of the Exchange:

1.—Prices are stabilized and to a great extent unnecessary price cutting is eliminated. Some critics of the Exchange will say only a small percentage of the actual business is transacted on the exchange. This is a fact. But nevertheless value of these particular commodities is established on that particular day by representatives of the trade. This is also a fact. It is not hearsay. It is official. The intelligence, available knowledge and sense of the trade is crystallized and prices are in line with supply and demand. On the other hand if no exchange exists, everything is hap-hazard and the devil takes care of the hindmost.

2.—A better feeling was created among the members of the trade. Animosities that had no real reasons for existing were dissipated by personal contact.



MR. JOSEPH EMOND,
who read the report of Quebec at the Produce Convention.

3.—Ideas were exchanged and questions asked and knowledge of interest to the trade was thereby disseminated.

4.—Business disputes were speedily adjusted.

5.—Co-operation in combatting fool and adverse legislation.

6.—Co-operation in influencing and supporting legislation that was wise, judicious and in the interest of the trade.

7.—Co-operation in combatting vexatious regulations made by the Medical Health Officer, the Express Companies and the Railways.

8.—Co-operation in upholding and supporting the loss off system of buying eggs.

9.—Co-operation in the movement for the adoption of a standard for the grading of butter in the Province. I might say in this connection that our Exchange donated a handsome silver shield at the Western Dairymen's Convention held recently in Woodstock for butter receiving the highest score.

10.—Co-operation in combatting specific enemies of the trade, crazy agitation and false accusation by the newspapers.

11.—The Exchange, in conjunction with the Toronto Board of Trade, furnishes monthly reports of the stocks of butter and eggs held in Western Ontario.

In addition to the advantages I have mentioned, every member has the privilege of buying or selling his goods on the Board twice every week.

Should exchanges be organized in Winnipeg and Montreal similar to what we have in Toronto, it has been suggested that we might eventually create an interprovincial Exchange, whereby the members of the exchange could operate in Winnipeg, Montreal and Toronto, or wherever they could buy or sell to the best advantage.

These exchanges would of necessity call for a uniform standard of all grades of butter, cheese, eggs and poultry, and would be beneficial to the trade generally. As Montreal members could operate in Toronto and Winnipeg and buy according to standards, when a certain grade was bought, they would know what to expect. On the other hand, an exchange in Montreal would do good inasmuch as it would give certain firms who are sellers an opportunity of offering their goods on the Board and this, no doubt, would have a beneficial effect on the outside markets. These exchanges would also give life, support and force to the Canadian Production Association.

MR. H. R. GRAY'S ADDRESS.

Mr. Harper R. Gray Addressed the Convention on the Outlook for the Exportation of Eggs in 1917.

The exports of eggs from Canada for years ending December 31st, 1914, 1915 and 1916, were:

	Quantity.	Value.
1914	4,310,979 dozens	\$1,060,023
1915	8,203,064 dozens	\$2,378,284
1916	7,276,508 dozens	\$2,452,619

The Montreal Board of Trade quote exports from Montreal port as follows:

1914	113,339 cases
1915	284,698 cases
1916	375,725 cases

These Montreal export figures include Canadian, and United States eggs.

We will admit that the production of eggs in Canada is steadily increasing. Of late years this is more

noticeable in Prince Edward Island, in the Middle West, Manitoba, Saskatchewan, and Alberta, where the farmer is gradually finding out that mixed farming which has been so beneficial to the older Provinces, is also of great financial benefit to him.

It is also a well established fact that home consumption, I mean by that, consumption on the farm, in villages, towns, and cities, has increased, but for the past few years the home consumption has not taken care of our entire production of eggs. Fortunately an export market has been found in Great Britain.

It is only a few years since Ontario was shipping carload after carload to the West. This condition has been reversed, and with the West producing more and more eggs each year, we must face export conditions, and the question before us is, will the British market during the term of the war buy Canadian eggs? To this I would answer yes, provided we can sell to meet competition from Denmark, Italy, France, and other countries from which Great Britain draws her supplies. It is a well known fact, that it is not likely possible that Russia will be a competitor during the term of the war, so that with Russian supply cut off, it is only natural that the British market will look towards Canada for supplies.

It is well that we view and consider carefully the conditions of shipping which we may have to face this year,—increased local freights, and cartage, and possibly great difficulty in securing ocean space.

For 1916, the average ocean freight was 5c per dozen from Montreal to London and Liverpool.

Increased cost of cases, and fillers, and it may be at the present time we have to face an increased marine, and war insurance.

It is important that we have a fairly low basis of cost from farmers to enable us to carry the eggs until the fall, or shipping season, and to be in a position to meet the demands of the English buyer on price.

We know what happened about December 1st, 1916, when prices reached too high a point in Great Britain, and the deliveries of eggs from Canada, and the United States, proved to be too large for the demand, the result was a declining market of from 7c to 10c per dozen. Then again, if there is a demand from Great Britain, we must compete with the United States, which during the last two years particularly has been a stiff contender for the British market.

By reason of the good quality and good cases in which Canadian eggs are shipped, the Canadian egg has commanded a very good premium in the British market, and this no doubt will continue so long as we see that good quality is exported.

At this point, I wish to command the action of the Department of Agriculture, at Ottawa, in insisting on the words, "Produce of United States," being burned into the egg cases on States eggs re-handled in Canada, so that there would be no doubt as to the origin of the eggs.

A question which this Convention might consider feasible, is the securing of monthly statistics of stocks of storage eggs held at points such as Vancouver, Edmonton, Calgary, Winnipeg, Toronto, Montreal, etc., so as to gauge as the season progresses what portion we figure is available for export.

There is very little that we can do to forecast or increase the production for 1917, but it is plainly the duty of every Canadian to use all means at his disposal to lay the foundation for larger production for 1918, and succeeding years.

Generally speaking, there is throughout the country a better sentiment prevailing on the part of the farmers with respect to the poultry business than ever before, and it is to be hoped that the Canadian Government will continue to create in the minds of producers generally, the steadfast impression and belief, that there is an excellent opportunity for the development of the poultry business, and to enlist the active services of every breeder, and distributor of pure bred poultry in a Canadian wide production campaign.

ADDRESS OF MR. J. W. ATHERTON.

Mr. J. W. Atherton, of the William Davies, Co., Limited, Toronto, also discussed the exportation of eggs to Great Britain.

Marked progress has been made during the past year in the exportation of eggs to Great Britain. Our experience during the season of 1915 was very valuable to us, and was the means of our being able to improve conditions in many ways. We did not meet with as much opposition owing to the United Kingdom being cut off almost entirely from her usual source

of supply, thereby depending to a large extent on Canada and the United States for her requirements.

Some of the difficulties have been overcome for instance, the using of a good strong case capable of standing the long journey overseas, another, careful attention in the packing of the eggs. It is very necessary that the fillers fit the cases snugly. Any trouble with loose fillers can be overcome by slipping a corrugated flat down the side, or filling up the space with excelsior next the end or centre. Another precaution is the placing of the filler in the case with the firm side against the ends or centre, this acts as a cushion and will save a lot of breakage.

One disadvantage the shipper is up against exporting eggs these turbulent times is the delays in transit, such as the cancellation of steamers, delays in sailings and the congestion of freight by rail. This is often the cause of eggs being a good deal longer in transit than is good for them and goes to show that nothing but the best of stock should be shipped. While these delays are very unsatisfactory both to the seller and the buyer they are, of course, unavoidable.

Some complaints have been received in regard to the heavy shankness in some shipments, this notwithstanding the fact that the greatest care was exercised in the candling and packing of the eggs. These claims are the more startling in view of the fact that other shipments put on the same ship under similar conditions arrived in first class shape.

The cause of the trouble up to the present time we have been unable to find out, but we are inclined to the opinion that it must originate on the steamers.

If you will remember last year I stated that we were under the impression the principle trouble appeared to be dampness, but as the eggs were all thoroughly defrosted before candling this season the blame cannot be placed there. If this export business continues I think the government should be asked to give this particular attention, and if necessary have one of their representatives follow up some of the shipments to destination as it is very important the cause of this trouble be located.

After the war and normal conditions prevail again there is no reason why we should not retain this trade with the Mother Country. When that time comes conditions for shipping will be more favorable, such as regular sailings, and in all probability refrigerator space. We will, of course, meet with strong opposition from these countries that supplied Great Britain before the war; buying prices will have to be adjusted, also ocean freight rates which have increased fully two cents per dozen since this time last year.

A year ago we figured it took 6.769c to cover all the charges in connection with the exportation of eggs. The season just passed showed a considerable advance, the charges totalling 8.843c per dozen, the ocean freight alone being 5c per dozen.

Large quantities of American eggs have been exported to Great Britain, but were not received with much favor, especially when these were packed and shipped direct by American dealers. Prices will show Canadian eggs command a premium over Americans at all times, realizing anywhere from 4 to 5 cents per dozen more.

Owing to the scarcity of eggs in England last summer there was a great demand for overseas eggs, but on account of the extreme heat they did not arrive in a very satisfactory condition; but if it is necessary for them to have eggs during the summer season they will, of course, have to accept the best we can give them, although they would without doubt have arrived in much better condition had we been able to secure refrigerator space. With cool air rooms on the steamers and proper facilities for handling and loading of the eggs I feel sure the result will be a higher standard for our product.

According to the trade and navigation report of the United Kingdom for 1916 the imports of eggs decreased 42 per cent in 1915, as against 1914 and in 1916 they decreased 35 per cent, as against 1915. The report also shows that while the imports decreased during the past two years, shipment from Canada increased. During 1915 the increase over 1914 was 153 per cent, and in 1916 the increase over 1915 was 57 per cent.

The average price paid per dozen for the eggs imported into the United Kingdom since 1913 is as follows: In 1913, 21.33c; 1914, 23.19c; 1915, 28.68c, and in 1916, 34.44c.

One cannot help but think the imports into the United Kingdom will continue to decrease, owing to the submarine menace, the continued advance in freight rates and the cost of material; as well as increase in the purchase price this will make the cost of eggs laid down in Great Britain almost prohibitive. It looks, therefore, as though this is a year when it is advisable to go slow.



MR. E. J. SMITH,
who made an interesting speech at the Canadian
Produce Association Convention.

ADDRESS OF MR. E. J. SMITH.

Mr. E. J. Smith, of the Whyte Packing Company, Ltd., Brockville, Addressed the Convention on the Importance of Legislation to Prevent Buying and Selling Bad Eggs.

It has been the purpose of this association since its organization to co-operate with the Departments of Agriculture of the Federal and Provincial Governments, to disseminating information of an educational nature that would eliminate to a very large extent the immense losses from the marketing of "bad eggs."

Payment on the "loss off" system and on a "quality basis" instead of by the old "case count" system made a decided improvement in the general quality of the eggs being marketed, especially in those districts where this policy was generally adopted.

During the past year, owing to abnormal conditions, brought about by the exceptional demand for eggs on account of the war, I fear the "loss off" and "quality" basis of payment has not been so generally adopted as in the previous years and that instead of making progress, we have really gone back in this respect, and there is a serious danger of a return to the old method of payment according to "case count."

The reason given by some for this retrograde step is that there has not been legislation enacted to back up our efforts and that neither buyer nor seller felt legally or morally bound to adhere strictly to this custom, which was not generally practised, because no penalty was attached for failure to put this system into practise. These conditions exist, we regret to say, notwithstanding the earnest efforts and co-operation with the trade, on the part of the Government officials.

In view of these conditions and the fact that we hope soon to resume normal conditions (when the war has culminated in victory for our Empire and the Allies) it is all important that we consider at this time very seriously the future interests of the produce trade and urge upon the Governments that we deem it advisable and necessary that legislation be enacted promptly that will avert the danger of going backward instead of forward.

We may, therefore, consider this problem from two viewpoints; that of handling eggs within our own country and the export trade to Britain. In considering the home trade it must be recognized that a campaign of education has been and must still be waged to get the best results; that we should continue payment according to "quality" basis, and to strengthen this effort, buyers and sellers ought to realize that they would be liable to be penalized for either buying or selling eggs unfit for food.

It is a patriotic duty that we consider the export trade on such a basis, that Canadian eggs shall be recognized to be of a uniformly dependable quality, and to be fully up to the standard of the grades we sell. Our brave soldiers have gained a reputation for Canada. Can we not continue this high respect for our country in the quality of the eggs, the butter, the cheese and the bacon we export?

If legislation is enacted, inspectors might be appointed with headquarters at large centres. They could carry on an educative campaign throughout

their district, and they would be recognized as officers with authority in the performance of duty and in the enforcement of the law. They could be called in to inspect shipments from merchants and dealers, by either the buyer or seller, so that neither would be done an injustice in settlement. They could make inspection of carload lots for interprovincial shipment, and for export shipment, which would establish a confidence between sellers and buyers, and lead to increase of trade within our own country and with the Motherland.

The Government has enacted legislation in the dairy interests, in the fruit and vegetable interests, all of which have had a beneficial effect, and I feel confident that legislation in the produce interests will result in similar experience and benefit to our own and the Motherland.

MR. P. W. McLAGAN'S ADDRESS.

In his speech Mr. McLagan introduced the discussion of official weighers and a standard method of scoring the elements of butter throughout the Dominion.

At the last Convention we discussed very fully the question of a uniform system of grading and scoring Canadian creamery butter, strongly advocating uniformity of grade names; uniformity of valuation by score of the different elements which go to make up quality in butter, and uniformity of education of training and ideas on the part of inspectors as to what should constitute the best score in the various elements covering quality in butter. The Association strongly recommended to the various provincial agricultural departments action along these lines, and I am happy to say that some progress has been made, particularly in the northwest provinces. In the Spring of last year there was held at Regina a convention of the three provinces, at which: The conference finally decided to adopt the following uniform scale of points for the different grades—total score 100, total score for flavor 45, Alberta will continue to have a special grade, the minimum score of which will be 42 points out of 45 for flavor, and a total of 94 points out of a 100. The minimum score for first grade will be 39 points for flavor, and the total of 92 points. The minimum score for second grade will be 37 points for flavor, and a total of 87 points.

I understand that the elements of this resolution have been adopted by the three Northwestern provinces. It is to be hoped that the inspectors of the three provinces will frequently meet to compare notes, so that the same standards of classification and scoring may be applied in each of the three provinces. In this way butter which is graded first grade in Manitoba will be to all intents and purposes the same butter as is graded first in Alberta. I am also given to understand that the services of the graders for the three Northwestern provinces can be obtained on application by buyers of the produce of these provinces. The Province of Ontario has not yet acted upon the recommendation made at the last convention with respect to this subject, but I am informed that the Department of Agriculture of that province have at the present time under consideration the introduction of a system of grading for the province. I hope that the executive of the Association will continue to give its attention to this question of official grading of butter. There is hope that we shall be able to revive to an increasing degree in the future the exportation of butter, and it is extremely desirable that we should have standards of butter so sound and well-classified, that they will be understood by buyers in Great Britain, and will command their confidence. Further surplus production of butter in the northwest provinces must come east for consumption in the east, or for exportation. It being impossible for eastern buyers to personally examine butters produced in the northwest, it requires no demonstration to show that the business will be greatly facilitated if there is a system of grading of quality there upon which eastern buyers can safely rely.

The special question, according to your programme to be dealt with this morning is the question of public weighing. This matter is of importance, second only to that of quality, and should be seriously dealt with. On being requested to introduce this subject here, I got into correspondence with the departments of agriculture of the northwestern provinces, as well as Ontario, on this question, and I am informed that the Government officials of Manitoba and Saskatchewan are available to private buyers for the checking of weights, as well as for the inspection of quality with respect to cream-

ery butter. In the Province of Alberta, where the inspection of cream and butter has been elaborated probably more completely than in any other province, they have not yet provided an inspector of weights; but Mr. Marker, the very efficient dairy commissioner of that province writes to say that he will be very glad to lay before the department any suggestion that the produce trade generally may make in this connection. The Province of Ontario has as yet made no provision either officially or by means of trade associations for the public checking of weights so far as I am aware. I need not elaborate the very great necessity there is of having provided at all centres for the assembling and shipping of dairy produce of the provision of reliable checkers of weights. I do not know of any large centre where dairy products are handled largely outside of Canada where official checkers are not to be found. They exist in all large centres in the United States, where they are appointed by the local trade associations. I think it would be better, and they would carry greater weight, however, if they were appointed by departments of agriculture—either the Dominion department, or the departments of the provinces—because they would then be free from the suspicion of being the servants of interested parties. The necessity of inspectors of weights was very early recognized in Canada, for as far back as 1865 there was an Act passed of the then united legislature of Canada enabling the board of trade of the different cities to appoint weighers and gaugers. The Board of Trade of Montreal has acted under this Act, as we know; although the very reliable gentleman whom we employ is not the agent so appointed. The Board of Trade of Toronto has not made any appointment under this Act, nor, so far as I know, have any other cities in Canada which are interested in this trade. It does not much matter under what authority these officials are appointed so long as it is an authority in which the public will have confidence. I prefer, as I have said, that it should be done by the departments of agriculture, because their appointees would be likely to command more general confidence, and would probably be more likely to be more or less trained in the work of inspecting weights of dairy produce than would be the appointees of general boards of trade. I strongly urge therefore upon the executive of this association that they should adopt a resolution strongly urging upon the authorities of the different provinces to provide an official who could be called upon by buyers at a distance to check the weights of such purchases as they may make within any particular province. It goes without saying that competent and trustworthy inspectors of quality and inspectors of weight would very greatly facilitate interprovincial trade and export trade, and would further have the effect of enabling the producers of the goods obtaining better prices for their higher quality than naturally they would where the buyer had in his mind a doubt as to the real quality and actual weight which he would likely receive on his purchase.

RESOLUTION PRESENTED TO THE MINISTER OF AGRICULTURE

The following resolution was presented by a strong delegation representing The Canadian Produce Association, to the Minister of Agriculture, Ottawa.

We, the Canadian Produce Association in Convention assembled in Montreal this day, after careful consideration based upon past experience, present for your earnest and immediate consideration the following resolution, which in our opinion will establish the Egg Industry of Canada on a sound basis and insure for the product, a recognized place in the markets of the world.

Whereas: The time has now arrived when Canada is producing a surplus of eggs in excess of its own consumption and

Whereas: Prices paid producers, in future, will be largely governed by the price, at which the export product can be sold.

Whereas: The present is a particularly opportune time to retain and improve our market as already established in Great Britain.

Whereas: In consideration of the keen competition for this market, that will ensue after the war, with countries such as Holland, Denmark and Russia, it is of the utmost importance to the industry that the Canadian eggs retain their favorable reputation on the British market, for quality and dependability as to grading.

Whereas: Our export trade in the past has seriously suffered from lack of standardization.



MR. A. W. BAYMAN, of Ottawa, who made an interesting speech at the Canadian Produce Association Meeting.

Whereas: The loss to the egg producer of Canada, last year, represented millions of dollars because of marketing of bad eggs and eggs of inferior quality, therefore,

Be it resolved that the Honorable, the Minister of Agriculture be seriously urged to immediately have suitable legislation enacted to provide and legalize standards for all Canadian eggs, and to provide such inspection as may be necessary to enforce such legislation, and to issue Government certificates, if required, and, further,

That this legislation prescribe regulations to provide against the sale of eggs, unfit for food, making due allowance for reasonable deterioration, as provided in standards adopted, and further,

That a deputation from this association be appointed to interview and present this resolution to the Honorable, the Minister of Agriculture and request that favorable consideration be given and, also, that the necessary legislation be enacted during this present session of Parliament.

In presenting the resolution the President, Mr. Silverwood spoke as follows:

Honourable Sir:—

As President I desire to thank you on behalf of the Canadian Produce Association for the opportunity you are so kindly giving us of meeting you to-day and presenting for your consideration a matter which we believe to be of national importance. We fully realize the many demands upon you at this time and therefore more fully appreciate the generous way in which you made it possible for our deputation to secure this interview.

Our association has worked for years to bring about better conditions in connection with the handling of Canadian produce, and in this we feel, Sir, that we have been ably led by your department and undoubtedly much has been accomplished in the way of increasing the products of this country and the support of your Government has done much to conserve the great resources of our country as represented in the products of the farm.

But to-day, Sir, with so many countries at war we are compelled to view the situation from an entirely new standpoint. Much educative work has been done and is being continued to-day but we believe the time has come when your Government may consider further assistance as requested in the resolution we are presenting.

Already the producers through their co-operative societies have strongly urged for standardization and legislation to make same effective and also legislation to eliminate the sale of bad eggs. We suggest that this law if enacted will be equally applicable to both buyer and seller. In this outstart our association is actuated by the highest and not by any selfish motives, we firmly believe that what we are asking for to-day will if carried out work no hardship on any one but will work greatly to our national advantage and result in returning to the producers of this country many millions dollars now lost to them, and further that it will materially assist in developing the enormous possibilities of the industry and in establishing for Canada a permanent market for this very important product of the farm.

Surely at this time the burning question in the mind of every citizen of the British Empire should be "What part can I play to help to win this terrible war?"

Thousands of Canada's bravest and best are already to be found fighting in the trenches and those of us

who are not permitted to serve in this way should endeavour to do all we can in our respective vocations to support our boys at the front and our Allies in this conflict.

After two and a half years of the most devastating war the world has ever known, engaging as it has tens of millions of the world's producers, resulting in their being withdrawn from the activities of production and converted into consumers, and after large areas of the world have been rendered temporarily useless from the standpoint of production, and after enormous quantities of the world's available food stuffs have been sent to the bottom of the ocean through the agency of Germany's damnable submarine warfare, surely there never was a time when if from no other standpoint than patriotism the call of PRODUCE and still PRODUCE might be considered as insistent as it is to-day.

Next to the call to produce follows close at its heels a similar patriotic call to "Conserve the food products of the World", and in this way eliminate all possible waste.

In Canada although we are as yet more or less indifferent to this insistent demand, surely it is our patriotic duty to do everything in our power to increase and conserve Canada's production.

In this connection, Sir, I need only to point out that Canadian eggs have been greatly in demand for the Mother Country. Our principle competitors for this important market are in the war zone and Canada has consequently profited largely in the sale of our products.

Countries such as Russia have temporarily been dispossessed of their place on this great world market. These countries have adopted high standardization for their product and we realize that it is a matter of great national importance that Canada should at this time adopt proper standards for our products, if our eggs are to have a place after the war. With this in mind Sir, our association unanimously adopted a resolution which we believe will receive the undivided support of every province of this great Dominion and we have, therefore, no hesitation in presenting for your favorable consideration this resolution and our deputation humbly pray that our request may receive attention as a war measure during the present session of Parliament.

SUGAR PRICES ADVANCE.

The recent political unrest in Cuba had a bullish effect on the New York sugar futures market, causing the price of refined to advance 25c on Tuesday and a further 25c on Wednesday. Recent reports are that the situation on the island has improved and that the production and movement of sugar is not expected to be interfered with to a material degree.

Montreal prices have advanced 15c on all grades in sympathy with the New York market. We quote as follows:

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars, bbl.	7.45
Acadia Sugar Refinery, extra granulated	7.35
Wallaceburg sugar	7.35
Special icing, barrels	7.60
Yellow, No. 1, per bag	7.00
Powdered, barrels	7.50
Paris lumps, barrels	8.15
Crystal diamonds, cartons	8.65
Assorted tea cubes, boxes	8.00

HOW C. P. R. STOCK IS HELD.

The following figures show how the stock of the Canadian Pacific Railway Company was held a few months ago:

Total No. of common stockholders:	Jan. 1911.	June 1913.	Aug. 1915.	Oct. 1916.
In all countries	24,000	27,000	40,468	40,287
In Canada	2,500	3,400	5,138	6,531
P.C. of common shareholders in:				
Great Britain	65	60	62.88	49.25
Canada	10.41	12.58	13.64	15.13
United States	9.59	10.42	10.39	22.13
Germany	10	10	5.33	5.34
France	5	5	5.63	5.82
Other countries	2	2	2.13	2.33

WHOLE WHEAT FLOUR FOR BREAD.

A Paris cable says: The sale of fresh bread in France is prohibited after February 25 by a decree signed by President Poincare. The decree also specifies that bread must be made exclusively of whole wheat flour and that loaves must not weigh less than 24 ounces. Sale of all forms of fancy bread and rolls is forbidden.

LUMBER, PULP AND PAPER

PAPER IN SHOES.

Among substitutions for leather, which are attracting the attention of the National Boot and Shoe Manufacturers' Association in convention at New York city, are: New rubber and fibre soles, a new paper composition for the uppers and colored cloth tops.

FORESTRY CONVENTION.

"Although few realize it, many men to-day are wearing clothes made from wood," said President C. L. Pack, of the American Forestry Association at its conference held in Washington, in pointing out the necessity for conserving forest resources. The chief topic was the fight against the spread of white pine blister, which threatens all the pine in the United States and Canada valued at \$400,000,000.

BOOK PRICES ADVANCE.

The Boston Journal says the retail price of books on January 1, 1917, was 19.3 per cent higher than on the same date in 1914. In the book trade increased costs are estimated to be 50 per cent in paper stock, 30 per cent in general printing and engraving and 25 per cent in binding. Paper used by book publishers advanced seven cents a pound last year, certain coloring for edges advanced from 80 cents to \$12, glue for binding from \$37.50 to \$96, and leather shows an increase ranging from 20 per cent to 65 per cent.

FOREST LANDS IN NEW BRUNSWICK.

About 250,000 acres of forest lands, in New Brunswick, have been surveyed by the forest survey arranged for by the provincial government. In addition to classifying the timber lands, the soil is also being classified, with a view to ascertaining suitable settlement areas. One result of this survey has been to demonstrate that much of the land now remaining in the Crown is chiefly valuable for its timber production and is not adapted for settlement.

UNION BAG PAYS EXTRA DIVIDEND.

The Union Bag and Paper Company has declared an extra dividend of two per cent.

The special point of interest to Canadians concerned in Union Bag and Paper Co.'s dividend distribution record is that of the total \$10,000,000 capital, \$3,750,000 is invested in the St. Maurice Paper Co., at Three Rivers.

If the company can distribute regular 6 per cent dividends and an occasional extra of 2 per cent as has just been done, it is obvious that when the St. Maurice plant gets to work earning dividends on the proportion of capital which has so far been unproductive the prospects for the shareholders will be that much brighter.

The St. Maurice plant is on the eve of getting to work, and as it is quite the last word in pulp and paper equipment, its record will be interesting to watch.

NEWSPRINT LEGISLATION.

Sir Thomas White has announced that a price of 2½ cents a pound for newsprint will be fixed for 1917 contracts. This price represents an advance of \$10 a ton over old contracts, or what might be termed normal prices. Any contracts which were made since the Department of Finance started its investigations must be cancelled and the price of 2½ cents taken.

The Department has considered, first, the increased costs in the manufacture of newsprint paper since 1915, which amounted to from \$3 to \$5 per ton; second, a contingency allowance for 1917, and third the increased profit for the manufacturer for 1917.

The increase of \$10 per ton represents \$3 to \$5 for increase in cost of manufacture; \$2 a ton for contingency and \$3 a ton increased profit.

It is understood that the Government will prohibit the export of 20 per cent of the output of each and every newsprint mill in Canada. This 20 per cent must be sold at a fixed price to Canadian publishers.

The Minister of Finance also intimated that if necessary the Government will take over and operate sufficient paper mills to supply the necessary paper to Canadian publishers.

A SHORTAGE OF PULPWOOD.

A serious shortage of pulpwood in Canada during the coming year was predicted by J. A. Bothwell of the Brompton Pulp and Paper Co., chairman of the mechanical pulp section of the Canada Pulp and Paper Association, at its annual meeting in the Ritz-Carlton last week. The shortage will be of such extent that the paper mills purchasing the entire wood supply are going to find themselves shut down for want of pulpwood by September 1, 1917.

AMERICANS AFTER CANADA PAPER CO.

James Kilgour, president of the Canada Paper Company, and one of the oldest paper producers in Canada, has been approached by American capitalists, with an offer for his own controlling interest in the company which would give him a profit of over \$1,000,000. In this instance the offer has been declined. The company has a low capitalization, and the proposition, it is believed, was to reorganize it.

NEWSPRINT STOCKS.

In the month of December, 31 American newsprint manufacturers produced 85,520 tons of newsprint and shipped 88,261 tons. Twelve Canadian companies produced 41,758 tons and shipped 46,639. Shipments thus gained on production in both countries, the total stocks on hand at all points on December 31 amounting to 49,401 tons, a reduction of 3,823 tons compared with November 30. As compared with Dec. 31, 1915, newsprint stocks have declined 31,149 tons from 80,550 tons, or about 40 per cent.

INSECTS INJURE TREES.

Protection of the forests against insects and protection by the Government were the subjects of three addresses at one of the sessions of the Forest Conservation Conference. J. M. Swaine, Dominion Entomologist, gave a practical address on methods employed to destroy insects which prey on trees. Slash, he said, should be destroyed each season as it was a reservoir for the breeding of insects. He spoke of an immense pile of timber on the shores of the Lesser Slave lake, which was being ruined through grubs; and it could have been saved by anchoring it in a nearby cove. Once the grubs got in the timber they could live there for years, and he told of a house from the timber of which beetles crept nine years after the building was erected. The annual loss to Canada from timber destroying insects was near \$25,000,000.

FOREST PROTECTION.

Government forest protection and co-operative fire protection were the subjects of addresses by E. J. Zavitz, chief forester of Ontario; E. T. Allen, forester to the Western Forestry and Conservation Association; and A. H. Graham, chief fire inspector to the Lower Ottawa Forest Protective Association; and of a discussion taken part in by Robson Black and A. Bergevin, at the Forest Conservation conference held here a few days ago.

Mr. Zavitz told of the methods and results of Government forest protection in Ontario.

A reduction in the amount of timber burned in this district from 16,500,000 feet to 1,000,000 feet in two years, was told of by Mr. Graham. He reported the extinguishing of 148 fires, and that through a campaign of education and co-operation, the percentage of fires set by settlers had been reduced to 15 per cent.

How twenty-five patrols covered 25,000,000 acres through an alliance between five Northwestern states, the Federal Government and the Western Forestry and Conservation Association, was told by Mr. Allen.

After outlining the destruction of forest fires, Mr. Bergevin advocated co-operation for conservation of the forests, the construction of more colonization roads, including one to the Labrador coast, and the electrification of railroads.

Mr. Black, secretary of the forestry association, asked for co-operation in a campaign of education in conservation.

FORESTRY FACTS.

Minnesota and Ontario Power Co. will meet with 30 newspaper publishers of Mississippi valley, its customers, and arrange the 1917 price of print-paper and tonnage allotment.

It is stated that there is strong probability that a company will be organized in Austin, Tex., for the erection of a mill designed to make news print from cotton stalks, the mill to be erected at some point in the cotton belt.

The Press Publishing Company, publishers of the New York World, has acquired control of the De-grasse Paper Company, of Canton, O., buying a controlling interest from dissatisfied shareholders.

Plans have also been perfected for increasing the output of the St. Lawrence Pulp and Lumber Corporation, another subsidiary of the North American Pulp and Paper Company, to 75,000 tons annually, against a present capacity of 37,500 tons of sulphite pulp annually.

The New Brunswick Pulp and Paper Company, Limited, have started work on their mill, and will do all the work themselves. The approximate cost is \$150,000.

E. Bishop, an office boy of a London newspaper, enlisted at the age of 14½ and won the Military Medal before he was 16. He has been twice wounded.

The Bathurst Lumber Company plan erection of a new paper mill. In this connection the company proposes to develop 10,000 horse-power at Grand Falls, on the Nepisiguit River, about eighteen miles from Bathurst, and the second largest water power in the province.

Haley and Sons, of St. Stephen, N.B., are rebuilding their lumber plant at an estimated cost of \$30,000.

The Nashuaak Pulp and Paper Company propose to make improvements to the plant of the Edward Partington Pulp and Paper Company, which they have purchased, and work will start immediately. Estimated cost \$250,000.

The British Government has placed an order with Portland, Ore., firm for 12,000,000 feet of spruce lumber for knock-down houses and aeroplane stock, for delivery within a year.

Paper bill of United States Government for 1917 will be \$2,350,000, against \$1,371,000 last year.

Maine Press Association has appointed committee to investigate feasibility of forming co-operative agency for buying news, print.

Union Bag and Paper Co. declared an extra dividend of 2 per cent, payable February 15 to stock of record January 31.

Semi-official announcement from Ottawa says no action will be taken by Canada to reduce exportation into United States of newsprint paper. Any action taken by Dominion Government will be to govern prices within the Dominion.

Orders for lumber aggregating over 16,000,000 feet, exclusive of an open order for all the spruce available suitable for aeroplane manufacture, have been let by the Imperial Government to tide water mills of British Columbia within the past two or three weeks.

The Chicoutimi Pulp Company, a subsidiary of the North American Pulp and Paper Company, will increase its pulp mill capacity to 130,000 tons annually, compared with 80,000 tons now of mechanical pulp. This mill is the largest exporter of mechanical pulp in America and the second largest pulp mill in the world.

British Columbia coast mills will divide an order for two cargoes, approximately 7,000,000 feet, of ties and large dimension timber, at the aggregate figure of \$100,000, one cargo to be shipped in March and the other in May, the bottoms to be furnished by the Admiralty.

Conditions in the West

Special Correspondence by E. CORA HIND, Commercial and Agricultural Editor, Free Press, Winnipeg.

Using Manitoba Seed.

During the past week some very interesting information has come to light with regard to the use of Manitoba wheat for seed in France, it seems that a number of experiments in growing Manitoba wheat have been carried on under the patronage of the Municipal Government Syndicate in Southern France, and have met with such success that the farmers all over the districts watered by the lower Rhone and Garonne are urged to use Manitoba wheat for spring seeding purposes. It is found that this wheat in France germinates quicker, comes out stronger and ripens earlier than any other kind. Manitoba wheat has actually produced crop in France that could be gathered in three months after seeding. It is thought that the farmers of the Beauce district, which is the largest wheat producing region in France, are likely to follow the example of their more southern brethren, if so, hundreds of thousands of bushels of Manitoba wheat will be used for seed in France.

Seed Wheat.

The movement of seed wheat has been progressing so slowly that the railways this week issued an urgent request that farmers with seed wheat to move in the prairie provinces, would make an effort to have it shipped at once in order that this movement may be cleared away before the general spring movement of wheat to the lake front. A very great deal of wheat is being brought from Southern Alberta for use in parts of Saskatchewan and some of it is coming as far as Manitoba, though not very much. It has been found that in spite of rust Manitoba has a good deal of seed wheat for sale especially from Northern districts.

The Provincial Seed and Soil Products Fair was held this week and the number of exhibits of wheat of high quality was a surprise even to those most closely in touch with conditions. The Sweepstakes for wheat was won by wheat grown at Headingly, 12 miles from Winnipeg and went 64 lbs. to the measured bushel. Reserve sweepstakes was also grown within 20 miles of Winnipeg, and weighed 62 lbs. to the measured bushel. The exhibits of seed oats, flax and winter rye were all of very high quality and there was an excellent exhibit of fully matured fodder corn.

The terrible congestion of traffic largely offsets any effect of the war or the political situation. This question of traffic and the supplies of the eastern millers for flour contracts is a very peculiar situation. The millers are clamoring to have preference given to their shipments because they are under contract to supply the British Government or the allied governments and have their flour on transports due to sail at given dates. One of the things, however, which millers do not explain, is why, when they made contracts for flour in November, they did not provide themselves with wheat to fill those contracts before the close of navigation. Much of the wheat, which they are now clamoring to have moved forward in advance of everything else, is low grade. A list of grades, and quantities shipped to various millers makes interesting reading; a question which these lists give rise to is, if the British government will only buy Nos. 1, 2 and 3 Northern wheat, why is it possible for millers who are supplying the government flour contracts, to use large quantities of Nos. 4, 5 and 6 special, Nos. 4 and 5 tough, rejected, no grade and feed. It would have seemed reasonable if Nos. 1, 2 and 3 Northern is the wheat which is wanted for grinding in Britain, at least a large percentage of the flour ground for the armies here, should be made from the same grade of wheat, and if that system were followed, it would have been quite in order for the government to have lent the eastern millers some of the large quantities of these high grade wheats which they had East of the lakes, and which it is not proposed to send overseas for some months, and let them grind on that rather than insisting that supplies be carried to them all rail, to the great loss and inconvenience of every other kind of traffic. The unregenerate mind can hardly help speculating on the possibility that the great keenness of millers for all rail shipment at the present time is to avail themselves of low grade wheat bought at lower prices than prevailed before the close of navigation. There should be some system whereby millers demanding of the railways commission special concessions in the matter of transportation of grain for making flour to fill the war contracts, should produce documentary evidence that it was impossible for them to procure this grain before navigation closed.

Many of the members of the trade, on the break in prices of roughly 10 to 11 cents, have suffered very great loss because of this congestion and their inability to get their grain moved in time.

If commissions had not grown to be such a drag and a joke, one would feel like suggesting that a commission to inquire into the whole rights and wrongs of this transportation business would be strictly in order.

Livestock prices continue to soar and new records are made almost every day. On February 15th Simon Clark of Rounthwait, Manitoba, sold two car loads of stock for \$5,000. He had 82 hogs that sold for \$13.85 per cwt., or \$33.24 per hog. He also sold 19 choice steers averaging 1,231 lbs. per head, at 10 cents per pound, or \$123.10 per steer. This was the first entire lot of steers to bring 10 cents a pound, though many small bunches have sold even over that figure. It was also the record price for hogs. The highest price so far for steers has been \$10.60 per cwt.

Live Stock Conference.

The various livestock organizations represented by a committee from the Western Canada livestock growers and the grain growers represented by their presidents and secretaries from Alberta, Saskatchewan and Manitoba, recently had a long conference with W. B. Lanigan, chief freight officer for the C. P. R. in the West. The conference, while there were not many direct concessions made, certainly led to a better understanding between these various organizations and the railway. One distinct and very gratifying concession was the reduction in freight rates for feeder hogs and feeder sheep going back to the country, which was promised. The lower rate has been in force for feeder cattle for a considerable time, but has never previously been in force for the smaller animals, and there is quite a considerable movement of hogs back to the farms for finishing. For example, a man coming in with a car load of finished hogs, buys up a car of feeders on the Winnipeg stock yards and takes them home again to finish.

The condition of things with regard to help for putting in the seed looks more hopeful than it did last week. The Provincial Government of Manitoba is co-operating with the National Service directors and a committee of business men was formed in Winnipeg and already forms have been sent out to the heads of the various large business houses, both commercial and manufacturing asking them how many men they have who would be available, for a short period for work on the farms. These forms have only been out two days, but already the response has been very general. As soon as these replies have been received, forms for the men to fill out, as to what they are willing to do, and what previous knowledge of farm work they have had, will be circulated. The idea is that while the wages paid by the farmer will be reasonable, the difference will be made up by the employers. Perhaps one of the most hopeful signs of the situation is the almost instant response of the business community to this demand. It is expected that the men will be called upon for work early in April, the date will depend more or less on the season.

MONTREAL PRODUCE RECEIPTS.

Receipts of the principal commodities at Montreal for the past two weeks follow:

	Week end Feb. 17	Week end Feb. 10.
Wheat, bushels	37,405	187,267
Oats, bushels	27,870	64,929
Barley, bushels	5,476	10,056
Flour, barrels	5,369	8,5300
Butter, packages	1,512	4,290
Cheese, boxes	2,961	1,617
Eggs, cases	2,797	6,182
Potatoes, bags	4,521	15
Hay, bales	3,760	14,918

BRITISH APPLE IMPORTS.

The following table shows the imports of apples into the United Kingdom from Canada in December, 1916 and 1915:

	1916.	1915.
Week ending:	Cwts.	Cwts.
December 2	18,917	51,810
December 9	48,501	13,668
December 16	43,746	34,927
December 23	34,495	36,160
December 30	8,263	2,810
Total during December,	153,922.	

SMART WOODS
LIMITED CANADA

Manufacturers of

Jute and Cotton
Bags, Tents,
Clothing, Etc.

FACTORIES IN

MONTREAL, TORONTO,
OTTAWA, WINNIPEG

MERGE CANADA'S FOUR RAILWAYS.

In one of the most comprehensive papers ever presented to the Canadian Society of Civil Engineers, Mr. W. F. Tye, last week, dealt with the subject of "Canada's Railway Problems." After giving many figures showing the history of railway development in Canada and the manner in which money had been squandered duplicating roads, Mr. Tye suggested as a solution that the Government authorize the organization of a new corporation to take over the Grand Trunk, Grand Trunk Pacific, National Transcontinental and Canadian Northern railways, and consolidate them into one comprehensive system.

This, he suggested, should be run by the corporation, without any government interference in the management, although he proposed that the Government should own at least 40 per cent of the stock and have a proportionate representation in the directorate.

His proposition was that by taking the four lines and doing away with as much as possible of the losses caused by extravagant government finance, overlapping of roads, and other mistakes, and getting the lines into a reasonable condition of efficiency, the mistakes of the past might eventually be overtaken. He proposed that the four lines should be put into a holding company, and, if necessary, the G. T. P. and Canadian Northern liquidated, so as to get on to a firm basis for a start.

It would probably then, he considered, be necessary to spend a large amount during the next five years improving the existing lines and building feeders. But by that time he figured that the increase in business would be such that from a steady loss during the first few years the consolidated railroads would get to a paying basis, probably within five or six years.

Mr. Tye put it that the C.P.R. had been a great financial success, the G.T.R. a moderate success, the Canadian Northern a moderate failure, and the G.T.P. a great financial failure.

The C.P.R. had succeeded by wise planning, wise aid and good management. But Government ownership could never succeed on so vast a plan as that he suggested for the consolidation of the four roads, hence his suggestion for the formation of a company, with stock guaranteed by the Government, which would put it on a 5 per cent basis. In this way they would avoid the costly experience of the Intercolonial. With the amount of land available, and the possibilities of business he did not see how there could be a failure of such a business consolidation of railways.

The whole situation, he said, had arisen through unwise duplication of railways and a vicious system of bonusing and land granting, which should be stopped. That would end the debauch of railway construction from which Canada was now suffering.

ENTITLED TO A BREAD CARD.

(Southern Lumberman).

Between the demands of the Entente Allies and the revolutionists in his own country, the king of Greece has had rough sledding and at times, no doubt, has hardly known where he is "at". But there is still some dignity left to him—he is at least regarded as the head of his family, as shown by the following dispatch from Athens:

"King Constantine has applied for and received the regular bread card which is issued to all heads of families."

COMMODITY MARKETS

Week's Wholesale Review

According to Dunn's weekly bulletin, the railway embargoes are the outstanding feature in the week's trade news.

The very severe storm of last Saturday further intensified the railway congestion, and numerous manufacturing interests are still being seriously inconvenienced, while general trade is to some extent affected. Dry goods travellers, however, though handicapped in their movements, are still sending in good orders. The clothing manufacturing trade is now at a complete standstill, the balance of the operatives in all shops having walked out last Monday morning, and, while the masters are quite willing to concede increased wages and shorter hours, they insist on an open shop and freedom from interference by walking delegates. London wool sales opened Tuesday, with a good attendance of buyers and again stronger prices. Some domestic manufacturers of yarns and knitted goods give notice of inability to accept further orders for near delivery. Fur manufacturers, now preparing new samples, report that prices for next season's goods will show a considerable advance.

The movement in general groceries is up to the average. Marked advances are to be noted in teas, China blacks have advanced a full 5 cents a pound during the past few weeks, and Ceylon and Indian blacks from 7c to 8c a pound. Of Ceylon greens there are none here. Somewhat unexpectedly sugars took an advance of 15 cents a cental. Molasses is in light supply and firmly held at late high prices. With the near approach of Lent, fish prices are also on the boom, and it is reported some lines will show an advance of 20 to 30 per cent. over last year. Quite a considerable demand had been created in this line for army ration purposes, while owing to the severe weather on the coast, and freight congestion, local wholesalers of sea products seem to anticipate some difficulty in meeting the demands of their customers. Hog products show continued firmness.

A fair demand is reported for leather from Quebec, boot and shoe manufacturers, who make up largely for jobbers, but local manufacturers are buying lightly. Local stocks are light and there is no weakening in prices. The hide market remains on the same level as last week, with offerings readily absorbed.

DAIRY PRODUCE.

CHEESE: There is practically no business passing in cheese owing to the lack of freight space on ocean vessels, and the impossibility of bringing cheese in from the United States or getting it to seaboard, owing to the existing embargo on the railways. There is some Western cheese quoted at 26½c being held for export. The market is firm although quotations on Canadian cheese are purely nominal. Fair supplies are going forward from the United States to England to meet the insistent demand. The Liverpool public cable advanced 2 shillings on three occasions last week, finest Canadian white now being quoted at 158s, and colored at 156s. A great scarcity of cheese is reported in England as the Government has commandeered the whole of the season's output of New Zealand cheese at a fixed price of 9½d per pound. Only limited supplies can be drawn from Holland and Denmark as Germany is taking a large proportion of their makes.

BUTTER: The butter market is very firm and prices have advanced a cent during the week. Stocks are dwindling weekly. Business has been fairly active including sales of several carlots of which some were Alberta and Manitoba creamery. All the poor old stuff is now sold into seconds hands. Fancy goods are very scarce. Recent advices from abroad report the British butter market as weak. Buyers are not willing operators because butter remains very dear, and margarine, which is still to be had on comparatively moderate terms, has captured most of the trade.

We quote unchanged prices:

Butter:—	
Choice Fall Creamery Solids	0.43 0.44
Winter Creamery	0.42 0.43
Undergrade Creamery	0.40 0.42
Dairy butter	0.39 0.40
City Selling Price to grocers:	
Creamery, Solids	0.46
Do., Prints	0.46½
Do., No. 2 Solids	0.44
Do., Prints	0.44½

Cheese:—	
Finest Western	0.25½ 0.27
Fine Eastern	0.24 0.24½
Winter Make	0.20 0.23
City Selling Prices to grocers:	
Stilton cheese	0.26 0.28
Large	0.25 0.26
Twins	0.26½
Quebec Cheese	0.25
Canadian Strong Cheese	0.26 0.27
Roquefort	0.65

COUNTRY PRODUCE.

EGGS: Storage eggs are practically a thing of the past as the stocks in Montreal and Chicago are entirely exhausted. The result is that the trade is depending on new laid eggs. Owing to the continued cold weather and bad roads, Canadian new laid eggs are not arriving in sufficient quantities to supply the trade and buyers are purchasing daily in Chicago. Quotations are also being sent in from Detroit. Owing to the congestion on the railways, shipments have had to be made by express. New laid eggs are quoted at 42c to 43 f.o.b. Chicago to which must be added a duty of 6c a dozen as well as express charges, making 52c laid down in Montreal. A car of cold storage eggs arrived at the beginning of the week from Moose Jaw, and as the quality was good they were soon absorbed by the trade. The present difficult situation is likely to continue until about the beginning of the month when we look for more favorable weather.

POULTRY: Little or no fresh killed or live poultry is arriving. The demand for storage birds is exceptionally good and consequently the market is strong. A very firm feeling prevailed in the market for dressed poultry owing to the continued cold weather, the small supplies on spot in first hand and the steady demand for the same.

HONEY: Stocks of honey are low and prices are very high. No more honey is to be had anywhere.

POTATOES: As the railway embargo is still in force the quantity of potatoes coming in are not sufficient to meet the requirements of the trade. Receipts for the week amounted to 4,521 bags. Dealers who are in a position to ship are asking wholesalers in Montreal \$3.00 per 90 lb. bag, ex-track, for mixed varieties. Adding to this, city expenses such as bagging, delivery and wholesalers' profit, the retailer cannot sell lower than \$3.50 per sack. This price is likely to be only temporary, for as soon as railway conditions improve, liberal supplies should come in and the market, in the opinion of a leading wholesaler, will drop \$1.00 a bag. Stocks in Montreal and vicinity are practically exhausted although good supplies are to be had in New Brunswick, Prince Edward Island and the Rimouski district.

Eggs:	
Special New Laid	0.55 0.58
Extras	0.50 0.50
Poultry—Live:	
Fowls, 5-lbs. and over	0.22 0.21
Fowls, small	0.18 0.20
Fresh Killed Poultry:	
Turkeys	0.32 0.33
Old Turkeys, cocks	0.27 0.28
Fowls, hens	0.20 0.21
Do., roosters	0.15 0.16
Chickens	0.22 0.23
Do., crate fattened	0.25 0.28
Squabs, per pair	0.35 0.45
Geese	0.18 0.19
Ducks	0.21 0.22

Maple Products:	
Pure maple syrup, quart cans	0.40
Pure maple syrup, 9-lb. tins	1.00 1.10
Extra choice syrup, 13-lb. tins	1.25 1.30
Pure Maple sugar, per lb.	0.13 0.14

Honey:	
Buckwheat, 6-lb. tins	0.12
Clover, in comb	0.18
Do., in 6 pound tins	0.14

Potatoes:	
New Brunswick, Delawares, 90-lb. sacks	3.25 3.50
Quebecs, 90-lb. bags	3.00 3.25

Beans:	
Can, hand-picked car lots, per bu.	7.25 8.00
Three pound pickers	7.20
Five pound pickers	7.50 7.75
Six to seven pound pickers	6.90 7.00

LIVE STOCK.

MONTREAL: Offerings of live stock for sale at the Montreal stock yards last week amounted to 1,200 cattle, 250 sheep and lambs, 2,100 hogs and 400 calves.

Owing to the cold and stormy weather last week, farmers found it impossible to drive live stock to the stations, and consequently the volume of receipts was limited and considerably less than the demand. Prices of cattle advanced a further 25c a 100 lbs, held firm at the new level. Choice stock which was scarce as farmers were short of feed stuffs, brought \$11.00 a cwt., and sales of good stock were made at \$10.50. There was very little trading done in sheep and lambs as the offerings were exceedingly light and prices very firm. Butchers and packers are relying on their stocks of frozen stuff to supply their needs for the present. Calves were more active, and all offerings met with a ready sale at good prices. The hog market made a new high record, and dealers are predicting still further advances if the present scarcity continues. Choice selected lots sold at \$15.50 to \$15.75 per 100 lbs., a rise of 75c over last week's high level. A keen demand was met for all offerings.

TORONTO: Receipts of live stock at the Toronto yards last week amounted to 4,924 cattle, 590 calves, 10,778 hogs and 1,257 sheep and lambs. Trade in cattle was slow and draggy and consequently prices declined during the week, particularly on good quality stuff, the drop in the price of choice stock being less marked. Some grades of medium cattle were 50c lower. The unusually complicated railway problem preventing packers from shipping their products to Montreal and the seaboard has caused them to face losses, which farmers in many localities may be able to appreciate through their difficulties in getting sufficient supplies of corn for feeding. It is estimated that there were over 200 cars of meat waiting transportation eastward, and a considerable portion of this may be damaged by frost, either in Toronto yards or during the haul to Montreal, which occupies fully ten days under present conditions.

A decline of 35c on hog prices marked the end of the recent high price movement. The run was heavy, being 328 in excess of the preceding week and 1,361 more than the corresponding week last year. Small meats were inactive at steady prices. Choice veal calves were in demand, but the high prices for lambs have curtailed the demand.

Current prices in carload lots are as follows:

	Per cwt.	
	Montreal.	Toronto.
Butcher steers, best.	10.75 11.00	10.25 10.75
Do., good	10.25 10.50	9.50 10.25
Do., fair	9.75 10.00	9.50 10.00
Do., medium	8.75 9.00	8.50 9.00
Do., rough	8.25 8.50	6.50 7.00
Butchers' cows		
Choice	8.75 9.00	7.75 8.50
Do., good	8.25 8.50	6.50 7.25
Do., fair	7.75 8.00	5.50 6.00
Butcher bulls, best	9.75 10.00	7.50 9.00
Do., good	9.25 9.50	6.75 7.25
Do., medium	8.75 9.00	5.75 6.50
Canners' cattle, bulls	6.25 6.50	4.50 4.75
Do., Cows	5.50 5.75	.....
Light Ewes	9.50 9.75	10.00 10.50
Heavy Sheep	9.00 9.25	9.00 9.50
Culls	9.00 9.25	4.00 7.00
Lambs, Quebec	13.25 13.50	.....
Do., Ontario Stock	13.75 14.25	14.50 15.00
Calves, choice		
Milkfeed	11.00 12.00	13.50 14.50
Do., hayfed	10.00 11.00	6.00 7.50
Hogs, selects, weighed		
off cars	15.50 15.75	14.65
Do., heavy weights	14.75 15.00	14.40
Sows	13.50 13.75	.....

WINNIPEG GRAIN INSPECTIONS.

The receipts of grain at Winnipeg for the week ended February 17, 1917:

	This Last Last		
	week.	week.	year.
No. 1 Northern	72	57	.....
No. 2 Northern	329	215	.....
No. 3 Northern	327	222	.....
No. 4 Northern	216	145	.....
No. 5 Northern	98	67	.....
No. 6 Northern	57	33	.....
Feed wheat	55	22	.....
Rejected	22	24	.....
No. grade	490	531	.....
No. 4 Special	25	32	.....
No. 5 Special	29	32	.....
No. 6 Special	14	11	.....
Winter wheat	5	.....	.....
Totals	1,537	1,418	1,346
Oats	780	598	327
Barley	75	67	39
Flax	70	53	24

FLOUR, CEREALS AND MILLFEED.

The situation in the flour trade is becoming acute, as the embargoes on the railways are now continuing well into their fourth week. Very few consignments of either wheat or flour have been moving in or out of the city and the result is that many points around Montreal are entirely cut off from supplies, while the wheat in the elevators here is down to a low point. There is some scarcity of spring wheat flour in the Maritime Provinces. Flour mills all over Canada are working intermittently as trade in many sections is purely local being carried on only wherever shipments can be made. The domestic demand is limited owing to the fact that most buyers have already ordered flour which has not been delivered, as the cars in question are still en route, or the mills have been unable to get them through at all. Many enquiries from the United Kingdom were reported during the week and orders were booked for fair sized lots of standard export grade at an advance of 1s to 1s 6d per 100 lbs. At the end of the week export bids had to be refused as no more ocean space was available. Freight rates are now quoted at 75c a cwt. Stocks of winter wheat flour are very low, and consequently the market is firm at unchanged prices. Whether prices will hold at this level depends on the duration of the embargo. No offers are being received from the Ontario mills as it is impossible to make shipments. The demand is moderate. Stocks of rye flour are nearly depleted and quotations are purely nominal. Millfeeds are in low supply and buyers are bidding for what can be obtained regardless of price. An advance of \$2.00 took place on nearly all lines last week. A very limited supply of millfeeds is being turned out, as many mills are closed or grinding to only a small proportion of their capacity. The market for rolled oats has been following the fluctuations in the market for the raw material, and round lots have been sold at times at lower prices than we quote. The price of rolled oats in small lots shows no change. A heavy demand is anticipated in Lent.

	Montreal.	Toronto.
Flour: per 96-lb. bag.		
First patents	4.80	4.75
Second patents	4.55	4.50
Strong Bakers	4.45	4.40
Feed Flour	2.85	2.80
Winter wheat flour, 90 per cent	4.10	4.25
Cereals:		
Roller Aats, 90 lb. bag	3.35	3.45
Oatmeal, 98-lb. bag	3.80	3.80
Roller wheat 100-lb. b.	3.60	3.60
Bag	4.25	4.25
Rye flour, 98-lb. bag	3.75	4.00
Feeds: Per ton.		
Bran	35.00	35.00
Shorts	37.00	40.00
Middlings	40.00	44.00
Moullie, pure grain grades	48.00	50.00
Do., mixed	44.00	47.00
Barley feed	41.00	41.00
Crushed Oats	47.00	47.00
Oatfeed	46.00	46.00
Hay, No. 2	13.00	11.00

An extra charge of 30c is made for flour in barrels.

FISH AND OYSTERS.

Owing to the approach of Lent which begins tomorrow, February 21st, there has been a very active demand for fish and shipments are being made to the country by all the wholesale firms. A steady supply of fresh Atlantic sea fish is coming into the market by express, including codfish, haddock and a small quantity of fresh halibut. Stormy weather at the coast is curtailing production considerably. Dealers are meeting with difficulty in obtaining sufficient supplies of frozen fish owing to the congestion in transportation. One of the leading wholesale houses states that they have about twenty carloads of fish in transit anywhere between the Atlantic and Pacific oceans. If the cold weather continues for some time stocks of frozen fish will soon be exhausted, and consequently prices already have an advancing tendency. This is true of halibut and all kinds of lake fish. Frozen Salmon will be ample for requirements. In pickled and salt fish the scarcity is particularly felt with codfish and salmon. Salt eel is in good supply, being the only line of salt fish that has not advanced. Lobsters are selling at very high prices with no signs of improvement. Very few bulk and shell oysters have arrived lately, as the bays and rivers where oysters are produced have frozen up entirely in the past few days. The abnormally cold weather has crippled the trade in many ways.

Current quotations are as follows:

Fresh Fish:	Per lb.
Haddock	0.09 0.10
Steak Codfish	0.11 0.12

Market Cod	0.07	0.08
Smelts	0.16	0.16
Lobsters	0.50	0.50
Halibut	0.18	0.19
Flounders	0.10	0.10
Frozen Fish:		
Gaspe Salmon	0.19	0.22
B. C. Salmon, headless and dressed	0.15	0.16
B. C. Salmon, pale head and dressed	0.11	0.12
Haddock	0.08	0.08½
Western medium halibut	0.17	0.18
Mackerel	0.10	0.10½
Market Cod	0.07	0.07½
Whitefish	0.12½	0.13
Dore	0.12	0.13
Lake Trout	0.14	0.15
Pike	0.09	0.10
Flounders	0.08	0.09
Eels	0.09	0.10
Smelts	0.15	0.16
Smoked Fish:		
Haddies	0.12	0.13
Bloaters, 60's, 100's	1.75	1.75
Kippered herrings, 40's	1.50	1.50
Kippered herrings, 50's	1.40	1.40
Digby herrings, 5 bx. a bundle	1.00	1.00
Salted and Pickled Fish:		
Boneless Cod	0.10	0.12
Boneless Herrings, 10-lbs.	1.40	1.40
Shredded Codfish, 12-lb. box	1.80	1.80
No. 1 B. C. Salmon, pink, 200-lbs.	17.00	17.00
No. 1 Sea Trout, 200-lbs. bbl.	15.00	16.00
No. 1 Sea Turbot, 200-lbs. bbl.	14.00	14.00
Labrador Herrings, barrel	8.50	9.00
Labrador Salmon	19.00	19.00
No. 1 Green Codfish, barrel	13.00	14.00
Oysters, Etc:		
Shrimps, per gallon	2.00	2.00
Bulk Oysters, per gallon	1.50	1.50
Scallops, per gallon	3.00	3.00
Malpeque Shell Oysters, bbl.	9.00	13.00
Cape Cod Shell Oysters, bbl.	9.00	12.00
Bluepoint Shell Oysters, bbl.	10.00	10.00
Medium Clams, barrel	8.00	8.00

HIDES AND LEATHER.

Advices from Chicago report a quiet hide market. Quotations are practically nominal as business has been very limited. Packers feel that by holding they will get additional prices. The Boston market is also inactive buyers waiting until the political situation is more settled. If the American Government should suddenly decide to equip a larger army, a much more brisk demand would be encountered for leather which would naturally be followed by a more active buying of hides.

Dealers in leather report business in Montreal as fair, being slightly less in volume than in the last three months of 1916. This is usually the case at the beginning of the year as manufacturers have about finished the spring run and will not start actively on fall orders until March or April. A limited quantity of leather is coming from England under license. The submarine menace has made insurance rates so high that shippers are requested to hold their consignments until the rate lowers somewhat. No change has taken place in prices. Tanners are suffering from lack of labor.

Current quotations follow:

Hides:		Per lb.
No. 1 inspected	0.25	0.25
No. 2	0.24	0.24
No. 3	0.23	0.23
Rough	0.21	0.21
Sheepskins, each	3.90	3.90
Calfskins	0.36	0.38
Sole Leather:		Per Pound.
Spanish sides	No. 1	No. 2
Oak Sides, Canadian, dry hides	0.60	0.58
Do., from hides, green	0.63	0.61
Oak backs	0.72	0.70
Oak bends	0.82	0.80
—per ft.—		
Sheep skins, linings	0.20	0.22
Do., toppings	0.25	0.30
Chrome tongue, splits	0.15	0.15
Kid, glazed table run	0.60	0.60
Upper Leather:		Per ft.
Gun Metal Sides	0.46	0.50
Chrome Box Sides	0.44	0.48
Matt Sides	0.44	0.44
Patent Chrome	0.48	0.55
Kangaroo Grain	0.42	0.42
Russett Oil Grain	0.42	0.42
Elk	0.48	0.48
Splits Wax	0.36	0.40
Automobile, Carriage, and Furniture Leather:		Per lb.
Spanish furniture	0.37	0.38
Hand buffed	0.35	0.36
Machine buffed	0.32	0.32
Deep buffed	0.19	0.20
Split	0.16	0.16
Belting Leather:		Per lb.
Belting butts, shoulders off	1.60	1.75
Belting butts, shoulders, or	1.40	1.50
Harness	0.62	0.65
Skirting	0.35	0.37

THE GRAIN MARKETS.

During the past week the wheat market has fluctuated within narrow limits closing virtually unchanged. The attention of the trade is entirely focussed on the question of transportation, interior and export freight conditions being abnormally congested. Traffic in the West is very bad and the railroads seem helpless and unable to relieve the situation. Huge stocks of cereals are tied up in elevators at Chicago, on side tracks vainly awaiting shipment. The slow movement of grain is bringing about a very strong position at the seaboard, and holders are slow about making sales. Steamships are being delayed on account of their inability to procure their cargoes. Premiums of 25 cents a bushel have been paid for No. 2 hard winter wheat, free on board seaboard. Word was received last week that Great Britain would curtail imports of cotton and would use for grain and munitions the vessel room thus made available. The Netherlands Government appears to have been successful in solving the difficulties which brought to a standstill all Dutch traffic with the United States, and it is announced that open bids for flour will be received on February 21. Crop damage reports from Kansas, Nebraska and Missouri have given transient strength to the market. Stocks of wheat at the head of the lakes in Canada and on the farms are believed to be large, and increased offerings from that quarter are anticipated for the opening of navigation. Holders of Canadian wheat are believed to be seeking a market, and reports from Minneapolis last week were to the effect that one-half to a million bushels of Canadian wheat had recently been purchased by Minneapolis millers.

As regards the local Montreal market, spot grains of all kinds are commanding a premium over grains in transit or for shipment. Business is seriously hampered owing to the scarcity of cars, so much so that the city flour mills have had to close down for a few days the past week as they had no wheat to grind. The demand for export is good, but lack of ocean space prevents business. Some business in oats has been worked from Portland and St. John for export at big prices. The same applies to barley. Chicago and Winnipeg future wheat prices show little change for the week. Closing quotations today (Monday) at Winnipeg are \$1.75½ for May, \$1.73½ for July and \$1.49½ for October, as compared with \$1.75, \$1.72½ and \$1.41½ respectively, last week. Chicago quotes \$1.75½ to \$1.76 for May, \$1.50 for July and \$1.39½ for September as compared with last Monday's quotations of \$1.73½ for May and \$1.48 for July.

The cash grain situation is as follows:

Grains:	per bushel.
Spring Wheat Manitoba, No. 1	1.88 1.90
Do., No. 2	1.85 1.87
Do., No. 3	1.99 1.81
Do., No. 4	1.71 1.73
Winter Wheat Ontario, No. 2	1.73 1.75
Oats:	
No. 2 C. W.	0.75
Do., No. 3 C. W.	0.73
Do., Extra No. 1 feed	0.73
Do., No. 1 feed	0.72½
Do., No. 2 feed	0.70
Ontario Oats, No. 2, white	0.63 0.65
Do., No. 3	0.61 0.63
Barley, No. 3 C. W., Rej.	1.00
Do., Feed	0.99
Corn, American, ex-track	1.24

MONTREAL GRAIN STOCKS.

The following table shows the stocks of grain and flour in store in Montreal on the dates mentioned:

	1917.	1917.	1916.
	Feb. 17.	Feb. 10.	Feb. 19.
Wheat, bushels	717,785	711,532	1,227,336
Corn, bushels	17,189	18,723	11,264
Peas, bushels	2,466	2,466	261
Oats, bushels	2,936,935	3,369,810	2,057,508
Barley, bushels	149,748	155,741	194,447
Rye, bushels	17,672	17,252	25,761
Buckwheat, bushels	4,753	4,753	5,262
Flour, sacks	31,718	35,038	50,226

RECEIPTS OF BUTTER, CHEESE AND EGGS.

The following table shows the receipts of butter, cheese and eggs in Montreal on the dates mentioned:

	Butter,	Cheese,	Eggs,
	pkgs.	boxes.	cases.
Week ending Feb. 17, 1917.	1,512	2,961	2,797
Week ending Feb. 10, 1917.	1,617	6,132	4,290
Week ending Feb. 19, 1916.	739	273	4,189
Total receipts May 1st, 1916,			
to Feb. 17th, 1917	501,554	2,240,333	637,738
Total receipts May 1st, 1915,			
to Feb. 19th, 1916	397,144	1,995,218	536,042

FIGHTING THE MAIL ORDER BUSINESS.

(Concluded from page 15).

cover why shopping by post appeals to this class of shopper.

City folk usually prefer to buy an article only after inspection—even if at a higher price—but the farmer sits down with a catalogue and studies it at his leisure.

The mail order house is to him a glorified country store. There he can order everything from needles and pins to horse-collars and automobiles. And a guarantee accompanies each purchase which he thinks is just as good as that given by the local store-keeper.

With the catalogue before him the farmer makes a list of what he needs and sends it to the distributing centre of the particular mail order institution that he patronises. One thing must accompany his order, and it is imperative—cash.

Cash transactions are the great sine qua non of the success of the mail order houses. They sell for cash and they buy for cash. If the consumer did not make cash purchases the catalogue house would be no better able to pay cash than any other retail merchant. When the country store-keeper realizes that securing business on a cash basis is the secret of the success of the mail order house, he has discovered one means by which he can successfully compete with his powerful rival. Some retailers already awake to the situation, are establishing cash stores in different small towns. To quote the New York Journal of Commerce where this subject is discussed:

"The Penny organization, in the United States, is typical of others that are getting under way. If a farmer customer goes into a Penny store and asks for a pair of overalls, like the ones advertised in a well-known catalogue, he is shown the identical article at a little lower price. If he takes it he must pay cash and take the overalls home with him. And what is true of overalls is true of other goods of a staple character needed on a farm. The new retailers are telling their customers that if they want credit they must give their trade to those who offer the credit. If they want to buy for credit in the local store, and cash from the mail order house, they are told to give all their business to the mail order house, as the local store must compete on a cash basis if it has to.

"And some of the jobbers who have come to understand the menace of the mail order house to their business are finding that when they can educate a customer to pay cash, they can afford to sell on cash terms and they can well afford to assist that cash retailer in meeting other cash competition operating in his territory."

On the other hand the consumer would often be in

a sad plight without the local retail store. Trading with the local storekeeper has numerous advantages. There is the great convenience of being able to secure an article wanted when it is wanted instead of waiting until a large order may be sent; there is the satisfaction—and it is a great one—of seeing an article before purchasing it; also the advantage of being able to exchange, without delay, articles that don't suit. And last but not least, there is the great boon of being able to get credit when needed. A dealer who will give credit on occasion is a friend indeed and holds a place in the commercial world that can never be usurped by the mail order house doing business on a strictly cash basis. Credit in the retail trade, although undesirable on a large scale, is more or less of a necessity for persons with small incomes or for those whose incomes are paid at long or uncertain intervals. The ability and willingness of the retailer to give reasonable credit, to such of his customers as he knows to be worthy, is one of the advantages which he must continue to have over the far away mail order house which insists on cash payments.

PANAMA CANAL TRAFFIC.

Two years and a half of the operation of the Panama Canal, during which the waterway was closed for about seven months, have given proof that until all slides are checked and the dredging operations reduced to a minimum receipts from the payment of tolls will not pay the costs of maintenance. This is a condition which must be faced and for which several remedies have already been proposed. That the canal will eventually prove self-supporting is generally believed, but an increase in tolls would be necessary to meet temporary unusual expenditures.

The canal was opened to commercial traffic an August 15, 1914, and in the two years to August 14, 1916, 2,087 ship made the transit. Their aggregate net tonnage, according to the rules for the measurement of vessels for the Panama Canal, was 7,046,407. The total quantity of cargo carried through the canal by them was 9,031,613 tons of 2,240 pounds.

SPAIN LOST 12 PER CENT.

The Spanish mercantile marine, which in July, 1914, consisted of 640 vessels, with an aggregate tonnage of 846,491 up to January 31, had sustained losses of ships to the value of about 70,000,000 pesetas by reason of the war. Seven steamships, aggregating 18,000 tons, and 22 ships have been sunk by mines or submarines. The losses represent about 12 per cent of the merchant marine.

CUNARD LINE

Canadian Service
LONDON TO HALIFAX
(Via Plymouth)
HALIFAX TO LONDON

(Calling Falmouth to land Passengers)
For particulars of sailings and rates apply to Local Agents or to The Robert Reford Co., Limited, General Agents, 20 Hospital Street, and 23-25 St. Sacramento Street, Montreal.

**ANCHOR-LINE
DONALDSON LINE**

PASSENGER SERVICE
Glasgow to Portland, Me.
also
Glasgow to St. John, N. B.
Portland to Glasgow
Halifax to Glasgow

For information as to rates and sailings apply to Local Agents or The Robert Reford Co., Limited, General Agents, 20 Hospital Street and 23-25 St. Sacramento Street, Montreal.

**TO REDUCE THE GERMAN NUMBERS.**

According to a report recently issued by the U.S. Secretary of Commerce, during the three months ended December 31st last, 81,007,539 pounds of bleached cotton fibre, including linters and hull fibre, were consumed in the United States in the manufacture of guncotton and explosives of all kinds. This quantity is equivalent to 162,015 bales of 500 pounds each, and compares with 133,982 bales, 142,725 bales, and 144,988 bales used for the same purpose in the quarters ended September 30th, June 30th, and March 31st respectively. During the year 1916 the consumption of cotton in the manufacture of explosives amounted to 533,710 bales, and in 1915 the total was 244,008 bales.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE
FUNDS REQUIRING INVESTMENT
MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.