

That inebriety is a disease and should be treated as such the medical profession of this and other cities have for a num-

stead of being confined to a few American observers, as it was twenty years ago. It is now exciting a world wide interest. There is no medical or scientific center where the subject of inebriety as a disease is not believed in and where study and cure is not a source of interest. Last July a medical congress was held

Children Cry for Pigeons

her's Castoria.

W. BAKER & CO., ST. LOUIS, MO.

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CRIDIFORD & ROBERTSON,

DELICATE CHILD

The Montreal Herald.

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WEDNESDAY MORNING, JAN. 9, 1889

TO-DAY'S DOINGS.

ACADEMY OF MUSIC.—"Ruddy Gore," at 8 p.m.
THEATRE ROYAL.—"Hazel Kirke," at 2 and 8 p.m.
VICS ARMY.—Reynolds, the Mesmerist, 8 p.m.
BAR EXAMINATIONS.—Court House, at 9 a.m.
PROTESTANT ORPHAN ASYLUM.—Annual meeting, 209 St. Catherine street, at 2.30 p.m.
A BARMECIDE FEAST.

Unless we are mistaken Mr. Charles Tupper, the Minister of Marine and Fisheries, is one of the ardent advocates of Imperial Federation. At the recent Conservative Club dinner he had the pleasure of hearing a colleague denounce as a fad the cause which he holds dear. Sir John's supporters are rather at odds on this question, but they have agreed apparently to denounce it in one place and to boom it in another. When those Tory members who are eloquent concerning its advantages next rise to oratory on the subject, it would be well if they should explain that although themselves praising it, a number of their friends denounce it as "a fad."

After the direct snub given by his colleague, Mr. Tupper, when he spoke, avoided the subject, and contented himself with endeavouring to explain away the enormous increase of the debt and the increasing burdens which the Canadian people are called upon by Sir John and the combines to bear. Mr. Tupper said that he would be willing to spend all the money over again. That is not to be doubted. Political spendthrifts are unlike their social brethren. The latter are sometimes troubled with remorse; the politician who has had the squandering of the public money is ever ready to repeat the delights of extravagance at other people's expense. In a personal explanation, Mr. Tupper said he owed his position to the workingmen. He would have exhibited more gratitude had he said, "to a working man," for Sir Charles was never a good worker. And Mr. Tupper, not being one of those consumed with vanity, must know that occasionally it is an advantage to have had a father. Mr. Tupper tells us that the Dominion had to go cap in hand to ask the Imperial Government to guarantee the debt to build the Intercolonial Railway. This is not what other members of the Conservative inner ring have stated. Canadians have been led to believe that the Imperial Government were anxious to give this guarantee if only Canada would not press her claim in the Fenian raid matter. But he was justified in saying that we had the "freest system of Government ever known." Free, indeed! No one can accuse our Government of being restrained by any law inconvenient to Sir John, or with troubling themselves with any care or consideration for that which does not make for their own party advantage. They are, in fact, altogether too free. He was only partially accurate, however, in stating that "our national debt was different from that of any other in the civilized world, in that it was incurred for public works." No other civilized country has seen its national debt trebled by the Government in times of peace; so far he was correct; but to say that it has been expended on public works is to display ignorance of the public accounts. Mr. Tupper spoke of the "solid front" Canada had been enabled to present to the United States on recent occasions, but he omitted to explain the solidity. When the Government declared in Council that they could not possibly agree to certain demands in the matter of the fisheries, and shortly afterwards abandoned their contention, their surrender may have been a wise proceeding, but it was not presenting, or at least maintaining "a solid front." Similarly when Sir John Macdonald and Sir John Thompson spoke of betraying the interests of Canada were they to consent to abide by their "standing offer" clause, of which they had talked so much, a motion in Congress induced them to the second back down of the session and to do that which they said would be to betray Canadian interests. There was very little indication of a "solid front" on that occasion. It is true that Sir Charles Tupper, by an ingenious but extremely on-thin-ice speech, was inch by inch crawling out of the hole into which the twin Sir Johns had tumbled it, and could perhaps have succeeded in reaching the brink, if the irrepressible and loquacious Mr. Chapleau could have been kept quiet; but Sir Charles' delicate squirming could hardly be called "presenting a solid front." Still, Mr.

Tupper's speech must have had some vim in it, for we are told that Mr. Choquette immediately afterwards sang "Brigadier" with much expression. The Gazette tells its readers that Mr. Desjardins spoke and scathingly condemned "those who betrayed their flag and their country in order to attain power," but whether or not this was an unfinished portion of the speech in which he declared that Sir John had come into political life on the ruins of the Parliament buildings and would leave it beneath the Regina scaffold, the report does not say. Mr. Curran, whose jovial nature and capacity for swallowing anything Sir John may do, makes him an ever welcome guest at a Tory party, made—if correctly reported—some remarks which may be interpreted as advocating a continuance of the pauper immigration system, which, in the interest of the combines, Sir John's Government has been encouraging. Many people, however, will think that it is hardly fair to encourage the immigration of these "distressed people of all nationalities," who land here without a sixpence, and immediately offer their labour in competition with that of Canadians, who are given no protection, but who are compelled to pay through the nose that the protected monopolists may wax fat. We are glad to hear that he "paid a compliment to Mr. Tullion," because, since driven out of the treasury, the payment of anything that Mr. Tullion may consider is due is only proper. But in saying that Mr. Tullion was *sans peur et sans reproche*, he might have added *sen* *pour et sans reproche*, or even a judicious, which is rather hard on that gentleman. Without wishing to damp the spirits of the Tory party of Quebec, we are fain to confess that these attempts at inspiring hope and confidence are somewhat sickly and futile. A Tory out of office is a poor kind of bird; his feathers are awry, there is a want of elasticity in his strut, and his crow is a feeble and mendacious noise that does not even deceive the most credulous hen. Not even the commingled of Mr. Tullion and Mr. Curran can give any real life to such a scene as that described in the Gazette; we can liken it to nothing better than a rendezvous of freebooters whose plunder has been surreptitiously removed, and who are not quite easy on the score of the police.

PERSISTENT PREVARICATION.

BELLEVILLE "INTELLIGENCER."—"No matter what the United States or any other country may do, Canada will resist tariff—not an increase but a reduction and readjustment of our tariff." Thus speaks the Montreal Herald; and to secure such reduction our contemporary advises us to adopt the commercial policy of the United States, whose tariff averages ten per cent. more than our own, and whose people have just declared in the most unmistakable terms their fixed resolution to admit no reduction in their customs duties.

The *Intelligencer* evidently has been demoralized by that "blind stare" business, otherwise it would not prevaricate so stupidly. The Herald said what it meant—that no matter what the United States may do in the matter of reciprocity, we want a reduction and a readjustment of our tariff. It is, therefore, wholly untrue, like a majority of the *Intelligencer's* political statements, that the Herald advises Canadians "to adopt the commercial policy of the United States." Unless the Herald were as stupid as its Belleville contemporary it could not in one breath advocate a reduction of our tariff and in the next advocate the adoption of the American tariff so much higher than ours. The Herald advocates unrestricted reciprocity with the United States. Failing that, we want a reduction of our own tariff to the legitimate requirements of revenue so that the farmers and working classes may be relieved from some portion of the burden of taxation which falls so heavily upon them. The *Intelligencer* should prevaricate with a little more ingenuity, otherwise it will lose the respect even of its brother Tory prevaricators who are so diligently and persistently misrepresenting the commercial policy of the Liberal party. Whether or not our American neighbours are ready to enter into closer trade relations with Canada remains to be seen; they will not likely move in that direction until we give some official intimation of our desire for reciprocity. Unfortunately, Canada's last official declaration on this question was an intimation that we don't want closer trade relations with the Americans. That was practically what the Tory majority in Parliament said when they voted down Sir Richard Cartwright's Unrestricted Reciprocity resolutions. Until that deliverance is negated or materially modified, the American people can hardly be blamed if they think Canada does not want closer trade relations with her neighbour. In the meantime Tories of the Sol White stamp intimate their desire for free trade with the United States by boldly declaring for political union with that country. Papers and politicians of the *Intelligencer* stripe will follow suit whenever they make up their minds that the "boodle" lies in that direction.

MAD WAGGERY.

A Western Tory paper attacks Mr. McShane very fiercely, and the sin that is charged against him is bribery. The whole article must be very unpleasant reading for Sir John Macdonald in particular, and for the leading Tory managers generally. When it is remembered that Sir Charles Tupper, Mr. McLean and Sir John have all been unseated for corruption, and that Sir John narrowly escaped personal disqualification, these and others—probably Sir Adolphe Caron amongst them—will feel that the Hamilton *Spectator* is rushing upon ground which angels avoid. The Tory of intel-

ligence, and there are many such in the party, cannot avoid reflecting that no journal being a real friend of Sir John or Sir Charles would introduce the subject of bribery, when in its right mind. The Montreal *Gazette* found fault with Mr. McShane, apparently because his offence had been the donation of a trifling amount, for it wisely concluded that if the corrupt use of very large sums was condemned, it would probably receive a sharp and unpleasant reminder from Ottawa. To obtain \$320,000 for corrupt purposes by selling an act of Parliament, or to induce constituencies to return a Government supporter by promises of grants of public money, of course, escaped the *Gazette's* censure, and to make laws to enable monopolists to grow rich in return for handsome contributions of money even finds a defence in the elastic conscience of our nearest neighbour. It is the alleged gift of a few dollars to a poor man which excites its anger. The Hamilton *Spectator*, which oscillates between the workings of a moribund conscience and the determination to uphold every iniquity of the disbarred printer and pamphlet orders, naturally makes itself ridiculous when for a moment the remnants of its morality struggle for recognition; but at the same time it cannot fail to greatly annoy that combination at Ottawa whose existence as a ministry is due to bribery, and whose sole study is how to save themselves of corruption as to continue in power. When a friend of Sir John Macdonald condemns corruption he will be taken by the world as the would-be perpetrator of a joke, but Sir John Macdonald and a number of his friends will think it very poor joke indeed.

THE WINDSOR INCIDENT.

The election of an avowed annexationist—one who is said to have expressed himself willing to resort to force to bring about political union with the United States—in Windsor, Ont., on Monday, is significant of the extent to which Sir John Macdonald's methods of government and the execrable policy of the Customs department is driving Canadians to discuss and form undesirable opinions as to their political future. When annexation can be seriously made an issue in a municipal contest in an important trade centre like Windsor, and the more strongly avowed annexationist of the two can be elected, it shows that long continued misgovernment is having the effect of making the people discontented and dissatisfied, and furnishes a rather startling answer to the assertion made not long ago by somebody that an annexationist could not be elected to the office of constable in Canada. However, the event will not be an unmixed evil if it draws the attention of the people of Canada to the dangers which are threatening our political institutions and our national existence, in consequence of the baneful methods of government and the illogical restrictive trade policy to which we have been subjected for the past ten years, the evils of which are growing in intensity from year to year. Honest and loyal Conservatives, as well as Liberals, must surely see the dangers into which Canada is steadily drifting under the fatuous leadership of a stubborn and reckless old man.

ABOUT A WEEK AGO THE GAZETTE published the following:—

The pretence is, indeed, still kept up by some Canadian Liberal journals that the policy of unrestricted reciprocity does not involve the adoption of the United States tariff and its discrimination against England, but no one is deceived by the sham. Sir Richard Cartwright, who is best qualified to present the view of the advocates in this country of unrestricted reciprocity, admitted in his recent Ingersoll speech that a common tariff on the seaboard would have to be established. On Saturday we called that paper's attention to the above statement, and asked it to produce its authority for making it. It has not done so, but takes refuge in silence. The reason is plain: Sir Richard Cartwright did not make any such admission, nor any statement that could be construed into such an admission, in his Ingersoll speech. The *Gazette's* assertion is a wholesale fabrication, dictated by "political exigencies" and by a determination to misrepresent the policy of the Liberal party. And when its attention is drawn to the fabrication it has not the manliness either to retract or explain.

HALIFAX "HERALD."—"So that poor 'hopeless and helpless' Canada is not the only country that has suffered a decline in shipping the past few years. The fact is that 'hopeless and helpless' Canada, notwithstanding the temporary falling off in her shipping tonnage in recent years, still has more ocean-going shipping tonnage than the 60 nations people right at our doors" whose praises Grit orators and scribblers are forever singing. Now, will our protectionist contemporary note the fact that the decline of the ocean shipping industry of the United States has been going on steadily since the adoption of their protective tariff in 1861; and that the decline in Canada's shipping industry dates from the adoption of protection in 1870, every year from that time being marked by decline. Protection has killed the ocean shipping industry of the United States and is killing that of Canada. In the meantime the mercantile marine of free trade Great Britain is steadily augmenting from year to year, and is now equal to the combined tonnage of Sweden and Norway, Germany, the United States, France, Italy and Russia. How is that for the free trade country.

BETTER GO SLOWER.—At the Tory bun-fade the other night, the Minister of Marine and Fisheries is reported by the *Gazette* to have referred to the policy of the Liberals as a "ten-knot," as compared with Sir John's "twenty-one-knot" policy. No one will dispute the appropriateness of the comparison so far

as concerns the alarming increase they have made in the public debt, public expenditure and customs taxation. The rapidity with which they are increasing the burdens of the people and the financial responsibilities of the country, out of all proportion to its increase in population and the development of its trade, may well be compared to a "twenty-one knot" policy. In these respects a "ten-knot" policy would be a good deal safer for the ship of State and better for the pockets of the taxpayers.

SPEAKING OF THE BOARD OF TRADE banquet at Toronto, the *World* says:—
Minister of Finance Foster and his associates occasion for showing that with the growth and expansion of Canada's business, also of her facilities for handling it—the need of depending upon the States to do the business for her, grows less instead of greater as time rolls on.

Yes, Canada has been spending millions in building railways, improving her canals, perfecting her avenues of communication with the United States, and subsidizing steamship lines, all for the purpose of developing foreign trade, and yet Finance Minister Foster is member of a Government which has adopted and maintains a tariff policy, the design and effect of which is to obstruct and destroy foreign trade. Brilliant statesmanship!

WOULD LIKE TO KNOW.—Those Liberals who supported Mr. Lepine in the Montreal East election contest, because he was "the workingmen's candidate," would like to know what he has been doing in Joliette asking the people to vote for the man who represents the policy of high taxation so injurious to workingmen. Perhaps he was engaged in explaining to the farmers and workmen of that constituency how the higher they are taxed the more prosperous they will be.

SQUIBS.

"I can't understand the contraction 'Xmas,' for Christmas," remarked McSwilligen.
"That's very simple and likewise very x-pressive," replied Squibbles.
"It means that it takes a mass of X's to get through it satisfactorily."
"There my daughter," said the old man as he took a torn-looking check from his pocket-book, "there is my wedding present, a check for \$20.00. God bless you!"
"Oh thank you, papa, you are very kind and generous," exclaimed the check, "but isn't this the same check you gave sister Eliza when she was married?"

"What a seeming trifle may save a man's life, Bromley! I read here that a half dollar in a man's waistcoat pocket turned the bullet aside."
"Such a trifle would never save my life, Bromley," said the other.
"Why wouldn't it?"
"Because you might perforate me with bullets and it takes a mixture of hydrogen and oxygen."
"What did Noah live on when the flood had subsided and his provisions in the ark were exhausted?" asked a West End Sunday school teacher of her class last Sunday.
"I know," squeaked a little girl, after all the others had given it up.
"Well, what was it?" asked the teacher.
"Dry land," said the kid wisely, and the answer passed.

"Woman (to tramp).—"So you want a drink of some kind? I'll get you something else. I'll mix you a mixture of hydrogen and oxygen."
"Tramp (suspiciously).—What is it?"
"Woman (gratefully).—Oh! I generally drink plain old rum, but I suppose them fancy brands is good enough so long as they're gin."
"I can't imagine," remarked Mrs. Snuggs, after reading that the signal service stationed on the coast just before the last disastrous storm on the Atlantic coast, "I can't imagine how Mr. Greely can predict storms."
"I don't know," replied the other, "but I heard that he predicted the operation of the laws," explained her husband.

"Aren't you wind storms regulated by laws?"
"Certainly. Have you never heard of the blow laws?"
"Old lady (to grocer's boy).—Aren't those very small apples in that barrel?"
"Yes, ma'am, but down below they're great big fellows."
"Old lady (to her maid).—That very unusual to put the small fruit on top?"
"Boy—Yes, ma'am, but the boss has just bought a barrel to hang up on the wall. 'Honesty is the best policy,' and I heard him say that he'd try the new law on the apples just to see how it worked."

Anxious wife (telegraphing home from Eastern city).—Dear John, I see by the despatches from Chicago this morning that you were driven into some corner and that you are a slumped and squeezed. What kind of an animal is a slumped and squeezed short my visit? Are you much hurt?

Grain operator (answering)—DEAR MARY: Yes, badly used up. Tell you what a slump is when I see you. Come home and see me an emigrant train.

Auctioneer (at close of church festival).—Here we have another fine cake. How much, and I offered for it? Start it into lively. How much?
Mr. Grindstone.—One dollar.
Mrs. Grindstone (whispering to the auctioneer).—That's good of you, Jonas. I made that cake long ago.

Auctioneer.—One dollar—dollar—dollar—going at a dollar—do I hear the—
Mr. Grindstone (doubtfully).—I didn't say a dollar. I said one dime.

"Any news in the paper this morning, Samantha?" enquired Mr. Chugwater, as he came down to breakfast.
"Not much," replied Samantha. "Seems to be hardly any—yes, here is a 'Strange Story' from the *Morning Herald* will be sure to learn that this gift prima donna."

"before you become too deeply interested in that item of news, permit me to remind you that we don't need any toilet soap. There are seven kinds in the house already."

WHAT OTHERS SAY.

KNOWS HE'S DOING WRONG.
Professor Foster does not uphold protection in Parliament through ignorance. He knows better. He sees the right and still the wrong pursues.—*Hamilton Times*.

THE PEOPLE MUST SPEAK.
How can the great interests of Canada expect to obtain the boon of reciprocity before they declare again for the principle and commit to trade extensionists, instead of trade restrictionists, the duty of the task of managing its business?—*Toronto Globe*.

ALWAYS HAD SOME DOUBTS ABOUT IT.
We never did take stock in the reported conversion of the Tory Chieftain. The leopard cannot change his spots. Every year's experience as a Canadian politician is not calculated to beget deep piety, and Sir John's associations have always been decidedly worldly.—*Belle-*

voting or being a candidate for seven years. Such a law might accomplish good results in the country, and would be a distinct gain to all honest and patriotic candidates as well.—*St. John Telegraph*.

DOING SOME THINKING.
Mr. John Wilnot, brother of the late H. Wilnot, M.P., is not satisfied with the present tariff, and he said at the Farmers' Institute that his staunchness as a Conservative depended upon the legislation of the Dominion House in the interest of the farmer. In this he is but speaking the mind of a host of farmers throughout the country.—*Windsor Mercury*.

CALLS SIR JOHN.
In his speech at the Toronto board of trade banquet Sir John Macdonald took occasion to refer in contemptuous terms to those who have the annexation of Canada to the United States. The premier seems to have lost all regard for the feelings of his colleague Mr. Abbott and for those of his faithful lieutenant Mr. Sol. White.—*Ottawa Free Press*.

LACKS THE ESSENTIAL ELEMENT.
We read in the *Belleville Intelligencer* that the people of the United States "have just declared in the most unmistakable terms their fixed resolution to admit of no reduction in their customs duties." We do not want to believe that the *Intelligencer* is ignorant of what is known to every reader of current history, that the Democrats carried the country on the popular vote. Nor do we understand why it should make a deliberate misstatement that must be known to be such by all of its informed readers. Perhaps it can tell the reason.—*London Advertiser*.

"THEY COVER UP THEIR TRACKS."
The Tory press is rejoicing over the disqualification of Mr. McShane, a Montreal Liberal, for bribery in connection with the Laurier election. While not defending Mr. McShane it is worthy of notice that what he did was done out of the generosity of his big Irish heart, and that he was guilty of indiscretion rather than of willful violation of the law. He was in fact guilty of the sin of being fond of his office. His offence was not half so bad as that committed time and again by ministers of the Crown at Ottawa. The only difference is that they cover up their tracks.—*Brookville Recorder*.

DIED.
MAGNAZ.—At 72 McGill College Avenue, on the 8th January, William, second son of George Macrae, Q.C., died.
Funeral from his father's residence, 72 McGill College Avenue, on Thursday, 10th instant, at half-past two o'clock.

The Advertising Department of "The Herald," under the charge of Mr. Joseph Mitchell.

NEW ADVERTISEMENTS.

SECURE
YOUR NUMBER IN
Special Fund No. 3
TO-DAY.
L. A. P. BARTHE,
Montreal.

1,000 SUBSCRIBERS

To Special Fund No. 3 will secure one of the following prizes for \$10, in addition to other privileges:—

Prizes.	Total.
1st.—\$1,000 in cash, and 5 Insurance Bonds of \$100 each.	\$1500
2nd.—\$750 in cash, and 4 Insurance Bonds of \$100 each.	1150
3rd.—\$500 in cash, and 3 Insurance Bonds of \$100 each.	900
4th.—\$300 in cash, and 2 Insurance Bonds of \$100 each.	700
5th.—\$150 in cash, and 1 Insurance Bond of \$100.	550
6th.—\$100 in cash, and 1 Insurance Bond of \$75.	440
7th.—\$75 in cash, and 1 Insurance Bond of \$50.	375
8th.—\$50 in cash, and 1 Insurance Bond of \$25.	300
9th.—\$25 in cash, and 1 Insurance Bond of \$10.	275
10th.—\$10 in cash, and 1 Insurance Bond of \$5.	250
11th.—\$5 in cash, and 1 Insurance Bond of \$2.50.	200
12th.—\$2.50 in cash, and 1 Insurance Bond of \$1.25.	175
13th.—\$1.25 in cash, and 1 Insurance Bond of \$0.625.	150
14th.—\$0.625 in cash, and 1 Insurance Bond of \$0.3125.	100
15th.—\$0.3125 in cash, and 1 Insurance Bond of \$0.15625.	100
16th.—\$0.15625 in cash, and 1 Insurance Bond of \$0.078125.	100
17th.—\$0.078125 in cash, and 1 Insurance Bond of \$0.0390625.	100
18th.—\$0.0390625 in cash, and 1 Insurance Bond of \$0.01953125.	100
19th.—\$0.01953125 in cash, and 1 Insurance Bond of \$0.009765625.	100
20th.—\$0.009765625 in cash, and 1 Insurance Bond of \$0.0048828125.	100
25 Prizes of \$15 each, and in addition an Insurance Bond of \$6.	625
60 Prizes of \$15 each.	900
75 Prizes of \$14 each.	1050
30 Prizes of \$12 each.	360
100 Prizes, each for an Insurance Bond of \$15.	1500
200 Prizes, each for an Insurance Bond of \$10.	2000
200 Prizes, each for an Insurance Bond of \$5.	2400
200 Prizes, each for an Insurance Bond of \$10.	3000

One Thousand Prizes, Amounting to... \$20,000 (10 per cent. deducted from cash prizes.)

The drawing will take place at the

Victoria Rifles Armory
On SATURDAY, the 6th April,
At EIGHT p.m., sharp.

2,000 Subscribers at \$10.

VALUE OFFERED TO ALL!!

Subscription Books will close on 1st of March. All intending subscribers should secure numbers AT ONCE.

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Piccadilly Turkish
Cross Cut Cigarettes.

NEW ADVERTISEMENTS.

TO BE LET.

Wholesale Warehouse.

The store, 232 McGill Street, now occupied by McLachlan Bros & Co.
Apply to
G. W. STEPHENS,
18 St. Alexis Street.

OUR BOTTLING

CLARET WINES

MARCAUX, \$3.50 per doz.

IN QUARTS.

'CLUB' CLARET! 'CLUB' CLARET!

Our Bottling of

JOHNSTON'S FAMOUS WINE!

\$5.75 per dozen Quarts.

\$3.50 per dozen Pints.

FRASER, VIGER & CO.

Extra Selected Mess Mackerel!

IN 10-LB. KITS.

Lochfyne Herrings in firkins.

Lochfyne Herrings in half-firkins.

FRASER, VIGER & CO.

TABLE DELICACIES

FROM THE

GARDENS of the GENESEE.

(New York State.)

"Fruit like that which grew in Paradise, the bait of Eve used by the tempter."

TABLE DELICACIES

packed by the Curtice Brothers' Preserving Co., Rochester, N.Y., and are most complete canned goods packing establishment in the world.

The Choicest Products of Garden and Orchard.

VEGETABLES IN TINS!

Ask for the CURTICE BRAND.

Extra Peaches (solid cream) in 2 lb. tins.

Extra Strawberries, in 2 lb. tins.

Black Raspberries (Framan's), in 2 lb. tins.

Black Raspberries (Doolittle's), in 2 lb. tins.

Shredded Pineapple, in 2 lb. tins.

Fried Pineapple, in 2 lb. tins.

White Cherries (Oxheart's), in 2 lb. tins.

White Cherries (Oxheart's), in 2 lb. tins.

Bartlett Pears, in 3 lb. tins.

Bartlett Pears, in 3 lb. tins.

FRASER, VIGER & CO.

Preserved Fruits

IN GLASS.

Ask for the CURTICE BRAND.

White Cherries in 1 gallon glass pails, etc.

FRASER, VIGER & CO.

TABLE FRUITS IN GLASS JARS

(Nickel Screw Top)

White Cherries (Oxheart's) in quart glass jars.

White Cherries (Oxheart's) in 1 pint glass jars.

Pine Apple (Shredded) in 1 pint glass jars.

Pine Apple (Framan's) in 1 pint glass jars.

Black Raspberries (Doolittle's) in 1 pint glass jars.

Black Raspberries (Doolittle's) in 1 pint glass jars.

FRASER, VIGER & CO.

TOMATOES IN GLASS JARS.

Curtice Tomatoes (whole) in quart glass jars.

FRASER, VIGER & CO.

Providence (Rhode Island)

IN GLASS JARS.

Perry's Fresh Seckel Pears, in quart glass jars.

Perry's Fresh Bartlett Pears, in quart glass jars.

Perry's Fresh Bartlett Pears, in 1 gallon glass jars.

Perry's Fresh Peaches, in quart glass jars.

Perry's Fresh Pineapple, in 1 pint glass jars.

Perry's Split Tomatoes, in quart glass jars.

Perry's Green Corn, in pint glass jars.

Perry's Asparagus, in 1 pint glass jars.

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CALIFORNIA FRUITS IN GLASS!

From the Golden Gate State.

AMUSEMENTS.

ACADEMY OF MUSIC

HENRY THOMAS, Lessee and Manager.

Every Night This Week. Matinee Saturday Only.

STETSON OPERA CO., under the management of MR. NAT. ROTH, in a sumptuous revival of Gilbert and Sullivan's popular Operas.

Wednesday and Thursday.

NOTICE TO CIGARETTE SMOKERS!

We have just placed on the Market our

High-Class Cigarettes

PICCADILLY TURKISH Cross Cut!

"THE ELITE" Scroll Cut!

Our production is one half the consumption of Cigarettes in the Dominion.

D. RTCHIE & CO.

DALHOUSIE STREET, MONTREAL.

LOCAL NEWS.

Good CANTON FLANNEL reduced to 7 cents a yard at S. Carley's for the annual sale.

Mr. PRUDENT BEAUDRY, of Los Angeles, as subscribed \$1,000 towards the erection of the proposed national monument at this city.

The Allan Mail steamship Nova Scotia from Liverpool for Baltimore via St. John's, N.F. and Halifax, arrived at Halifax at 12:40 p.m. on Tuesday.

CIGARS.—The most complete stock of cigars in this city can be found at M. Monette's, Corner St. Sulpice and Notre Dame Streets.

The writs for the coming election in Montreal Centre and Laprairie were issued yesterday, fixing nomination for the 17th inst. and polling day for the 24th.

CANON W. H. Cooper will deliver a lecture this evening in the chapel of Holy Trinity Church at 8 p.m. Subject:—"Mission work on the C.P.R. in British Columbia."

COUNCILOR R. BOURDON of Longueuil has been asked and has accepted the nomination for another term. The election will take place on the first Monday of February.

GEORGE PRICE and John Lynch were arrested last evening by Sub-Constables Flynn and Bataillon, on a charge of loitering on Pine Avenue, and were locked up at No. 5 station.

MR. J. R. SAVIGNAC has decided to oppose Ald. Laurent in the coming municipal contest in St. Louis ward. He says that Ald. Laurent has not given satisfaction to the majority of his electors.

COMMENCING this morning the 9 a.m. train for St. Lambert and Longueuil will leave Montreal at 8:05 a.m. Returning it will leave Longueuil at 8:40, and St. Lambert at 8:50, arriving here at 9:10 a.m.

The firemen from No. 12 station had a still alarm last evening for a fire in the grocery store of Mr. H. Girouard, No. 355 Feigners street. The jet of a good stream subdued the fire after about \$200 damages had been done.

The Atlantic and Northwestern Railway Company will petition the Parliament of Canada at its next session for an act extending the time limited for the completion of its railway.

In the case of Ald. Grenier's election to the civic chair, it is reported in City Hall circles that Ald. D. Rolland will, in all probability, succeed Ald. Grenier as Chairman of the Finance Committee.

BEST OPPORTUNITY ever offered. S. Carley has decided to clear several lines of handsome mantles at less than half price.

J. P. BENSON, charged with stealing some valuable oil paintings, the property of Messrs. Hicks & Co., pleaded guilty yesterday in the Court of Special Sessions and will be sentenced on Tuesday next.

THE MAYORALTY.—We understand that a citizens' meeting will be held at the City Hall on Thursday next, the 10th inst., at 3 o'clock, to consider the question of filling the coming vacancy in the mayoralty.

IN THIS INCLEMENT WEATHER is the time to drink St. Leon Water. A sure preventive to rheumatism. Head Office, 54 Victoria Square.

THE Agricultural Society for the County of Chambly have elected the following directors for the ensuing year: Messrs. P. E. Ste. Marie, F. Charron, J. Chagnon, T. Bachand, D. Pariseau, T. Aubertin, J. David, L. Huberdeau and A. Dubois.

MESSRS. CHARLES D. PROCTOR, Joseph Simard and Leandre Belanger, were yesterday sworn before Prothonotary Longpre as commissioners in expropriation for the widening of St. Lawrence street. They at once commenced work.

Now is THE TIME to secure bargains in white and grey cottons, at quantities reduced at S. Carley's for the annual January sale.

The treasurer of the Protestant House of Industry and Refuge acknowledges, with thanks, a donation of \$25. The superintendent also acknowledges, with thanks, 25 bags turnip from Robert Benny, Esq.; and the Board of Out Door Relief a donation of \$13 from a friend.

A CAVE in occurred yesterday at Frenetville in the parish of Berthier, where by a splendid dwelling house erected on the farm of Mrs. Savignac, near the river was carried away. A horse and a cow that were in an adjoining stable were killed outright. The total damages are estimated at \$2,500.

SAVE 25 per cent by buying your clothes at Aders', 47 Beaver Hall Hill. The

Piccadilly Turkish Cross Cut Cigarettes.

cheapest house in the city for gent's clothing. Perfect fit guaranteed.

A YOUNG LADY, fashionably dressed, was arrested yesterday afternoon on a warrant by High Constable Bissonnette, charged with stealing a small sum of money. The accused on being brought before Police Magistrate Desnoyers, said that she would explain everything when her case came up for hearing. In the meantime bail was accepted.

How BEAUTIFUL—Jelly of Cucumber and Roses makes my hands soft and my complexion clear and transparent. Druggists keep it, Wm. A. Dyer & Co., Montreal.

The alleged Harry "Dawson," who was captured by Mr. C. M. McCook, in connection with the attempted highway robbery on St. Elizabeth street, turns out to be a notorious character named Coleman. The case has been postponed one week owing to the consequent illness of Mr. Gagne, who was so murderously assaulted at the time, and who has had a relapse.

The business transacted at the Bankers' Clearing House yesterday was somewhat in excess of the opening day—which amounted to about one million and three quarters. As all these entertainments are under the direction of Mr. S. Myers and Mr. Abe Michaels, the ball may safely be counted upon as being a success. Among the visitors at last night's social

A LEVEQUE, A. Garand and N. Nantais, the three young men who were accused of having broken into Mr. J. Roy's dwelling house on Maple street, were brought before Police Magistrate Desnoyers yesterday afternoon and pleaded guilty to the charges preferred against them. They were fully committed to stand their trial before the Court of Queen's Bench.

It is understood that while Mr. J. F. Rivier, secretary to the Gas Company, is in England he will arrange for the purchase of new and improved machinery, and also secure the services of a competent gas engineer. The latest tests go to show that there was only twenty-three per cent of sulphur in the gas, and that since the recent trouble it has been considerably improved.

ALD. McBride wants to have another fire station in the West Ward, and to further his purpose is circulating a petition amongst the ratepayers which is being numerously signed. He proposes to utilize the ground occupied by the old pumping stations on Commissioner and Foundling streets. Ald. Stevenson, the Chairman of the Fire Committee, is in favour of the scheme, and it is hoped it will be realized.

THE Corporation of the Village of Cote St. Antoine have resolved to obtain the necessary power from the Legislature for amendments to the acts governing said village, and to provide for privilege of assessing all properties in the village for drainage and sewerage; also to detach from the town of Ste. Cenevonde and attach to said village certain territory known as part of cadastral lot No. 386, parish of Montreal, formerly part of the village.

ST. PATRICK'S COURT Catholic order of Foresters, the organization of which has already been mentioned elected the following officers: J. Davis, chief ranger; M. Rashford, vice do; Hy. Thompson, recording secretary; J. O'Keefe, financial secretary; W. Quinn, treasurer; Dr. Guerin, medical examiner; J. Doonan, P. Pegman and F. Cassidy, trustees; F. Sheridan, senior conductor; P. Polan, junior conductor; L. O'Connor, inside sentinel and T. Carroll outside ditto.

It was rumoured around town yesterday that special agents Wolfe and Grose, of the Customs Department, had gone to Toronto to look after some firm or firms in that city who have not been paying Customs duties on the square. On enquiry at the Customs House the only fact elicited was that they had come there with a view of "assuiling the methods" of the Department of Customs. A report said to be well founded, says it is in connection with a large consignment of hardware brought in under value.

MR. W. W. JOHNSON, local manager for Messrs. Dun, Wiman and Company has just issued his annual report of failures throughout the Dominion. The statistics given show that during the past year no fewer than 1877 failures have occurred distributed over the Dominion and Newfoundland aggregating in liabilities \$14,081,169. Of these 915 occurred in Ontario, with liabilities amounting to \$6,704,343; 482 in Quebec, liabilities \$4,465,324; 65 in Nova Scotia, liabilities \$741,601; 136 in Prince Edward Island, liabilities \$148,

678; 19 in British Columbia, liabilities \$128,803; 52 in Manitoba, liabilities \$478,945; and 10 in Newfoundland, liabilities \$106,382.

The City Council will hold its monthly meeting on January 14th, when Aldermen Tansey and Girard will draw lots to see who is to retire in St. Gabriel ward. The assessors have also to be appointed for the current year and sworn in. It is understood that the whole board (Messrs. Morin, Dillon, Grove, Thomas Muir and Hamilton), who have discharged their duties honorably and satisfactorily in the past, will be again appointed. The appointment of returning officers to preside at the coming municipal elections will also be attended to.

The Montmorency Club's social, held in Messrs. Hall & Scott's rooms last evening, was largely attended by the members, who were accompanied by lady friends. The evening was spent very pleasantly with dancing, refreshments, etc. Mr. Joe Misell gave an excellent recitation during the evening. The wants of the inner man were satisfactorily attended to under the supervision of the Misses Goldstein. The club intend giving a fancy dress ball during the month of March. As all these entertainments are under the direction of Mr. S. Myers and Mr. Abe Michaels, the ball may safely be counted upon as being a success. Among the visitors at last night's social

here Mr. and Miss Morris, of Toronto, and Mr. Lawrence Miller, of New York.

SPORTING INTELLIGENCE.

Snowshoeing.

THE WEEKLY TRAMPS.

A large number of the St. George's Snowshoe Club journeyed by road to their club house, on the Mountain side, last evening, where a most enjoyable evening was spent in the usual snowshoe style, the musical portion of which was especially good, due in a great measure to the "Troubadours" Society, composed of members belonging to the club.

L. F. F.

Between fifty and sixty members of the Montreal Field Battery Snowshoe Club went by road to Donoghue's last evening. The usual programme of songs, music, and dancing was gone through, the principal contributors to the evening's fun being Messrs. Hall, McWood, Porteus, Hayes, and Walker. It was decided to hold their first ladies' night on January 29th.

The Crescent Snowshoe Club will, this evening, have a tramp to Donoghue's (weather permitting). The committee have also completed the necessary arrangements for an "At Home" on the evening of the 30th inst., which promises to be one of the events of the present season.

NEGLECTED COLD IN THE HEAD IS DANGEROUS.

James Smart, Esq., Sheriff of the united counties of Leeds and Grenville, says:—"It would be impossible to speak too extravagantly of the wonderful curative properties of NASAL BALM. I suffered for upwards of a month from a severe cold in the head, which, despite the use of other remedies, was becoming worse and developing into catarrh. I procured a bottle of NASAL BALM and was relieved from the first application, and thoroughly cured within twenty-four hours. I cheerfully add my testimony to the value of NASAL BALM."

Capt. J. P. R. and R. W. and O. R. Car Ferry Prescott, Ont., and Ogdensburg, N. Y., say:—"I used NASAL BALM for a prolonged case of cold in the head. Two applications effected a complete and thorough cure in less than twenty-four hours. I would not take \$100 for my bottle of NASAL BALM if it could not replace it."

Ensign Waterman, of the Imperial Oil Co., Petrolia, Ont., says:—"NASAL BALM gave me the most perfect satisfaction of any medicine I ever used for cold in the head. I found it easy to use, quick in giving relief and effected a complete cure in a few hours."

similar only in name and appearance; they are dangerous. Ask for NASAL BALM and take nothing else."

If you cannot obtain NASAL BALM from your dealer it will be sent post paid on receipt of price 50 cents and \$1—by addressing

28 Send for our pamphlet "GEMS OF WISDOM."

BEWARE OF IMITATIONS.

SOLE AGENTS FOR

WM. MUIR & SON, 136 St. Peter Street

THOS. ROBERTSON & CO.

IRON, STEEL AND METAL MERCHANTS.

Railway Supplies, Plumbers' and Steamfitters' Supplies.

SOLE AGENTS FOR

"COLTNESS," "DALMELLINGTON," "GARTSHERRIE," "EGLINTON," and "LOXLEIGH HEMATTIE," "ST. PATRICK'S" Sanitary appliances.

COLD IN THE HEAD is one of the most annoying, and, at the same time, most insidious and dangerous diseases with which the people of this latitude have to contend during the spring and summer months. Rapid changes of temperature, and damp, sloppy weather are the fruitful sources of Cold in the Head, and there are few who have not felt its disagreeable effects. DO NOT NEGLECT A COLD IN THE HEAD, as it invariably leads to Catarrh—often to Consumption. NASAL BALM is a sure and speedy cure for Cold in the Head, and never fails to give almost instant relief. We offer the following testimony from well-known people to substantiate our claims:—

D. Derbyshire, President of the Ontario Creamery Association says:—"NASAL BALM is a boon to all suffering from cold in the head. In my own case it effected relief from the first application."

P. H. Munroe, Ferry Sound says:—"NASAL BALM has no equal as a remedy for catarrh and cold in the head. It is both speedy and effective in its results."

D. A. Breckenridge, General Agent Canada Life for Eastern Ontario, says:—"I have used NASAL BALM for cold in the head with the most satisfactory results. It is all I claim for it, and its merits cannot be too widely known."

Mr. G. T. Gorrell, Mail Clerk on C. P. R., says:—"NASAL BALM is a boon to all suffering from cold in the head. It gives relief rapidly and never fails to effect a cure."

J. McKee, Chemist, Peterboro, says:—"NASAL BALM gives the most general satisfaction to consumers of any preparation I ever handled. My sales were large and the reports from those who use it, fully substantiate your claims for the medicine as an unequalled remedy for catarrh and cold in the head."

similar only in name and appearance; they are dangerous. Ask for NASAL BALM and take nothing else."

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IRON, STEEL AND METAL MERCHANTS.

HENRY CHAPMAN & CO., MONTREAL.

AGENTS IN THE DOMINION FOR

PETER DOMECCO, - - - Xeres de la Frontera, - SHERRIES I
T. C. SANDEMAN & SONS, - Oporto, - - - PORTS
CASTLES & CO., - - - Tarragona, - - - RED WINES
C. H. MUMM & CO., - - - Reims, - - - CHAMPAGNES
LOUIS DUVAL, - - - Marne-et-Loire, - CHAMPAGNES
J. CALVET & CO., - - - Bordeaux, - CLARETS & SAUTERNES
JOSEPH CUZOL & FILS & CIE., - - - Bordeaux, - CLARETS
COSSART, CORDON & CO., - - - Madeira, - - - MADEIRAS
PINET, CASTILLON & CO., - - - Cognac, - - - BRANDIES
LUCAS FRERES & CO., - - - Cognac, - - - BRANDIES
W. HAY FAIRMAN & CO., - - - Glasgow, - - - WHISKIES
DUNVILLE & CO., - - - Belfast, - - - WHISKIES
JOHN JAMESON & SON, - - - Dublin, - - - WHISKIES
BACOTS, HUTTON & CO., - - - Dublin, - - - WHISKIES
A. C. A. NOLET, - - - Schiedam, - - - CINS
H. C. KEWNEY & CO., - - - Liverpool, - OLD LONDON DUCK RUM, in Case
D. J. THOMPSON & CO., - - - Leith, - - - GINGER WINE, OLD TOM, &c.
ROBERT PORTER & CO., London, - Export Bottlers of Bass & Co.'s ALE
MACHEN & CO., Liverpool, Export Bottlers Guinness & Sons' Foreign STOUT
THE APOLLINARIS CO. (Limited), London, - Natural MINERAL WATERS
N.B.—Orders solicited for Direct Importation.

Jan. 3 35,791 3

McINTYRE, SON & CO. DRY GOODS IMPORTERS,

SOLE AGENTS IN CANADA FOR

Ferd. Rouillon KID GLOVES, Grenoble.
Erskine, Beveridge, & Co.'s LINENS, Dunfermline.

LEA & PERRINS' SAUCE

In consequence of Imitations of THE WORCESTERSHIRE SAUCE which are calculated to deceive the Public, Lea and Perrins have to request that Purchasers see that the Label on every bottle bears their Signature thus—

without which no bottle of the original WORCESTERSHIRE SAUCE is genuine.

Ask for LEA and PERRINS' Sauce, and see Name on Wrapper, Label, Bottle and Stopper. Wholesale and for Export by the Proprietors, Worcester; Grocers and Blackwell, London, &c., &c.; and by Grocers and Oilmen throughout the World.

Ask for LEA and PERRINS' Sauce, and see Name on Wrapper, Label, Bottle and Stopper. Wholesale and for Export by the Proprietors, Worcester; Grocers and Blackwell, London, &c., &c.; and by Grocers and Oilmen throughout the World.

LIEBIG COMPANY'S EXTRACT OF MEAT.

FINEST AND CHEAPEST MEAT FLAVOURING STOCK FOR SOUPS, MADE DISHES & SAUCES.

Cookery Books post free on application.

* Ask for the COMPANY'S Extract, and see that it bears Baron Liebig's Signature in Blue Ink across the Label.

To be had of all Storekeepers, Grocers and Chemists.

Sole Agents for Canada and the United States (wholesale only) C. David & Co., 9, Fenchurch Avenue, London, England.

HEALTH FOR ALL.

Holloway's Pills and Ointment.

Purify the Blood, correct all Disorders of the LIVER, STOMACH, KIDNEYS AND BOWELS.

They invigorate and restore to health Debilitated Constitutions, and are invaluable in all Complaints incidental to Females of all ages. For children and the aged they are priceless.

THE OINTMENT

Is an infallible remedy for Bad Legs, Bad Breasts, Old Wounds, Sores and Ulcers, and is famous for Gout and Rheumatism. For disorders of the Chest it has no equal.

For Sore Throats, Bronchitis, Coughs, Colds, glandular Swellings, and all Skin Diseases it has no rival, and for contracted and stiff joints it acts like a charm.

Manufactured only at Thomas HOLLOWAY'S Establishment, 8 OXFORD STREET (late 533 OXFORD STREET), LONDON, and are sold at 1s. 1d., 2s. 9d., 4s. 6d., 11s. 22s., and 39s. each Box or Pot, and may be had of all Medicine Vendors throughout the World.

Purchasers should look to the Label on the Pots and Boxes. If the address is 533 Oxford Street, London, they are spurious.

NEW ADVERTISEMENTS.

OFFICES TO LET

—IN THE—

IMPERIAL BUILDING,

Place d'Armes Square.

EVERY MODERN CONVENIENCE.

TWO first class ELEVATORS. Cars of Iron, brick and marble. FLOORS cemented and FIRE-PROOF. Ceilings wire lathed. SIX Large Brick VAULTS on each floor. AN ELECTRIC WATCH with three stations on each floor. STEAM HEAT, some rooms with open fire-places as well. GAS and ELECTRIC LIGHT FIXTURES put in by the company. Private wash bowls when desired. LAVATOIRES on each floor. ALL JANUATOR WORK done by the company. FLOORING of the best and good ventilation provided. No sewer gas, no bad odors from the janitor. No objectionable features. Good air, good light, good views and first class surroundings.

Rents no Higher than the Old Style

OF OFFICE.

Call and see plans and secure rooms at

IMPERIAL FIRE OFFICE.

Number 6 Hospital street.

W. H. BENTON, E. D. LACY.

Dec. 1st 1888. 2m w.a. 289

Montreal Rolling Mills Co.

ANNUAL MEETING.

THE TWENTY-SECOND ANNUAL GENERAL MEETING of the Shareholders of the Montreal Rolling Mill Company, will be held at the Company's office, Room 21, Mechanic's Institute, St. James Street, on WEDNESDAY, 30th January, 1889,

At ONE o'clock p.m.,

for the purpose of receiving from the Directors their report of the business of the past year, for the election of Directors for the ensuing year, and for other business.

HARRISON WATSON, Secretary.

Jan. 8th, 15,22,29,30 7

THE Montreal Telegraph Co.

—IN THE—

The Annual General Meeting of the Shareholders of the Montreal Telegraph Company for the Election of Directors and the transaction of other business, will be held on

THURSDAY, January 10th, 1889, at the Board Room of the Company, at ONE p.m.

The Transfer Book will be closed from the 31st instant until the 10th proximo, both days inclusive.

By order,

D. ROSS-ROSS, Secretary-Treasurer.

Montreal, December 26th, 1888. 311

"SANITAS" Medicated Toilet Paper!

A perfect Disinfecting and Deodorizing Paper.

250 sheets in a neat box to hang up.

PRICE . . . 40 Cents

Send for a sample.

Morton, Phillips & Bulmer, Stationers, Blank Book Makers and Printers,

1755 & 1757 Notre Dame St., MONTREAL.

7

COLONY OF NEW FOUNDLAND.

To Railway Contractors.

THE GOVERNMENT OF NEW FOUNDLAND invite tenders for the construction and operation of a line of railway in the Colony of 250 miles in length, such tenders addressed to the Colonial Secretary, St. John's, New Foundland will be received up to the 18th March, 1889.

Full particulars and other information as to conditions of proposed contract can be obtained on application to Messrs. O'Connor & Hoeg, Barristers, Ottawa, Ontario.

Jan. 5 1m 5

Canadian Pacific Railway Co.,

DIVIDEND NOTICE.

The half-yearly dividend upon the Capital Stock of this Company, at the rate of three per cent per annum, secured under agreement with the Government of the Dominion of Canada, will be paid on FEBRUARY, 15th NEXT (the 15th of February), to Stockholders of record on that date.

WARRANTS for this dividend payable at the Agency of the Bank of Montreal, 100 Wall Street, New York, will be delivered, on and after February 15th, at that Agency, to Stockholders who are registered on the Montreal or New York Registers.

WARRANTS of European Shareholders, who are on the London Register, will be payable in Sterling at the rate of four shillings and one penny halfpenny (4s. 1 1/2 p.) per £100 less Income Tax, at the Bank of Montreal, 22 Abchurch Lane, London, and will be delivered on or about the 15th date of the said less Income Tax, at the Bank of Montreal, London.

The Transfer Books of the Company will be closed in London at three o'clock p.m. on Saturday, January 12th, and in Montreal and New York at the same hour on Saturday, January 26th, and will be re-opened at ten o'clock a.m. on Tuesday, the 15th February next.

By order of the Board,

CHARLES DRINKWATER, Secretary.

Office of the Secretary, 7

Montreal, January 3rd 1889. 3,17,31,31,41 2

NOTICE

Is hereby given that the Municipal Council of the parish of Pointe aux Trembles, County of Hochelaga, in the City of Montreal, of the Province of Quebec, at its next session to obtain an Act authorizing it to levy on a ward situated in the Village of the said parish certain rates of wharfage during the space of not more than 25 years on the following articles and others which are not foreseen in the petition that the said Council intends to present to the three branches of the Legislature, to wit:—

1. For each cord of wood according to the English or to the Village of the said parish, to wit:—

2. For each ton of coal indistinctly either of 2000 lbs. or 2200 lbs. . . . 67 cts.

3. For each hundred feet of lumber wood or timber wood and any other than fire wood, and to the pro rata. . . 10 "

THE NEW SALESMAN.

H. Jay Green's Account of a Sale That

Will Never Stop to His House.

"Will you please give me a sheet of

your writing paper? I am one sheet

short."

The speaker was a tall well-dressed

man, with closely trimmed side-whiskers

and a pleasant expression on his coun-

tenance. We were in the writing room

of a leading New York hotel, and I was

at a desk immediately adjoining the

speaker. I gave him two sheets of paper

with a "certainly sir," remark calculated

to put the inquirer at his ease. I then

continued my writing and the transac-

tion passed from my mind. I had been

canvassing the New York trade and my

success had not been the kind I knew

my house desired. I had succeeded in

getting very tired, and in running up a

good expense bill, but I had failed in

getting many orders. I was busily en-

gaged in telling my house why this state

of affairs existed, and why no man could

come nearer getting an order, and

then slip up, than I could, when my

neighbour asked me for the

paper. I was in no frame of mind to

continue the conversation, as I finished

my letter to the house and went to the

office to mail it. While negotiating with

the clerk for postage stamps, the gentle-

man who borrowed the paper of me, also

applied for a stamp. He recognized me

with a nod, which I returned. As we

were depositing our letters together in

the box he remarked that it was a pleas-

ant evening, to which I agreed.

"Are you a stranger in the city?" he

asked.

"I am a stranger in the city, residing in

Maine and travelling from Minnesota," I

answered.

"Well, you are somewhat scattered

around for a young fellow, aren't you?

Are you selling goods for Minnesota?"

he asked.

"Yes, sir; I am selling flour for a Min-

nesota mill. May I ask what is your

line?"

An amused expression came over his

face as he answered:—

"I can hardly be said to have any

line just at present, although I hope to

be in business for myself before many

days. Permit me to hand you my card.

Joseph J. Hawkins at your service, sir.

Have you any engagement for this even-

ing, Mr. —?"

"Green, sir, H. J. Green. Here is my

card. No; I haven't any engagement, but

I do not care to go away from the hotel,

as I am very busy here."

"That will suit me exactly," replied

Mr. Green, "I am also very tired. You see I've

been running about the city selecting my

goods, and with the attendant worry, I

find myself completely fatigued. What

kind of flour are you selling?"

"We manufacture the grade spring

wheat flour, suitable for family and

bakers' trade," I replied.

"Why, that is right in my line," said

Mr. Hawkins. "Let us go and sit down

and talk this thing over." Upon being

comfortably seated, he continued:—

"You see, Mr. Green, I've been kind

of a wanderer for a number of years, and

now I have determined to settle down

and go into business. My father gave

me a good education and, being a man of

large means, he indulged my passion for

travelling. I have been around the world

and seen so much that nothing seems

new to me. The old gentleman died a

few months ago and left me a very con-

siderable sum, so much, in fact, that the

income would be sufficient for my

wandering habits. But I've just made

up my mind that I've got to do some-

thing, or pass through the world a no-

body. So I have concluded to go into

the wholesale grocery business in Beebe-

ville, Pennsylvania. Ever been there?"

"No, I have never travelled Pennsylv-

ania at all. Where is Beebeville?" I

asked. "It is on the Lehigh Valley, a

few miles from Scranton, right in the

heart of the anthracite coal regions, and

I anticipate a very large business in flour

and other staples from the miners," he

replied.

"Ah, indeed?" I remarked as the idea

of selling Mr. Hawkins a nice bill of

flour flashed into my mind.

"Yes, and then look at those country

stores within twenty miles of me," he

continued. "I don't see any reason in

the world why I shouldn't sell two hun-

dred thousand dollars worth of staples a

year. And then, I've got the best flour

in the country going to with me. It's

been right there in the grocery busi-

ness all his life; knows all the trade and

can command lots of business. I am

letting him put in his experience against

my capital, and we are both going to

take off our coats and make the busi-

anything in your neighbourhood, and

for a standing order, I will make the price

below what you can get Pillsbury's for;

but I won't promise to continue it, be-

cause we never take a back seat for

any one."

"That sounds fair enough," said Mr.

Hawkins. "How much are you asking

for your flour delivered at my place?"

"I don't know just where Beebeville is,

but I don't think the freight will be any

more than it would to Philadelphia, and

our price there is five dollars per barrel.

I will sell you two cars, delivered, at five

dollars, sight draft attached to bill of

lading, and give you the agency of your

town," I replied.

"That's all right," replied Mr. H., "but

that freight business? I don't see why

you want us to pay the same rate of

freight as we were in Philadelphia. Don't

think that is fair. Tell you what

I'll do: I'll give you four dollars and

ninety cents for two cars delivered, and

that is every cent I'll pay."

I had overcharged him thirty-five cents

on the flour when I quoted five dollars,

so I concluded I could drop the ten cents

a barrel easily enough and then have a

rattling good sale. I admired the busi-

ness man who went about things too, and

I regarded his future business as very

desirable, so I said:

"All right, Mr. Hawkins, I'll sell you

the flour, but the price is awful low. It

is more with a view of your future busi-

ness than I accept the price you offer.

Let me see now. How do I ship it?"

"J. J. Hawkins & Co., Beebeville, Penn-

sylvania, over the Lehigh Valley. We

have a truck right up to our door. Let

me see. You said sight draft? Don't

I get any discount for cash?" he

asked.

"Not a cent. All our sales are sight

draft. I quoted you cash price and then

you asked me to drop the ten cents, and

now you want a discount. I'm afraid you

are going to be pretty close in your business

transactions," I replied.

"A fellow has got to be close to keep

down expenses and keep up profits. I

got a discount on everything I bought to-

day, and I don't to-morrow, or I won't buy,"

he replied.

"Let us go and get a cigar," said I.

"We have closed our little deal very sat-

isfactorily, and I'll come up and see you

after you get started and sell you some

more flour."

"All right, come up and see us. We'll

be glad to see you. Imported cigar for

me, please. Thanks."

As we strolled away from the cigar

stand, a neatly dressed young man ap-

proached us, tipped his hat to my com-

panion and said:

"Is this Mr. Hawkins, of Beebeville?"

"Yes, sir. What can I do for you?"

said Mr. Hawkins.

"I am a clerk for Messrs. Extract &

Smellum, spice dealers. If you remem-

ber your left instructions that the bill for

your purchases this morning should be

presented to you here. We regret to do

this, Mr. Hawkins, as we value your

business and would prefer to open an ac-

count in the usual way, but you were

positive in your instructions, so I brought

the bill with me."

"That's all right," said Mr. H. "I

want to pay as I go, then I won't owe, hal-

low. Let us see, did you take off the cash

discount?"

"Yes, sir, the bill is eighty-eight dollars

and ninety cents, less one per cent. makes

it eighty dollars and one cent," said the

clerk.

"One cent be damned! Take eighty

dollars out of that draft and receipt the

bill," said Mr. Hawkins.

"I'm sorry, sir," said the clerk, "but I

haven't the amount with me. This draft

is for two hundred dollars, and one hun-

dred and twenty dollars would be quite

an amount for a man in my capacity

to have with him."

"Let's see, Mr. Green can you cash

this draft on New York for two hundred

dollars?" asked Mr. Hawkins.

"I put my hand in my pocket, drew out

my draft, and handed over sixty-five dol-

lars, and told Mr. Hawkins I was sorry

but sixty-five was all I had."

"You take the draft, Mr. Green, and

let me have the sixty-five dollars and I

can make up the amount from change in

my purse. Thanks."

He paid the clerk eighty dollars and he

departed, after thanking Mr. Hawkins

profusely.

We turned to walk down the corridor,

Mr. Hawkins talking all the time about

his business. Suddenly he stopped,

looked at the bill in his hand and said:

"I don't see any reason in the world

why I shouldn't sell two hundred

thousand dollars worth of staples a

year. And then, I've got the best flour

in the country going to with me. It's

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