

REPORT OF PRESIDENT NEILL OF FREDERICTON BOARD OF TRADE

The annual report of President Jas. S. Neill of the Fredericton Board of Trade, presented at the annual meeting of that body last night, was as follows:

To the Members of the Fredericton Board of Trade:

Gentlemen,—In submitting my annual report to you of the work of the board for the past year, I beg to draw your attention to the change in the by-laws, whereby the number of regular meetings has been reduced to four instead of nine per annum, after due consideration.

I am glad to be able to congratulate the citizens of Fredericton on the satisfactory condition of business during the year 1916, in spite of the war still raging. Our citizens have felt the great increase in the cost of living that prevails generally on this continent, as well as in the old country, and in varying degree in other parts of Europe, but we have weathered the storm remarkably well.

The Agricultural Exhibition held here in 1915 was so successful that I trust the management will see their way clear to undertake one during the present year.

Technical Education.
I am pleased to mention that a domestic science course has been established by the Board of School Trustees and that it is giving satisfaction. This board has consistently supported the trustees in their efforts in this direction. When conditions warrant, I trust a beginning will be made in this pro-

vince in Technical Education, even if only in a modest way.

Our rooms have been in constant use by the Fredericton branch of the Canadian Patriotic Fund for some months, without charge, and I can assure you that the committee controlling the fund fully appreciates the privilege. The Retail Merchants Association has also found it convenient to meet in the board rooms. Other bodies making use of these premises are the Guides' Association, Golf Club, Victoria Steamship Co., Ladies' Institute, Magazine Club, etc.

The citizens of Fredericton may congratulate themselves on the resumption of the building of the Valley Railway to connect with our seaport by way of Westfield and the Canadian Pacific Railway. The connection at Westfield will probably be made before the end of the coming summer. Fredericton will then be, for the first time, on a main line. The advantages of this new position are too well known to make it necessary for me to enlarge upon the matter.

Greater Interest Needed.

I have to urge that all members of this Association take an active interest in the work that it is doing; that they attend the meetings and assist with their influence and advice in dealing with matters coming before the Board from time to time. A large membership is not of so great importance as the active interest of the members. I would like to see looming up the future personnel from among which

the officers and executive may be chosen, and thus relieve some of those most faithful ones who have shown a continued interest and have sacrificed their time, in the interests of this community for many years. The other fellow should carry the burden occasionally.

This Board expressed approval of the daylight saving proposal last spring, but the authorities could not see their way clear to accept the proposition. Personally I would favor the universal adoption of the idea by the Dominion Government.

During the last year a suggestion to make some change in the method of electing the executive was submitted to the board, but was not generally approved of.

The Dominion Government Engineer during the past summer has been engaged in a survey of the Oromocto Shoals, with a view of deepening the channel to 15 feet during the ordinary level of the river, keeping in view the possibility of increasing the depth to 20 feet. This work will not be started, probably until the war is ended.

The reports of the Standing Committees will be submitted to you for consideration.

Railway Matters.

During the year representatives of the executive and the City Council had a pleasant interview with the Minister of Railways, Mr. Gutelius, and other members of the railway staff at Moncton. We were assured that the interests of Fredericton would not be sacrificed in any developments required to meet the growing business of the government system of railways.

In November last, representatives of the executive and City Council had an informal interview with the Hon. Mr. Ferguson, Minister of Lands and Mines in the Ontario cabinet. The minister addressed the delegation in a very interesting manner, and conveyed to us a great deal of information that could not be published at the present time.

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Peps

At the conclusion of the period of presiding over your deliberations, I desire to express my appreciation of the unfailing courtesy that has been shown me, and the support given by the officers and members of the board generally, and I ask for my successor the same assistance and loyalty.

JAMES S. NEILL,

President.

Someone asks, "Have girls forgotten how to blush?" Foolish question! There isn't a high school girl in the land that doesn't know that you get it at the druggists!

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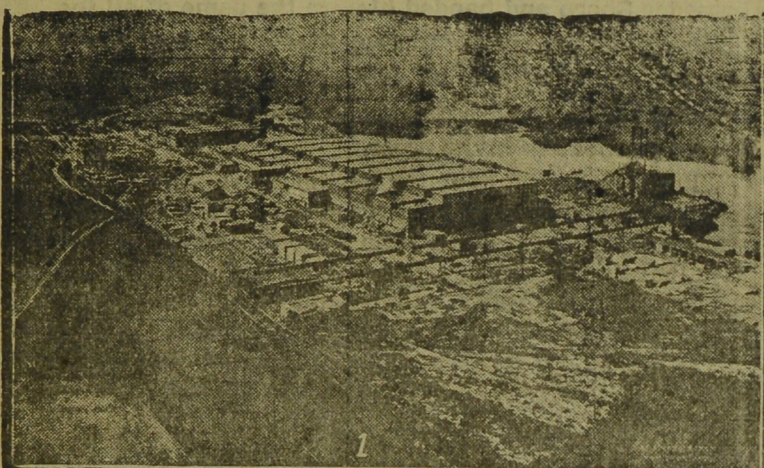
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NEW CANADIAN INDUSTRIES



- (1) National Steel Car Co., Hamilton, Ont.
- (2) Central Portion of Hamilton, Ont.
- (3) Canadian Connecticut Cotton Mills, Sherbrooke, Que.
- (4) Blast Furnaces, Steel Co. of Canada, Hamilton, Ont.

THE process of the establishment of branches of American industrial concerns within the borders of the Dominion of Canada has been going on for a good many years—ever since it became apparent that no political party was likely to modify very seriously the "protective" character of the country's fiscal policy. It might reasonably have been expected that the shock of war would put a stop, temporarily at least, to this process of peaceful penetration; but the opposite has been the case. Even since the recovery of capital from its paralysis, eight months or so after the war began, the establishment of American branches in Canada has been going on with greater energy and determination than before, and investigation has shown that the war, instead of discouraging such adventure, has afforded new reasons to justify it.

Speaking broadly, the American firms which have established themselves in Canada during the past twelve or fifteen months have been actuated by one or both of two main considerations. Either they have had an eye on the Canadian domestic market, and have regarded the present as a favorable opportunity for a campaign in it because of their own abnormal cash reserves, and the exceptional prosperity and activity of the Dominion; or (this is the explanation in the majority of cases) they have had an eye not only to the Canadian market but also to the vast territory of the Entente Allies, and are convinced that in the fiscal arrangements which will follow the conclusion of peace, no neutral country will receive "most-favored-nation" treatment from any of the Allied countries.

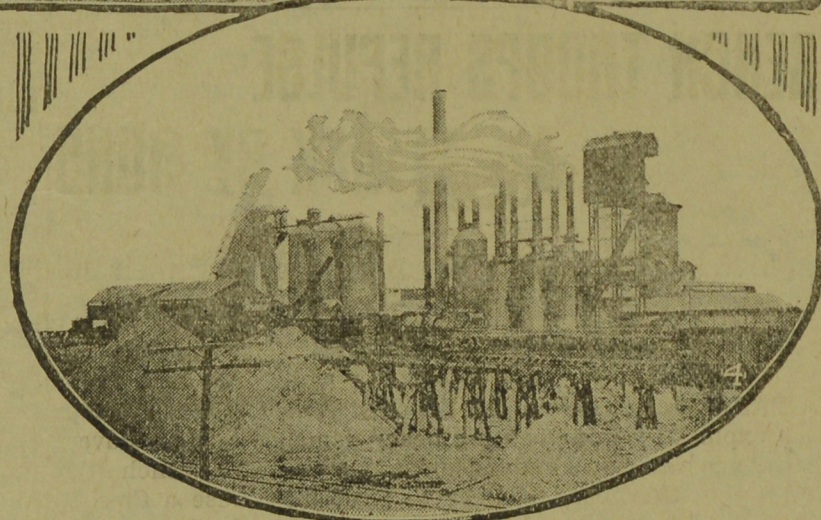
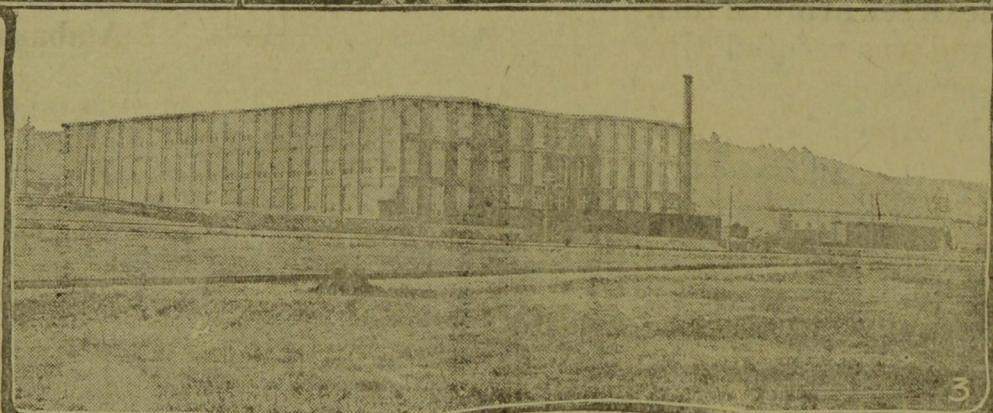
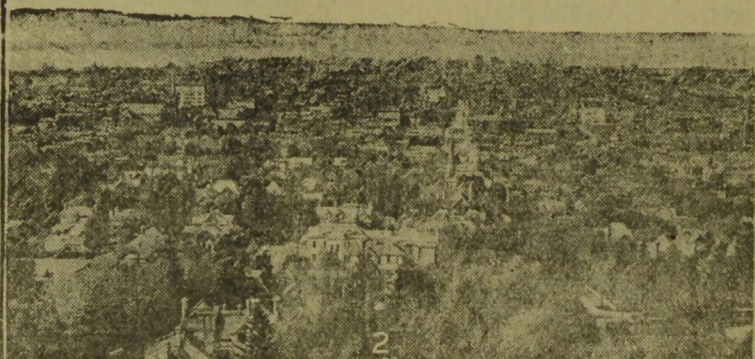
Canada, combining the economic advantages of the American continent, with its wealth of raw material and of skilled labor, with the market advantages of a member of the belligerent Entente, is the natural basis of operations for an American concern with designs upon European markets. This, according to the industrial commissioners of various Canadian cities, and of the Canadian Pacific Railway, is the main motive in inducing most of the recent American branch establishments in Canada, and is likely to bring to Canada within the next few years industrial capital running to many hundreds of millions.

American concerns which have established plants in Canada since the beginning of 1915, is an imposing evidence of the attractive power of the Canadian market and of Canadian export possibilities. It should be added that all of the establishments are substantial plants, built for meeting a large business and for carrying on, not merely a sales agency or an assembling process, but practically the entire process of production from the purchased raw material to the finished article.

One of the first American products to meet with an avowed policy of fiscal discouragement in Free Trade England, as a result of the war and its effect upon trade balances, was the automobile. The establishment of branches of American automobile concerns in Canada has already been going on for some years, owing to the great growth in Canadian consumption of the article and the popularity of American brands. But the European situation has given a tremendous impetus to the movement. Existing plants have been vastly enlarged, and three new and important plants have been undertaken, those of the Maxwell Motors at Windsor, Ontario, the Chalmers Motor Company at Walkerville, Ontario, and the Chevrolet Motor Company at Oshawa, Ontario. This is exclusive of the acquisition and enlargement of Canadian-owned plants by American firms for the manufacture of American brands of cars.

One of the biggest industrial undertakings of the year was that of the Procter & Gamble Company, the proprietors of Ivory Soap and of sundry other soap and cottonseed oil products, who have commenced the erection of a new plant in Hamilton, Ontario, which will be the largest of its kind in the world. The plant is a combination of cheap power and good labor supply with the best of shipping facilities. The Flint Varnish & Color Company has put on a branch factory at Toronto, Ontario, and the Link Belt Company is locating in the same city. Sherer & Gillett, makers of store counters, are establishing at Guelph, Ontario, The Maple Leaf Condensing Company, a Detroit concern, is at Chertseyville, Ontario.

One of the concerns establishing in the Province of Quebec has



been small compared with those of Ontario, but the present labor situation, which is much more favorable in Quebec, is likely to correct that tendency to some extent. An important asset to the industries of Sherbrooke, Quebec, is that of Kayser & Company, the famous manufacturers of silk gloves, stockings, and other articles. The Aetna Explosive Company, at Drummondville, Quebec, has been improperly regarded as a war industry; it is so for the time being, but its immense plant has been designed so as to be applicable to the manufacture of dyes when the explosive business falls off. A rumor, which appears to have good foundation, though not officially confirmed, asserts that one of the great American chemical and explosives concerns has made all preparations for the establishment of a plant for the production of nitrates from atmospheric nitrogen at one of the hitherto undeveloped powers of Quebec Province.

Several American concerns already operating in Canada have found that their existing plants are not equal to the demands which they anticipate. The Dominion Sugar Company, which is largely financed by American sugar-refining capital, is adding a big plant at Chatham, Ontario, to its existing buildings at Wallaceburg in the same province. The Goodyear Tire & Rubber Company is removing from small premises at Bowmanville, Ontario, to an immense property which it has bought at New Toronto, Ontario.

These examples, all of them being enterprises undertaken long after Canada's participation in the war and her financial sacrifices for that cause were known and allowed for, are convincing evidence that the progressive manufacturers of the United States have perfect confidence in Canada as a field for industrial investment. As most of them are looking for an export trade, it would appear that they are satisfied that production costs in Canada will not be materially altered after the war, either as regards labor supply, cost of living, or burdens of taxation. Mr. Graham W. Curtis, Industrial Agent of the Canadian Pacific Railway, stated recently that he had found American business men greatly impressed by the showing of financial American confidence in, and comprehension of, Canada, was greater than strength made by the Dominion since the war, and that this was not the case at any other previous date.

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