

The Daily Mail

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Fredericton, N. B., Oct. 11, 1910

FALLACIOUS ARGUMENTS

We have seen and heard much about mail order houses, and have taken the trouble to look carefully into the matter, to see if there is any truth in the statements that these concerns are able to undersell our local merchants for the same quality of goods.

We find that the only case in which they undersell our home merchants is in some unimportant articles of small value and of which every person knows the price. These they sell at cost, or even less, in order that they may induce you to purchase from them the more important articles at full or even inflated prices.

Very few people, except those actually engaged in a particular business, are good judges of quality, and in most cases it is necessary for a buyer to trust the fairness and integrity of the merchant from whom he buys. It can thus be seen what advantage the mail order house obtains by selling a few small staples, the values of which are generally known, at a low price. In this way many are led to believe that their prices are correspondingly low on more important goods.

The arguments in favor of mail order houses are familiar to all our readers. Briefly stated, they are that these firms buy in larger quantities and consequently at a lower price than the local merchant, and that their turn-over is so much greater than they can afford to sell on a lower margin and still pay dividends on their capital. While some of these arguments may seem true, they fall to the ground with the fact that these firms are necessarily located in large cities, where rent and taxes are vastly greater than they are here in Fredericton.

Then there is the question of help. The necessarily exact system entails an amount of labor of which the average person has no idea. The checking and counter-checking, the sorting, shipping, addressing and billing is all necessary and must be paid for.

The small interest on the capital is another will-o'-the-wisp argument, for you will notice that the owners of the capital stock are not workers in the establishment. They are not producers of revenue for the business. Every item of labor and superintendence is paid for, some of the latter at a very high rate. If the smaller merchant who is actively engaged in his own establishment was to allow himself a fair salary for his superintendence, it would be found that over and above this he obtains no greater interest on his invested capital than do the real owners of the mail order houses. In fact, many merchants make no more than a fair salary, without any return for invested capital.

You cannot be an expert in every line, but in the lines with which you are acquainted, experience will prove that you can supply your wants in Fredericton just as economically as by sending away. And in cases where you are not a judge of quality, it is not better to trust the word and accept the judgment of your neighbor, than that of a soulless corporation that has no interest in you or in Fredericton?

Think it over, and you will decide that it does not pay and is not fair to send your money away.

\$9 FOR \$9

It was in Albert County last year that some \$22,000 were spent on bridges, and but very few of these many dollars were expended under the tender system.

At a meeting in Elgin a few evenings ago Mr. S.S. Ryan, a respon-

sible man, gave some instances of how the public money is squandered in the county. In one instance 2,000 feet of lumber cost \$64. On one bridge, and that a small one, \$150 worth of hardware was supposed to have been used, while Mr. Ryan declared that even the man with but slight knowledge of bridges and of hardware prices could see after an examination that the hardware in the structure could not have rightly cost more than \$17. A particularly bad case to which Mr. Ryan drew attention—a case which he said could be supported by a sworn statement—was one in which a man said that his bill had been collected for \$66.75 and of that amount the himself received but \$6.

Mr. Ryan also paid some attention to Mr. E. P. Hoar whose work in Albert County was the subject of a good deal of inquiry in the Legislature last winter. In one instance Mr. Ryan said this Mr. Hoar, who is one of the government's horde of officials was paid \$9 for a trip of inspection to one bridge. It might be said that \$9 was possibly not an unduly large amount. Such a view might not be open to criticism were it not that fact that the total outlay for labor on this bridge which Mr. Hoar inspected at a cost of \$9 of the people's money reached the total of just \$9.

Albert County does not furnish the only examples of how the province is losing money now-a-days in the administration of public affairs.

SIR WILFRID AT MONTREAL

The great demonstration at Montreal last evening in honor of Sir Wilfrid Laurier shows conclusively that the Borden-Bourassa propaganda has failed to lessen in the slightest degree the premier's prestige and popularity in the commercial metropolis of Canada. Thousands turned out to greet the premier and the Monument National could not begin to accommodate the crowd which clamored for admission. Sir Wilfrid in the course of his magnificent speech, an outline of which is given elsewhere, devoted considerable attention to the Conservative party—the once great party of MacDonald and Cartier—which he pictured as being on the verge of disruption. The independent men of the country, who have been watching the trend of events for some time past, must admit that the Premier's picture was not overdrawn, and none but the most violent partisans are able to see any hope for Toryism in the future. The weight of years rests lightly upon the shoulders of the Prime Minister; he is still the idol of the Canadian people, and one of the most commanding figures in the public life of the Empire.

RAILWAY MEN OUT ON STRIKE

The government it appears, was prepared for today's development and had taken steps to preserve order. During the night troops were assembled in this city and along the lines and roads in the province where they were held in readiness to guard the stations the rolling stock and the tracks. None of those trains left the city last night. Early in the night telegraphic and telephone communication along the road was interrupted, but whether this was the work of the strikers is not known. The situation however, served to keep the management in ignorance of what trains were moving. The postal department hurriedly prepared an automobile service to carry the mails in the north. Several trains from the provinces arrived here after midnight, their engineers not having been apprised of the strike. Trains left this city between midnight and five o'clock.

In the face of these preparations, the trainmen declared that they would not be intimidated. The demands originated with under-takers, but they were supported by the complete personnel, as every branch of the service has some grievance. The strikers threaten to draw to their support the employees of the state railroad lines.

Paris, Oct. 11.—The French cabinet was assembled in special session today and voted to put the Northern Railway on a military basis and to utilize the engineers and firemen on the navy on the lines tied up by strikers. Premier Bryan, discussing the situation, declared that the strike was not of a political revolutionary character but rather was professional. He added that a majority of the employees were hostile to the government and had been dragged into it by the strike leaders who had determined to resort to intimidation and violence.

(Continued from page one)

Old Gentleman (to waiter) — Can you tell me if my wife is here? Waiter—Yes, sir, eighth hat to the left.

That Red Rose Tea is of surpassing quality is accepted everywhere it is used as an undisputed fact, but it is in the Maritime Provinces especially that it has by unvarying goodness so well earned the term "is good tea."



Prices: 30c., 35c., 40c., 50c. and 60c.

MONTREAL'S ENTHUSIASTIC WELCOME

(Continued from page one)

In this trip, but I am obliged to say, and I say it with pleasure, that all that I have seen in the west does not approach what I have seen today in the city of Montreal.

"Is there any need for me to tell you that whatever my pride might have been in what I lately received, I do not need to tell you how much more I appreciated this welcome offered me on the soil of my native province."

"I should like to offer my thanks to those to whom they are due, and with whom shall I begin? Let me tell you, Mr. Chairman, that it is to you that I am going to address myself first, and that I should like to tell you of the gratitude that I feel for this manifestation of loyalty. I thank my colleagues of the House of Commons; I thank the members of the legislature; I thank the presidents of the clubs, but above all I thank the young people, the students and Mr. Athanese David, the son of my old friend."

A DISORGANIZED PARTY

"But gentlemen, however flattering this welcome may be, the principal object which this occasion affords to me, in my opinion, is to outline the political situation of our country. I come here to discuss with you calmly the questions which at the present time ought to occupy the attention of our people. We are evidently in the midst of a series of important events, and the most remarkable fact of the present time on the political horizon is that the Conservative party, the Conservative party, as we know it—the party of MacDonald, the party of Cartier and of Chapleau is in process of disorganization, and that in a short time it will be fully dissolved even if dissolution is not already accomplished."

"This is a very significant fact to which I am going to refer. During the last session at Ottawa it had been decided by the chiefs of the Conservative party to hold a convention during the year, which is now about to close, and it is a fact no less remarkable that this convention, after having been decided upon, had to be abandoned."

"We know at Ottawa, it is a well known fact that there was a meeting of the heads of the party to which had been invited all the sub-chiefs of the country and that at the close of a fairly stormy discussion the plan which had been conceived had to be abandoned."

"I was not at this convention, I shall not surprise anyone if I tell you that I was not there, my place was not there, but I know what took place, as if I had been present. One need not have the gift of second sight to know what took place in this convention. I am pretty well experienced in the trade, and I know the moves on the board perfectly. I know those who were present there. I could give

you the speech of Mr. Borden, the chief of the party. I could give you the speech of his lieutenant, Mr. Foster, I could tell you of the speech of his ex-lieutenant, Mr. Monk.

"Gentlemen, let it suffice that there was a great deal of disputing there and that never since the tower of Babel has there been such a confusion of languages. What was the cause, gentlemen, of this confusion?"

"I have just told you that I know perfectly well what occurred there. Some wanted a program which would have pleased the west, but would not have pleased the east. Others wanted a program which would have been pleasing to Quebec but which Ontario could not agree. Some wanted an increase of the tariff, others wanted a lowering of the tariff, some wanted a contribution to the imperial navy, others wanted neither contribution nor navy. And then, gentlemen, finding it impossible to do anything, they decided that the best thing to do was to do nothing at all."

"The Conservative party, therefore has no program, and in the struggle which will take place before long, there will be as many programs as there are provinces. In the province of British Columbia which I visited with a few of my friends some time ago, a battle will be waged against the government on the Asiatic immigration; in the provinces of the west, Alberta, Manitoba and Saskatchewan, the question will be the fiscal and the lowering of the tariff will be demanded. In certain portions of the province of Ontario, the question will be on fiscal matters, and it will not be the lowering of the tariff that is demanded but the increase of the tariff."

"In Ontario also war will be made on the question of the navy with the assertion—note this assertion well—in the province of Quebec that the navy is going to lead us, not to the enslaving of our province, as we are told here, but to the separation of Canada from Great Britain."

"In the province of Quebec war will be made—it has already begun, as you know—on this question of the navy, but with the assertion that the navy is going to lead our country to the loss of her autonomy and to the enslaving of our province to Great Britain."

"In the Maritime Provinces, I do not yet know what will be the plan of attack, but I am certain that it will be as absurd as elsewhere. In every province the methods of attack will cross one another, and it will simply be a fishing in troubled waters with the hope that in these troubled waters some good morsel may be found."

In his conclusion, Sir Wilfrid defended the navy policy, he had outlined at the last session of parliament. He pointed out that this was consistent with national autonomy.

Speaking of the tariff, Sir Wilfrid foreshadowed certain changes at the forthcoming session of parliament.

THE STOCK MARKET DEVELOPS STRENGTH IN TODAY'S TRADING

New York, Oct. 11.—Wall Street.—Opening prices of stocks were higher than last night. The gains were limited to small fractions in all but one or two cases, and the dealings were scanty. Great Northern ore certificates rose 1 and American Car & Freight 1/2.

(Quotations from direct private wires of J. M. Robinson & Son, Bankers, St. John, N. B. Members of Montreal Stock Exchange.)

| Open Noon | |
|-----------------------------|---------|
| Amalgamated, | 66 1/2 |
| Atchafalca, | 101 1/2 |
| Smelters, | 70 1/2 |
| Brooklyn, | 76 1/2 |
| Great Northern, pfd., | 123 1/2 |
| Canadian Pacific, | 125 1/2 |
| Northern Pacific, | 119 1/2 |
| Pennsylvania, | 130 1/2 |
| Reading, | 147 1/2 |
| Soo, | 132 1/2 |
| Southern Pacific, | 116 1/2 |
| Union Pacific, | 168 1/2 |
| U. S. Steel, com., | 70 1/2 |
| Dominion Iron, | 61 1/2 |
| Quebec Railway, | 47 1/2 |
| Nipissing, | 10 1/2 |

MONTREAL MORNING SALES

Quebec—12 1/2 @ 47 1/2; 25 @ 47 1/2; 6 @ 47 1/2; 610 @ 47 1/2 300 @ 47 1/2; 150 @ 47 1/2.
Iron Com.—150 @ 47 1/2; 205 @ 62.
Detroit—140 @ 55 1/2; 95 @ 58; 50 @ 56 1/2; 5 @ 56.
Rio—50 @ 104 1/2; 25 @ 104 1/2.
Shawigan—100 @ 10 1/2; 50 @ 106.
Montreal Street—6 @ 235; 2 @ 238 Woods—15 @ 124.
Ogilvy's—2 @ 125 1/2.
Bell Telephone—125 @ 145.
Cement Com.—50 @ 18.
MacKay pfd.—15 @ 78.
Porto Rico—20 @ 52; 25 @ 51 1/2.
Cement pfd.—97 @ 82; 10 @ 81 1/2; 18 @ 82 1/2.
Coal pfd.—350 @ 115.
New York Oct. 11.—Noon—Money on call steady at 2 1/2 per cent. Prime merchantile paper 5 1/2 to 6 per cent. Exchanges \$288,629,174. Balances \$13,021,834.

Mr. Joseph L. Gould a well known resident of North Lake, is among the visitors to the city today.

Oct. 3rd-, 1910

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- 6 Suits Fancy Tweeds and Black Serges, sizes 3-33, 3-34, Regular price 9.00, this week - \$5.90
- 5 Suits Fancy Tweeds and Black Serges, 2-33, 2-34, 1-35, Regular price 10.00, this week - \$6.90
- 5 Suits Fancy Tweeds, 2-33, 2-34, 1-35, Regular Price 12.00, this week - \$8.35
- 6 Suits Fancy Tweeds and Worsteds, 1-33, 1-34, 4-35, Regular Price \$13.50 and \$15.00 - \$9.85
- 1 Suit Fancy Worsteds, size 35, Regular Price 18.00 this week - \$12.90

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