DEVELOPMENT OF GREATER EMPIRE THROUGH IMPROVED TRADE RELATIONS

Keynote of Speeches at Brilliant Banquet in Union Club in Honor of Members of the West Indies Trade Commission—All the Members of the Commission Heard on Questions of Importance

The banquet tendered by the local board of trade to the British West Indian commissioners, in the Union Club, last evening, was a very pleasant function and in many respects a most important one. It is not often that a peer of the realm, two Knights, three members of the Dominion government and the leading business and professional men of St. John can foregather around the same board, exchange felicitations and discuss together matters of a broad national importance.

A notable feature of the excellent addresses of last evening, was the apparent singleness of purpose of the distinguished men who delivered them. British gentlemen of title and importance and Canadian parliamentarians alike voiced the one doctrine of the development of a greater Empire. In the fullness of the not distant future much will come of the visit of the West Indian commission to St. John, and the trend of every speech was that the work of that commission would be crowned with success. Hon. W. S. Fielding and Hon. Wm. Pugsley particularly voiced the opinion that the opportunity for trade development between Canada and the West Indies was at hand, and advantage should be taken of it by both countries.

The banquet which was prepared in the best style of the club, was served in the beautiful main dining room. Covers were laid for eighty-five guests. The table of honor at which the distinguished visitors were seated ran across the front of the dining room, with a long table running east and west at either side, the general plan of arrangement being three sides of a square. There was no special decoration and none was needed for the beautifully furnished room, the snowy napery, sparkling cut glass, gleaming silver and choice table flowers combined to make a beautiful picture.

W. E. Foster, president of the board of trade, presided, with Lord Balfour of Burleigh on his right and Lieutenant-Governor Tweedie on his left. The other guests at the table at the head of the room were Chief Justice Tuck, Sir John Poynder-Dickson-Poynder, and Hon. Wm. Paterson, in order to the right of Lord Balfour and Sir Daniel Morris, Hon. W. S. Fielding and Mayor Bullock to the left of the lieutenant-governor.

At the other tables the guests were Senator Gillmor, Hon. Wm. Pugsley, C. J. Osman, ex-M. P. P.; Alex. Rogers, H. A. Powell, George Robertson, R. W. W. Frink, James Harrison, Colonel G. West Jones, R. B. Kessen, F. R. Taylor, J. F. Gregory, C. H. Peters, F. B. Francis, F. W. Daniel, G. E. Barbour, J. A. Russell, Charles McDonald, Sheriff Ritchie, R. H. McCarthy, T. H. Estabrooks, F. A. Foster, L. W. McCready, H. H. Pickett, L. G. Crosby, L. C. Prime, R. G. Haley, E. L. Rising, C. F. Crandall, S. A. Jones, M. E. Agar, F. E. Marvin, W. E. Anderson, W. J. Sutherland, H. V. McKinnon, J. W. Daniel, M. P.; H. R. Colwell, J. E. Wilson, M. P. P.; S. D. Scott, J. Sealy, Alex. Wilson, W. C. Cross, J. S. Armstrong, F. B. Ellis, W. L. Harding, W. D. Foster, P. Mooney, C. A. Gray, A. L. Foster, J. H. White, A. M. Belding, Frank Rankine, C. N. Skinner, Robert Viets, W. S. Fisher, Hon. Charles Murphy, W. H. Thorne, H. B. Schofield, R. Maxwell, M. P. P.; Geo. McKean, T. D. Walker, J. A. Likely, W. W. Hayden, H. C. Rankine, F. A. Peters, W. E. Raymond, Thomas Gibbard, F. L. Potts, D. G. Clark, H. C. Schofield, H. B. Robinson, Mr. Conn, Col. H. H. McLean, Hon. George Gordon.

The menu card, which was neatly gotten up, and bore as its sole decoration a tiny bow of red, white and blue ribbon, showed that the following good things had been prepared for the delectation of the guests:

Oysters on the Shell.
Puree a la Stamboul.
Fillets of Chicken Halibut, piquante sauce.
Potatoes.
Lamb Croquettes, tomato sauce.
Roast Baron of Beef, brown potatoes.
Boiled Turkey and oyster dressing.
Boiled Potatoes, Cauliflower, white sauce.
Commissioner's Punch.
Fillets of Black Duck, port wine sauce.
Salad a la West Indies.
English Plum Pudding, brandy and hard sauces.
North Pole Pudding.
Celery. Cheese. Coffee.
Dessert.

The toast list was as follows:
The King.
The Governor-General.
Great Britain and Her Colonies.
West Indies Commission.
Our Own Dominion.

Jones' orchestra was stationed at the rear of the main hall and discoursed the following programme of supper music:

March—Royal Squadron.
Overture—Stradella.
Reverie—Romance of a Rose.
Violin solo—7th Deberiot Concerto.
Descriptive—British Patrol.
Selection—Gems of the Opera (by request).
Piccolo solo—Keel Row.
March—Under the Double Eagle.
Waltz—Violets.
Selection—Lucretia Borgia.
March—Veni Vidi Vici.
Waltz—In the Valley When the Bluebird Sings.
Overture—Frolics of Cupid.

After the menu had been discussed President Foster, who acted as toastmaster, proposed the King, which was honored in the usual way.

The second toast was the Governor-General of Canada, while the orchestra played The Maple Leaf.

The next toast was the Lieutenant-Governor, who was unable to attend owing to illness. In proposing the toast, President Foster observed that Governor Tweedie's illness furnished all the more reason for drinking his health.

H. A. Powell proposed the toast to Great Britain and Her Colonies, coupling with it the names of Lord Balfour of Burleigh and Sir John Dickson Poynder. In proposing the toast, Mr. Powell said that the British navy, the British trade and the British capacity for self-government were the factors in the development of the British Empire and the fact that the British West Indies commission was in St. John was an indication of uncertainty in Great Britain as to the colonial trade with the West Indies. In the life of the Earl of Chatham, England had been referred to as the sick man, but today the British Empire stood as no other empire stood. It stood on a better basis of political morality and political freedom than any other empire, and as long as this condition prevailed the empire would endure. If ever the superiority of Britain was threatened the power threatening it would find that whoever attempted to trample on Britain would also have to trample on Canada.

Lord Balfour, on arising to reply, was greeted with hearty applause. He thanked the gathering for the enthusiastic reception of the toast and said he and his colleagues had been greatly gratified by the warmth and cordiality of the greeting extended to them. There was ample evidence that not only was their mission appreciated but that there was a great desire to make them feel at home. In this even the weather had played a part, for since he came to St. John he had experienced weather of the brand traditionally accredited to Scotland. This, of course, was a libel, for he could assure them that it did not always rain in Scotland and he had been led to believe that it did not always rain in St. John.

He felt the responsibility of the visit as a representative of the empire. It was the first time he had ever been on this side of the water. Scotchmen and Canadians had much in common. Both were intensely patriotic, but they did not allow their spirit of patriotism to their own lands to obscure that larger spirit of patriotism to the empire. There never was a time when Canada was more conscious of its great destiny and great future in the nations of the empire than at present. The one thing which would hold the empire together more than anything else was that desire on the part of each factor to work out their own destiny to the fulfilment of the glorious destiny of the whole. In reference to the question of preference which had been touched on since he came to Canada, he had been greatly impressed by the sense of freedom which was such that no one part of the empire should dictate on this question to the other. It was that sense of freedom which made open discussion of the preference question possible. He was glad that he had had this opportunity to visit Canada, as it had given him the chance to renew old friendships and to form many new ones which he hoped would be cemented either here or on the other side of the water. (Applause).

Sir John Poynder-Dickson-Poynder said if he had been responding to the toast of the house of parliament in England, following his noble friend, Lord Balfour, who would respond to the House of Lords, as he frequently did in England, he would be steering a dangerous course, between Scylla and Charybdis as it were, as the two bodies were very often in conflict. If, however, there was any one point on which both were in hearty accord it was the weldmg firmly together of every part of the empire. He would not attempt to discuss the commission's visit to Canada because it would involve him in an intricate maze of detail on the trade relations between Canada and the West Indies. It would also be highly important at this early stage of the commission's visit if he were to make any definite pronouncement, when the whole matter is as yet sub judice, and any such pronouncement might seriously prejudice the undertaking. Their visit was part of a large and comprehensive scheme to visit all the principal cities of Canada and enquire. As a later part of the scheme they would visit the West Indies. They were not here to make speeches except when obliged to, to talk or to give information. They came to listen and to glean the ideas of Canadians and West Indians, and their earnest desire was that the outcome would be that on personal and trade lines Canada and the West Indies would be brought into closer touch. They hoped, at the conclusion of their enquiries to be able to submit such a proposition to the governments of both Canada and the West Indies as would lay the foundation for a more rapid and simple system of telegraphic communication, and they were also not without hope that there would also be a reciprocal trade arrangement between Canada and the West Indies. If such hope could be realized it would be of great advantage both to Canada and the West Indies.

It was vastly important that these parts of the Empire should be brought more closely together, and he was sure that those who are endeavoring to do this would be met with a spirit of give and take, and concessions would be made wherever possible. Since coming to Canada they had received assurance that all the information and assistance possible would be given to the commissioners.

He had an advantage over Lord Balfour in that he had been in Canada once before. That was twenty years ago, and on this visit he was amazed at the great development which had taken place. He could see that Canada was coming to the front as one of the great states of the world, and it was obvious to all close observers that those in the Dominion moving on in their individuality to fulfill their great destiny were losing none of that Imperial conception which had been the watchword in the past. Canada could become a great world power alone, and unassisted, but would be a much greater world power when linked to the world-wide organization of the British empire, an organization for the purpose of building up a great world civilization. As this empire, this organization became more closely knitted together, as it will be, it furnished the most permanent warranty of that much desired world-wide peace (Applause.)

The chairman then announced that the commission would hold a sitting in the board of trade rooms at 10 o'clock this morning. This city, he said, was the winter and summer gateway to the West Indies and it was of great importance that the merchants should present their ideas on the subject under consideration.

H. B. Schofield proposed the toast to the West India Commission. He referred to his visit to the islands two or three years ago, when Sir Daniel Morris arranged their itinerary. The commission had a great work ahead of them, but if they could bring about a measure of tariff preference they would help the merchants not only in this city but throughout Canada. That was the way, he said, in which the United States had built up the prosperity of their tropical possessions. There were two common grounds between the West Indians and Canadians. The first was allegiance to the mother country, the next was found in financial interests. The policy they were endeavoring to carry out was a parallel to that of the States. He was glad to see that the chamber of commerce of Trinidad had adopted a resolution in favor of a preference to Canada, and he hoped the legislature would soon place such a measure on their statute books. In conclusion he referred to the great service which Sir Daniel Morris had rendered to the West Indies.

Sir Daniel Morris said he deemed it a great honor to be called on to respond to the toast. He acknowledged the kindly references made by Mr. Schofield to his work in the West Indies. He had been associated with the West Indies for thirty years, and he was firmly convinced that they were on the threshold of better things commercially in which Canada might have a large share. He was proud to be associated with the commission, and he was sure the Canadian ministers on it would do all in their power to further its objects.

This was his fifth visit to Canada. On each of these occasions he had done his best to bring the two countries closer together. He had addressed board of trade meetings in Toronto, Montreal and Halifax. This was his first visit to St. John, however, and he had no doubt that with the hearty co-operation of the business men they would be able to accomplish their object.

As far as the West Indies were concerned, he was sure trade with Canada would be encouraged to the utmost. This was more talked about than any other trade relation. The West Indies are sometimes talked of as a number of islets of limited areas. As a matter of fact, the area is 70,00,000 acres with only 2,000,000 under cultivation and 5,000,000 more capable of cultivation. There is much raw material which must be obtained from the tropics, such as rubber, and the West Indies would be entirely suitable for the growth of rubber trees. The laboring class is large, consisting of black people, but these are the best suited to the country. The future of the West Indies is bright and the completion of the Panama canal would still further improve it, and he was sure that if suitable trade relations could be established Canada would profit largely by it. There was in the old days a large and lucrative trade carried on between the Maritime Provinces and the West Indies, and he hoped the time was not distant when that would be revived and carried on in larger volume than ever.

Sir Daniel Morris resumed his seat amid great applause, and Hon. W. S. Fielding was received with cheers when he rose to his feet. He returned thanks for the warmth of the welcome extended to him by those present and by the citizens of St. John generally. For the past forty years, he said, the government of Canada has been trying to improve trade relations with the West Indies. The United States was the most self-contained country in the world. They had their north and south, but we are all north, but we are not sorry for it, (Applause), it is a good wind and makes our population hardy. But we have need of tropical land, if not within our own borders, at least one with which easy trade relations could be established. Mr. Foster had made a visit to the West Indies in 1896 and made some propositions looking to preferential trade, but these were rejected. The people there were afraid then that by encouraging preferential trade with Canada they would lose the United States markets.

Uncle Sam did not care so much now for the West Indies as he was coming into the possession of tropical islands of his own. Canada was getting to be quite a big boy now. There were more children in the country to eat sweets and fruits. He could not understand why the United States should desire to interfere in any business relations which one part of the family circle of the empire might desire to establish with another, and it might be that if they persisted in interfering they would find it not much to their profit. As Mr. Schofield had pointed out, a number of the chambers of commerce on the islands had passed resolutions favoring preferential trade with Canada and the island of Barbados had placed a measure looking to the same on their statute books. It was felt, however, that it would be embarrassing for Canada to have a trade treaty with one island alone. Barbados is a crown colony and the treaty could not come into force without the sanction of the imperial government. It was therefore proposed that an imperial commission be appointed to look more closely into the whole trade question and made recommendations. That commission had been appointed about a month ago. All the members of it had had much experience and were eminently fitted to serve on such a body.

He had, he went on, been prepared to find a certain amount of interest in Canada in the commission. He had been astonished, however, at the enthusiasm with which they had been received. Even in Toronto, so far away from the West Indies, keen interest had been taken in the questions under consideration. He was not so much surprised that here in St. John so near the West Indies the natural trade ally the merchants should have a large interest in the commission, but he was hardly prepared for the warm demonstration they had met and which he had no doubt would be repeated in Halifax and Montreal.

When Mr. Foster had gone to the West Indies, said Mr. Fielding in conclusion, he was told that Canada was not big enough to bother with and that the United States was the natural market of the islands. Conditions had changed since then, however, and he hoped the time was not far distant when firmer trade relations would be established between the islands and Canada.

Hon. William Paterson said he thought ample justice had been done to the toast. He would, therefore, content himself with thanking those present for the warm welcome extended to him and to the other members of the commission.

W. S. Fisher, oin proposing the toast The Dominion, said it was not often they had such distinguished guests in St. John. His interest in the West Indies question, he said, was keen. He regretted they could not induce more of the men from the western parts of Canada to come to St. John as he was sure if they did they would recognize at once the dignity and importance of the east. Speaking for the board of trade, he assured Hon. Mr. Pugsley that they appreciated what he had done and was going to do for the port of St. John. There was no rivalry between this city and Halifax. The people here were broad-minded enough to recognize that there was enough trade not only for both, but there would soon be enough for every port it would be possible to open on the Atlantic coast.

Hon. Dr. Pugsley, whose name had been coupled with the toast, was received with round after round of applause as he rose to his feet. He said he did not consider it either very desirable or necessary to take up very much of their time speaking of the Dominion of Canada, because its progress and greatness had already been referred to in eloquent terms. He had also been reminded at the beginning that there were some present who hoped they would not be detained so late as on the previous night. He was glad to notice that when proposing the toast the term Our Dominion had been used. The time has passed when Canada can be referred to as a colony. Canada is one of the great overseas dominions of the empire. Lord Balfour, in his speech, had expressed the belief that Canada would soon be one of the greatest states of America. He would assure the noble lord that Canada is now the greatest state of America.

Lord Balfour—"I said of the world."

Mr. Pugsley—"Well, my lord, I would say of the world, too."

Continuing, the Minister of Public Works said it was true that Canada has not as great a population as some countries. But greatness of population does not make a country great, otherwise China would be the greatest country in the world. To be great the population of a country must be courageous and energetic and Canadians had these characteristics in the highest degree.

If it were possible for those who have not done so to go over the west the progress they would see would be a revelation to them. The work which he was carrying on in St. John had been referred to, and he wished to say that Hon. Mr. Fisher had taken the most kindly interest in all his plans to assist this city on its march along the path which nature and destiny have so clearly marked out for it.

In regard to trade with the West Indies, he pointed out that Canada was in a position to offer an ever growing market. The west was filling at an astonishing rate and these farmers would all be consumers of tropical fruits.

In conclusion, the minister dwelt on the great pleasure it gave him to be present and meet with the noble lord and his fellow commissioners and to renew his acquaintance with Sir Daniel Morris. He had traveled over the dominion and had come back prouder of the fact that he was a Canadian, and he would be always willing to do his part in the helping to build up the country. (Applause and cheers).

Lord Balfour of Burleigh, arising at the conclusion of Dr. Pugsley's address, said he had a duty to perform and he thought the gathering should not separate without giving him an opportunity of discharging it. He remarked on the pleasant nature of the dinner and the fact that the toast list had been comprehensive. He suggested that those present should join in drinking the health of the president of the Board of Trade. He felt that the commission owed a great debt of gratitude to the officers of the board of trade for the trouble they had taken to make the visit of the commission a success. Such things merely required a little organization to be successful, and through the efforts of the officers of the board of trade, this organization had been effected. He owed a debt of gratitude to them for the pains they had taken to make the commission's visit a success, for their kindness and hospitality, and for their success in extracting from Finance Minister Fielding his important and timely address. He had made a mental note of some statements in that address for future reference. He then proposed the health of Mr. Foster.

Mr. Foster, in replying, said he occupied the position of president of the Board of Trade because he desired to do what he could to further the interests of his native city. He considered the presidency of the Board of Trade an honor to which many young men could well aspire. It was a privilege also to be a Canadian, and especially a 20th century Canadian, for the Canadian of this century had many opportunities which men in the past could not enjoy. He then referred to the growth of St. John's trade from $6,000,000 ten years ago to $26,000,000 this year. In this connection it was a matter for gratitude that the Dominion government was beginning to see the importance of equipping this port as a national port and voting money for that purpose. The way to further the Imperial idea was to secure in a practical way such trade arrangements as would enable the different colonies to trade with each other profitably, thus building up a common bond of empire.

He looked for great development and growth in Canada in the future and he believed that when the Transcontinental railway was built a great trade would come this way. It was for the government to see that the ports of the Maritime Provinces were equipped to handle it. Mr. Foster then proposed three cheers for the King and for the Royal British West Indian Commission, and the gathering dispersed.

DODD'S KIDNEY PILLS
FOR ALL KIDNEY DISEASES
CURES RHEUMATISM
BRIGHT'S DISEASE
BACKACHE
DIABETES
NUMBER 23 THE PROPRIETORS

WEARS A No. 17 BOOT

New York.—Geo. Dolling, seven feet and a quarter inch tall, arrived here today from England. He was met at the pier by his brother-in-law, Benj. Corday, who is a mere stripling of 6 feet 8 1-2 inches.

Dolling wears a number 17 boot, about six inches wide and sixteen inches long—eats enough for three ordinary men—and enjoys every mouthful.

It is a great thing when one goes to the table with a hearty appetite and sound digestion. Many things tend to make us eat less than the body requires.

Constipation, Biliousness, Torpid Liver, Weak Stomach, Impure Blood, Sick Kidneys—all these troubles affect Digestion and the desire for food.

"Fruit-a-tives," made from fruit juices and tonics, is the best appetizer, because "Fruit-a-tives" makes the stomach strong—the liver active—the bowels and kidneys regular—the blood pure and the skin clean. If you want to be well and feel well, take "Fruit-a-tives."

50c. a box, 6 for $2.50, or trial size 25c.—or may be obtained direct from Fruit-a-tives Limited, Ottawa.

SISTER OF HON. J. P. BURCHILL DIES IN STATES

A telephone message to The Telegraph from Newcastle last evening stated that there was no change in the condition of Hon. J. P. Burchill, M. P. P. It was also stated that word was received at Mr. Burchill's home yesterday telling of the death of his youngest sister, Mrs. Geo. Stirling at her home in Morris (N. Y.), after an illness extending over a period of three weeks. Another sister, Mrs. Sargeant, was with her when she died. The body will be brought home to South Nelson for burial. The news of Mrs. Stirling's death came as a great shock to her friends and the deepest sympathy is felt for Hon. Mr. Burchill.

BANGOR ENGINEER KILLED

Houlton, Me., Sept. 28—Death came to Engineer Charles Keefe, of Bangor, this afternoon at the local hospital as the result of the injuries sustained when his freight train from northern Maine Junction to this place on the Bangor & Aroostook railroad, was ditched by a washout near West Seboois station.

The Piercing Rheumatism is from Uric Acid in the Blood. Get it out with
Abbey's Effer-vescent Salt
SOLD EVERYWHERE. 34

ST. JOHN BUSINESS MEN EXPRESS THEMSELVES ON WEST INDIES TRADE

Improved Steamship Service the Principal Matter Requiring Attention—Royal Commisioners' Session Here Yesterday Afternoon One of Much Interest and Importance—Five St. John Merchants Present Views

The Royal British West Indian Trade Commissioners, Lord Balfour of Burleigh, Sir John Poynder-Dickson-Poynder, Sir Daniel Morris, Hon. W. S. Fielding and Hon. Wm. Patterson arrived in the city yesterday morning on the I. C. R. Maritime Express and registered at the Royal. They were accompanied by Hon. George Gordon, secretary to Lord Balfour; H. R. Colwell, secretary, and R. H. McCarty, technical expert of the commission; R. B. Veits and J. A. Russell, secretaries to the Canadian commissioners, and R. C. Dunbar, stenographer.

Yesterday afternoon the commission held its first session in the board of trade rooms and heard the views of H. B. Schofield, Charles Peters, L. G. Crosby, J. Fraser Gregory and John Sealy as to the conditions and necessities of Canada's trade with the West Indies.

The local business men were agreed on the necessity of improved transportation service, but differed on other points. It was fairly well brought out, however, that St. John exporters of dried fish or lumber do not fear any competition in the West Indian market and desire no preferential treatment. On Canadian flour a suitable preference would, it was believed, result in turning the whole British West Indian flour trade of 500,000 barrels per year toward Canada and the most of this would be handled through St. John. One matter which would materially aid Canadian trade was the establishment here of commission and storage warehouses where general goods for the West Indian market could be kept in stock and orders could thus be filled without the delays incident upon the long Canadian railway haul.

Lord Balfour of Burleigh presided with Sir John Poynder-Dickson-Poynder and Sir Daniel Morris to his left and Hon. W. S. Fielding and Hon. Mr. Paterson on his right.

President Foster of the board of trade welcomed the distinguished visitors on behalf of the board and Mayor Bullock did the honors for the city in a similar vein.

Lord Balfour then briefly explained the scope and purpose of the commission which had been appointed by the imperial government to investigate trade conditions between Canada and the British West Indies and report any recommendation which might impress the existing conditions or lead to greater trade development. He urged that local merchants who had any suggestions to make should come forward as it was the desire of the commission to get close to the real mind of the people and if this could not be done their mission would be worthless. Merchants interested in the trade of the port should put their shoulders to the wheel and work for the benefit of all. The commission would make full and complete enquiry into the trade methods and prospects with the West Indies, including such subjects as improved transportation, cheaper cable systems and any other points bearing upon them. The matter of transportation was, he thought, very near to the whole matter. Transportation should be as rapid as possible and as certain as possible and it was largely on this matter the commission expected to get information here.

H. B. Schofield.

H. B. Schofield, who was one of the members of the board of trade commission to visit the West Indies, was first called. He said the most important problem in connection with the West Indian trade was that of transportation. The quarantine regulations in the West Indies were very detrimental to any steamship company doing business in the West Indies. Frequent outbreaks of disease were a great drawback. When he visited Barbados the port was under quarantine for smallpox and the steamer was under quarantine for some time. At Trinidad he also found the port quarantined by the steamship companies on account of supposed smallpox, but afterwards it was found the disease was not smallpox. He thought there should be some central authority to regulate the matter of quarantine in the West Indies.

Lord Balfour—"You will agree that reasonable quarantine regulations are necessary, but they should be enforced with as little inconvenience as possible. The central quarantine authority exists now."

Continuing, Mr. Schofield asked that the present eight day wait of West Indian steamers in Halifax could be eliminated as it was detrimental to St. John. Under this arrangement it made Barbados a nineteen day journey, Trinidad twenty and Demerara twenty-two days as compared with a ten or twelve day passage in competition from New York.

Hopes for Direct Service from St. John.

He hoped there might be a direct service from St. John, which would remedy this. He had been told by West Indian importers that very often their cargo was not brought forward in Halifax. As a case in point he told of a Bermuda shipper who was short of flour but who had a car ordered in Canada and had received advices that it had reached Halifax. When the steamer reached Bermuda this man's flour was not on board. He had heard that steamship agents handled cargo to the best advantage and as flour paid them less than other goods they allowed flour to wait.

Lord Balfour—"You mean they take what pays best regardless of which is the most perishable."

Mr. Schofield—"Yes."

Lord Balfour—"You can hardly blame them for that. It is human nature to take what pays best."

Boats Not Suitable, He Says.

Referring to the steamship service Mr. Schofield said that there were four boats in the trade now. Two of them, the Oruro and Ocamo, were very old and hardly suitable. There were not enough ships in the trade to have the ships properly cleaned. He would favor more ships.

Lord Balfour—"Would a through service from some point in the north to some point at the south of the islands, going through them all and with a distributing centre in the islands commend itself to you?"

Mr. Schofield said it would. The principal competition St. John had to meet was from New York, where the steamship service is most dependable.

Mr. Fielding—"The only suggestion you can make as to improved steamship service is for more steamers?"

Mr. Schofield—"Yes."

Mr. Fielding—"You are aware that the Pickford & Black people claim the service does not pay now and a better service would mean more expense. The Pickford & Black line pioneered this service, and we feel like giving them some consideration. We would prefer to see Canadian people get the business if they can do it, but if they can't we must get the best service we can from any other place. That, I am sure, is the way the government will look at it." Mr. Fielding then asked Mr. Schofield if the steamer had quarantined Trinidad or if the port had quarantined the steamer.

Mr. Schofield replied that the quarantine was the result of petty jealousy between Trinidad and St. Kitts. There was a quantity of cargo waiting for the steamer at St. Kitts and the captain was advised that if the steamer called at Trinidad, where there was an outbreak of smallpox, St. Kitts would enforce quaraatine against her.



Lord Balfour of Burleigh, Chairman of Commission.

Mr. Fielding then asked if Mr. Schofield had statistics of St. John's trade with the West Indies, and receiving a negative reply, vouchsafed the statement that Halifax did the larger business.

No Central Authority.

To Sir Daniel Morris, Mr. Schofield said his complaint in reference to the quarantine at Trinidad was that there was no central authority to say whether the disease was smallpox or not. Medical men from three British men-of-war were taken ashore at Port of Spain and pronounced the disease was not smallpox but this was not accepted by the steamship people. With a direct service he thought St. John's trade with the West Indies could be largely increased in the lines of flour, oats, potatoes, hay and manufactured lumber. Most of these articles were close at hand in this province. In reference to delays in delivery of freight, he felt that much delay was due to inland haulage in Canada. Commission houses at the Canadian seaboard would overcome this.

To Sir John Poynder Dixon Poynder Mr. Schofield said St. John and Halifax were the only ports engaging in the West Indian trade that are open all the year. He thought Mr. Fielding could answer for Halifax.

Mr. Fielding (laughingly)—"Can you answer for St. John?"

Mr. Schofield—"Yes, St. John is open."

Mr. Fielding—"Well, we are trying to open it for you."

To Lord Balfour, he said it had been suggested that steamers should alternate sailings from St. John and Halifax. He thought the shipments of potatoes, hay and similar lines might be concentrated to an extent. A commission house dealing generally would be a great benefit at the seaboard. In his own case he was able to make quicker shipments. He thought the business in flour, hay, oats and other lines could be very largely developed by warehouses. Many of the New York commission houses were very strong financially and in many cases they sent goods to the West Indies on invoice and the recipients paid for them when they had the money.

Tariff Changes.

In reference to tariff changes in the West Indies, he had found that Trinidad could not make closer tariffs with Canada because their principal export, cocoa, went to the United States. Later Trinidad had expressed its willingness for tariff changes giving a preference to Canada. Barbados had already suggested it. Taking the statement of the trade and commerce department, the total trade between Canada and the West Indies was $12,948,907. He thought better postal arrangements could be made. In his own case in the matter of samples being sent by mail he found the arrangements very poor.

Lord Balfour said the post office department of Canada had this under consideration now and hoped to make a better arrangement.

To Sir Daniel Morris he said he considered the great factors in developing the Canada-West Indian trade would be better steamship arrangements and a preferential tariff.

To Mr. Patterson he said that he would favor the West Indian tariff on certain articles being raised against other countries and left as it is as applied to Canada.

To Mr. Fielding he said flour would be one line which would benefit by the establishment of commission houses in St. John.

This concluded Mr. Schofield's information and Charles Peters, of Baird & Peters, was called.

Charles Peters.

To Lord Balfour, Mr. Peters said his firm imported sugar and molasses from the West Indies. About 7,000 puncheons of molasses were imported in a year. Goods coming in to St. John from the West Indies were sometimes damaged by careless handling on the steamers. The grievance in this regard was general, there being considerable leakage, etc. Molasses was being landed in Montreal today at twenty-five cents per puncheon cheaper than at St. John. It would cost twenty-five cents more for 120 wine gallons of molasses. Formerly his firm got a freight rate of $2.50 per puncheon for 1,000 puncheons. This had been raised to $2.75. Montreal's rate was formerly $2.70, and it had been reduced to $2.50.

To Sir Daniel Morris he said that his firm imported centrifugal muscavado sugar from Barbados, known as dry Muscavado. About 3,000 barrels of this sugar would be brought in every year. The molasses trade he regarded as fairly satisfactory, and he thought the market for Barbados molasses would increase if the quality was kept up. The molasses his firm imported was fancy Barbados molasses, and there was no duty on it. It came in under a special ruling and had to be tested. This molasses was produced direct from cane juice.

L. G. Crosby

L. G. Crosby, of the Crosby Molasses Company, was called. He said the preference affected molasses. From the British West Indies the molasses comes free, while from the foreign West Indies there was a duty. This preference had the effect of giving to the British West Indies practically all of the molasses trade of Canada. His export business to the West Indies was mostly in lumber and shingles. Most of his trade was done with Barbados, as the other islands use yellow pine or American pine. In lumber and shingles there was no competition with the United States. He thought if the West Indies would grant a preference on flour, split peas, oats, etc., it would work up a business with the west which would be done through St. John. At present much of this business was done on consignment, which he thought was improper. The trade relations should come first and the facilities will follow. In Barbados the duty on flour is $1 per barrel, but if this duty was raised to $1.50 per barrel against other countries, leaving the Canadian rate as at present, Canada would get the trade. He was not in the flour business, but might be in it if there was money in it.

To Mr. Fielding, he said that the pine and spruce lumber sent from here would not enter into competition with the United States, as they sold a different class of lumber. The British West Indies used 500,000 barrels of flour per year, and all of this should be supplied from Canada. If this trade came St. John would soon get the facilities, and a preference would bring the trade.

To Sir Daniel Morris, he said the ordinary molasses was entirely dependent upon the maintenance of a Muscovado molasses and there would be a market for it. In certain localities the choice molasses was used, and in others the fancy molasses known in the West Indies as Syrups, was used.

To Sir John Poynder-Dickson-Poynder, he said his trade was mostly with Barbados. Barbados people bought the cheapest grade of shingles and bought often.

J. Fraser Gregory.

J. Fraser Gregory was next called. To Lord Balfour, he said the firm of Murray & Gregory, Ltd., had been interested in the export of lumber to the West Indies for five years. They did business with all the British West Indian markets except Barbados. White pine boards could easily be sold in competition with New York, but doors, sashes and mouldings could not. This was on account of the difference in freight rates to be looked after by the purchaser, as his firm sold f.o.b. St. John. He had not gone into the West Indian trade in his lines very fully as in doors and sashes, the local business of his firm kept him busy. His firm had no business agents in the West Indies and shipped no goods on consignment. The principal difficulty he met was steamship facilities. If they had very large shipments to make they asked for space, but were never certain of getting it. Much of his business in St. John harbor was handled from lighters, and often the lighters were brought beside the steamer only to find the lumber could not be taken aboard. In one case a shipment of onion crates due in Bermuda in March, did not get there until the end of June. The steamers were rushed in and out of St. John, and often did not stay long enough to get lumber aboard. The discretion used in loading the vessels was not good, and consignments were often broken. Shingles were stowed in the hold of a vessel near the engines or boilers, and when taken out were so dry that bundles frequently went to pieces. He would like to see a direct steamship line to the West Indies and thought there would be ample business for one.

John Sealy.

John Sealy, exporter of fish and general produce, was next called. His firm exported salted, dried and pickled fish from Nova Scotia and Quebec. He had met no competition from the United States, but there was a little from the East coast of England. He was fairly satisfied with the transportation services as his fish was always taken. He had probably shipped more stuff to the West Indies per year than any other shipper. He did not feel there should be a direct service, but he favored faster boats. Steamers at present stay here only two days, and this is a distinct disadvantage. The reason of the short stay in St. John compared with the longer stay in Halifax, was that the boats were cleaned and repaired in Halifax, and St. John had no drydock. He believed St. John would have a drydock, and this difficulty would in a measure be obviated. St. John was discriminated against in favor of Halifax by the Pickford & Black people, and naturally so as the line was owned in Halifax. The delay in getting lumber on board was probably due to the fact that other articles of freight, notably fish, paid a higher freight rate, and the steamers would naturally take what paid best. The steamship communication with the West Indies for certain products such as fish and potatoes was a great boon to the Maritime Provinces as the products could hardly be sold elsewhere.

Mr. Fielding—"Our statistics show that the West Indies imported $388,000 worth of fish from the United States.

Mr. Sealy—"That fish must have come from Newfoundland, as we have no competition with the United States.

To Sir Daniel Morris, Mr. Sealy said a preference on fish would be of no benefit, as he never met any opposition in the business. He had sent fish to Trinidad via New York in bond. Being of British origin they would be admitted on the same basis as if sent from here. The salt fish business is gradually decreasing, and he thought it was a waning industry. A preference would be of no value whatever.

To Sir John Poynder-Dickson-Poynder, he said a more frequent steamship service and an additional day or so on the part of the steamers would be advisable. St. John and Halifax should work together to develop the West Indian trade. The steamers were known to be inferior. The freight rate from New York to Trinidad was lower than from St. John, and there was nothing to be gained in point of time.

This concluded Mr. Sealy's statement, and the commission adjourned until 10 o'clock this morning.

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"How large was it."

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