GANADIAN FLOUR MILLING INDUSTRY AS IT IS AT THE PRESENT TIME

Annual Output of Flour Ranks Second in List of Canadian Industries Output Could Meet Requirements of a Nation of Thirty Millions ---Wheat Production Likely to Increase for Many Years to Come

milling industry by Oliver Master, M.A., appearing in the Canadian Miller and Cerealist.)

Having given a brief historical survey of the Canadian milling industry from the viewpoints of technical development and commercial progress, we may next consider more carefully the extent and importance of the industry as at present constituted.

In point of value of the total annual output, the flour milling industry ranks second in the list of Canadian manufacturing establishments. The most recent Dominion census report shows that the flourmills of this country produced in the year 1910, flour and the by-products thereof to the value of over eighty-two millions of dollars—exceeded only by the vales of the products of the log industry, which in the same year passed the hundred million dollar mark. Th capital invested in the business of flour milling is relatively smaller compared to the value of the output than in many other branches of manufacturing, notably in foundry, electrical and all iron or steel-working industries. Yet the amount of capital invested in the milling plants of this country reaches the very respectable total of nearly forty-five million dollars.

The immensity of the industry is further indicated

by the annual output and daily capacity of the plants. time are capable of turning out one hundred and twenty-one thousand barrels of flour per day—in oth er words, something over thirty-six million barrels in a twelvementh. In short, Canada now possesses sufficient milling capacity to meet the requirements of nation with a population of thirty millions. Needless to say, our mills are not operated at anything like full capacity, but the output is nevertheless far above home requirements.

Future Prospects Good.

The prospects are that for many years to come ou wheat production will continue to increase with much greater rapidity than the domestic consumn breadstuffs, and the Dominion must for a indefinite length of time be a large exporter of whea either in the raw state or in the form of flour and milling offals. Those Canadians whose pride and optimism respecting their country lead them to predict for her a magnificent future, industrially and commercially as well as agriculturally, have been quick to see that herein the Canadian people have a golden opportunity for the building up of an immense home industry and for the creating of a tremendous foreig: trade in a finished commodity, at the same time retaining as the result of manufacturing at home, those valuable by-products which further the interest of the farming community. Of the closeness and importance of the inter-relations between the flour-milling and agricultural industries more will be said later. Continuing the discussion of the present state of the industry we may now examine the advantage it enjoys and the disadavntages under which it labors in Canada, how well the Dominion is adapted for the flour milling business, what are the sources of raw material, the facilities for manufacturing, the outlets for products, and numerous other important factors

Sources of Raw Material.

possession of an abundant readily available supply of wheat of good milling grades is commonly regarded as an indispensable condition for the four of a large and successful milling industry. That the centre of manufacturing itself be in the wheat field or that the wheat producing section be days absolutely requisite. That was so in the era of great milling, but holds true no longer. Witness Argentine, on the one hand, with unsurpassed source of home grown raw material and yet with a comparatively undeveloped flour-milling industry; on the oth er hand, the United Kingdom with a comparatively unimportant wheat crop at home, but boasting ditions are at all favorable, the millers are at a distinct advantage if their plants are adjacent to extensive and fertile wheat fields. In this respect the millers of few countries are so favorably situated as are

The production of wheat in a great part of Canada notably the Maritime Provinces, Quebec and British is, indeed, almost negligible in quantity; but the three Prairie Provinces, Manitoba, Albert and Saskatchewan, furnish a supply of raw materia which is abundant in amount and, what is more important, unrivalled in quality.

The Best Wheat is Available.

Without a doubt, then, the Canadian miller has at product alongside that manufactured from of the United States, Argentine, Russia, India, Aus tralia or any other of the great grain producing tions of the world.

In addition to this "Manitoba" crop, the Canadian millers have a certain amount of excellent winter wheat— a supply which is not inconsiderable, al-though it is much less than in former years, and is still decreasing noticeably. Ontario, in which province it is chiefly produced, grows annually about ion bushels of this wheat and the flour nanufactured from it meets with very goo me and British markets. In fact, British buyers are occasionally willing to pay a slight pren tum in London, Bristol, Liverpool, Glasgow, Leith and other markets for the best l own, well-established brands of Ontario soft wheat flour

true only when the Ontario crop is of unusually good quality or when the U. S. A. soft wheat has been curint or marketed early. Certain of the States of the American Union, especially Michigan Ohio and Illinois, grow a quality of soft wheat which is superior even to that of Ontario and, if they have a large surplus, our Canadian soft flour nanne mand a fancy price. As a rule, however, the States mentioned have not a very great surplus for the ex port trade. In contrast to the Manitoba stuff, very of our Ontario wheat is exported in the raw ulk of it, indeed, is retained for home e, the pulk of it, indeed, is retained for home con-pution. Among consumers in Ontario, Quebec, and Maritime Provinces, the favorite grade of flour household use is a blended product manufactured in hard and soft wheat mixed in varying propor-

A great deal of our Ontario wheat is used for mix a great deal of our Ontario wheat is used for mix-ing purposes. In the baker's trade, however, hard flour exculsively is used for bread and the pure noft wheat article for fancy baking. Whatever soft wheat goes for export goes almost entirely in the form of

(Being the second in a series of articles on the flour clear soft wheat flour. Only in the last year ha there been any great attempt to export it in the raw state, but without doubt the greater proportion of it will be present discrminiation in ocean freight rates is removed.

> In summing up the position of Canadian millers as regards sources and supplies of raw material, we may ay that they are admirably situated for the develop ment of their industry.

great, flourishing and rapidly growing milling indus try. Nevertheless, in any country where other con

Manufacturing Facilities.

The next point to be considered is the matter of anufacturing facilities and advantages, which is very industrial undertaking are a most important onsideration

It has already been mentioned that Canadian millrs have always been to the front in adopting the latest improvements in flour-milling machinery. They vere the American pioneers of the Hungarian sysem; likewise they have been in the van in the installation of every other valuable mechanical inven-The plants of our leading milling firms, the Western Canada, the Maple Leaf, the Ogilvie, the the largest and finest in the world. Mills with great best modern machinery

-date plants. There are scores of smaller mills scattered throughout the length and breadth of Onwhich have kept right abreast of the times in great deal of capital in order to withstand the in-creasingly keen competition of purely merchant com-

nd of keeping their plants a little better than or, at east equal, in equipment with those of their compe itors in other nations. The necessity has been the direct outcome of the change from the era of gristing o that of merchant milling which has been effected y modern transportation development. Those gristng mills which were unable to keep up the which did not change with the times, have been re duced to the status of a combination of the feed star and chopping stand.

In maintaining the standard of their mills, Capa dian millers have been and are yet at a distinct disadvantage as compared with British and American competitors. The millers of the United Kingdo buy the best machinery and the price they pay, if the machinery has to be imported, is the price made by world-wide competition of foreign manufacturers They pay no duty, American millers buy their equipment at home, where it is considerably cheaper than it is in Canada. There are several mill-building ompanies in the Dominion which turn out complete equipments, but their prices are extremely high; in fact, the man who is building and equipping an ennot far distant from the milling plants is not in these tirely new plant finds it to his advantage to let the contract to an American firm and pay the duty of twenty-seven and one-half per centum rather than purchase from Canadian manufacturers

Labor Conditions. The majority of industries both in this country and

the United States are heavily handicapped in competition with European manufacturers by the rela tively high femuneration to labor paid in America. It is a well-known fact that labor is much cheaper Great Britain, Germany, France, Austria-Hungary and European countries in general than it is here But flour-milling is an industry in which this difference imposes a minimum of disadvantage. In it the employment of labor is comparatively small; wagepayments do not constitute a very important factor in he cost of production of the unit of output, a barrel of flour. Some figures on this point in comparison with other industries may be of interest. According to the Dominion census report for the year 1911, the flour-mills of Canada produced in 1910 wheat products to the value of over eighty-two million dollars, and the best hard wheat obtainable, and he and they employed under 6,000 wage-earners. In the has it in great and ever increasing amount. In this same year foundries and machine shops, the output total of over sixteen million barrels per annum. The distant markets for the disposal of their output. On respect he need fear the competition of no other of which was valued at less than \$50,000,000, gave



MR. NOEL MARSHALL. Director of Sterling Bank, whose annual report ap pears in to-day's issue.

ging industry, with a production valued at approxi mately thirty per cent. greater than that of the flour ills, employed over twelve times as many workers. These few figures suffice to show that in comparin with other staple industries such as logging, ironworking and textile-manufacturing, the labor factor in the business of flour-milling does not bulk up very important. are paid at a higher rate than those in European ntries, but the unimportance of the wages item in the ultimate cost of the produce is such that n ake of the Woods and other companies are among serious handicap in competition is imposed. On the other hand, our labor is at least as efficient as that the largest and finest in the world.

ally capacity, situated at St. Boniface, Montreal, Which is at the disposal of foreign millers. Practical milling experts in Canada have frequently carried off Jaw, Keewatin, Portgage La Prairie, Winnipeg, and honors in competition with millers from the United ort William, are equipped throughout with the very States and Europe, winning highest awards at various exhibitions.

Available Power Facilities.

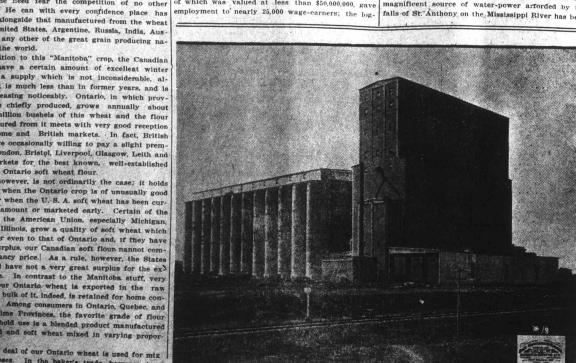
maintaining technical efficiency. They have not, of the adaptability of any country, as the seat of a course, done so merely as a matter of choice; they have had to do so or go out of business. During react years, most of them have been compelled to scrap obsolete reducing machinery, to install expensive obsolete reducing machinery, to install expensive of the vanishing point. In some mills the power item of the vanishing point in the foregoing. purse, done so merely as a matter of choice; they great flour-milling industry. Milling plants are heavy obsolete reducing machinery, to install expensive plansifters, bleachers, etc., and in general to investa creasingly keen competition of purely merchant com-panies with greater working capital, output and of course, when available in sufficient and steady

No effort has been spared by the milling companies supply, is by all means the cheapest, and its abundf the Dominion, large and small alike, toward the ance in early years especially in Western Ontario accounts partially for the concentration of the industry there. The greater part of the Dominion, in fact pre-eminence in flour-milling. That fact alone, of of about \$12,000,000, whereas the three hundred and except the prairie provinces, possesses a wealth of course, could not have made the city what it is. It water-power available for the generating of electric. ity. Industrial development, including that of flour. did grain supply from Minnesota and the Dakotas, milling, has in this respect been well-provided for in and above all, by the energy and acumen of her pio-

One of the main causes of the comparative fewness of small country mills in the Canadian West has been making Minneapo rivers. The cost of fuel, too, has made the use of steam-power very expensive. The streams are few in number and sluggish in flow. Right in the midst of the world's most fertile wheat fields, the flour-milling industry has made slow progress. The whole then, Canada is amply endowed with power resources. In the east there is abundance of water-power, and coal is obtainable at a fairly low figure; in the west the industry, like all others, will have to centralize at the most favorable industry has made slow progress. the fact that the country is poor in power-generating dustry has made slow progress. To some extent points. this may be attributed to the scant attention paid to mixed farming, but it is more directly due to the high operating expenses, of which the power bill is the to be classed and treated under the head of "manumost important. Cheap power is one of the strongest facturing facilities." However, an early start, supforces tending to centralize such an industry as mill-

States. The Britisher is probably in the most faverage evidenced respecting city growth by such examples orable position. Although his country is poor in was as Manchester, Sheffield, Waterbury, Meriden and ter power, it is rich in coal and he is able to gen- Detroit. The millers of the Dominion have laid well erate steam-power at a lower cost than foreign manand hydro-electric power resources, Canada may be ing foreign markets. nises to remove this past difficulty.

importance of chean power in building ap and centralizing the milling industry. This is best exemplised with a small gristing trade of the "agricultural adjunct" type. With the coming of railroads they producing centres of the world in annual output. The branched out on a commercial basis; they ground American as well as Canadian wheat, they entered distant markets for the disposal of their output. On the coming of the world in annual output. The distant markets for the disposal of their output. On the coming of the world in annual output are severed with a small gristing trade of the "agricultural adjunct" type. With the coming of railroads they fattening of stock. To be situated in or near a community where mixed agriculture is engaged in extension of the coming of railroads they for the world in annual output. The distant markets for the disposal of their output. On



NEW GOVERNMENT GRAIN ELEVATOR AT SASKATOON.

THE STERLING BANK OF CANADA

esult of the Business of the Bank for the Year Ending 30th of April, 1915, Given at the neral Meeting of the Shareholders, Held at the Head Office, Toronto, on Tuesday, 18th,

PROFIT AND LOSS ACCOUNT.	
Profit and Loss, 30th April, 1914the year ending 30th April, 1915, after deducting charges of Management, rebate	\$ 87,982.57
est, etc	115,111.29
ding a total of	\$203,093.86
riated as follows:—	PACK DOM
to Contingent Account as appropriation for Bank Premises, Bank Note Ac-	\$ 71,646.41
Gans, etc.	28,799.80
r possible depreciation in Securities held	10,463.75
Profits carried forward	40,000.00
	52,183.90

52,183.9 \$203,093.86 RESERVE FUND. Balance brought forward..... \$300,000.00

LIABILITIES. Notes of the Bank in Circulation.....

Deposits not bearing interest...

Deposits bearing interest (including interest accrued to date of statement)... \$ 957,045,00 Total Liabilities to the Public.
Capital Stock paid up.
Reserve Fund. \$7,938,244,30 .. \$1,198,801.69 Reserve Fund...
Dividends unpaid
Dividend No. 33, payable 15th of May... Undoubtedly, milling employes in Canada Balance of Profit and Loss Account carried forward.....

GENERAL STATEMENT

1.570.039.55 \$9,508,343.85
 Current Coin held by the Bank
 \$ 47,022.26

 Dominion Notes held
 980,745.25

 Deposits with the Minister for the purpose of the Circulation Fund
 56,400.00

 Notes of other Banks
 112,084.00

 Cheques on other Banks
 458,852.74

 Balances due by other Banks
 10,000.0
 alances due by Banks and Banking Correspondents elsewhere than in Canada 333,224,91 \$1,998,324,16 Available Power Facilities.

The difficulty and cost of securing an ample and steady supply of power has an important bearing on the adaptability of any country, as the seat of a great flour-milling industry. Milling plants are heavy of the country of the count Canadian Municipal Securities, and British, Foreign and Colonial Public Securities other than Canadian..... \$3,622,568.42 15.632.83

3,734.07 73,757.81 A. H. WALKER, General Manager

course, could not have made the city what it is. It eighteen neer business men. Nevertheless, the availability of ten times as great as those in Quebec. The abundant, cheap power has been the prime factor in

Taken on the whole then, Canada is amply endow-

The Advantages of an Early Start.

Strictly speaking, this consideration ought hardly plemented by an energetic business policy and by the investment of a considerable amount of capital, must How do we compare with our competitors on this be considered as of first importance in developing score? Practically speaking, we need consider only any great industry. It applies to nations as a whole the millers of the United Kingdom and the United as well as to particular cities, although it has been

ufacturers. Between the U. S. A. and Canada there dustry. They have been wide-awake in seeing me is little choice; the former has the edge in the price chanical perfection and have not feared to make lib of coal, owing largely to the better distribution of eral investment of their capital. When the commer coal fields over the country. Respecting water cial era came, they were in the front rank on seek said to have the advantage. Both, however, have their endeavors to build up, wherever they can adabundant resources which, as yet, have been little developed. No part of the Dominion except the prai. as to the securing of motive power and in the prairie provinces the discovery and utilization of natural gas Province of Ontario. This degree of concentration has not been entirely due to the natural advantages Before passing from this phase of the subject, it is of this province for the business; it can safely be atnot out of place to emphasize by illustration the vast tributed in large measure to the faith and ability of mportance of chean power in building up and cen- the Ontario millers. The majority of them commencfalls of St. Anthony on the Mississippi River has been ped the obsolete and installed the new machinery Since the North-West opened up, with its consequent tremendous production of wheat, they have built new nills, doubled and trebled the capacity of old plants, and made every effort to capture, as far as possible, the business of grinding the western grain crop and of from being as advanced as it undoubtedly will be selling it in the markets of the world. All this has within a few years. The local mills find it imposbeen done at a great cost, and a small profit. It is sible at certain seasons of the year to meet the debeen done at a great cost, and doubtful where there is another single manufacturing mand for offals in their own immediate communications. siness in the Dominion of anything like the magnitude of the flour-milling industry in which the profits have been cut down to such a small margin during ly the pre-eminence of Ontario in the Canadian mil the last thirty or forty years. Yet the millers have ing industry. The reverse is true of the North-West gone steadily forward in the face of the severest as a whole.

and especially in British markets. To-day there are in Canada something over eleven hundred flour mills, large and small. The last census has to be shipped long distances, and const report shows that 574 of these are in Ontario, 318 in sold at a sacrifice. Very little mixed farming is car Quebec, 36 in Manitoba and the rest distributed ried on in Saskatchewan and Alberta, but the farmers throughout the other provinces. In 1910 the total proximately forty-three million dollars, and it is safe old exhaustive wheat-mining methods to more scien o say that that amount has since been increased to tific agriculture. The change will be welcomed by well over \$50,000,000. The value of the output, estimated in 1910 at slightly over \$82,009,000 is now pro- had virtually no local outlet for their bably not less than \$90,000,000 annually. In coning the size of the industry and the manner of its dison among the various sections of the Domir t is interesting to note some peculiar features. The three provinces, Ontario, Quebec and Manitoba comd, produce approximately ninety-one per cent. of the Dominion's total output of flour and its by-prolucts. To this Quebec and Manitoba contribute al nost equally, while in 1910 Ontario's share of the total production was, roughly speaking, sixty, four pe centum. A noteworthy fact, well exemplifying the take over the German and Austrian interests in its recent trend of organization in this industry is made. It had been expected that the American Ambassador it had been expected that the American Ambassador it had been expected that the German and Austrian interests in its control of the ident by a comparison of the mills of Manitoba and Quebec. Taking again the figures of 1910—the thirty- Allies turned to Spain instead.

the chief factor in giving Minneapolis this place of six plants of Manitoba turned out stuff to the value mills of Quebec Province produced goods valued at only slightly more than \$11,000,000. Flour mills in Manitoba have an average capital thirteen times as great, and an average annual output nearly province, with its big mills represents modern busiess organization

\$5,885,775.43

\$9,508,343.85

The comparative figures for the years 1900 and 1910 prove (which hardly requires proof) that the great growth in milling has come as an accompaniment and esult of the immense increase in the wheat production of the west. In 1900 the amount of capital in vested in the industry stood at \$15,000,000 and the alue of the annual output at \$32,000,000 in round numbers. A decade later the aggregate of ca had increased to \$43,000,000 and the value of products to \$82,000,000 or, in other words, respective increases in ten years of 162 per cent, and 187 per These figures indicate not only that the industry has a splendid start and foundation but more over, that it is in a sound, progressive condition, at least in the growth and extent, if not in the profits of the business

The Relation of Milling to Mixed Farming.

In estimating the facilities or advantages for flour-milling offered by the Dominion, or by any other country, the relation to other industries constitutes a weighty consideration. Especially important is the extent to which mixed farming has been developed. There are about eighty-four pounds of mill offals produced per barrel of flour. Ordinarily the value of the byproducts is from fifteen to twenty per cent. of he value of the total output of a flour mill. Obviously, milling cannot be carried on successfully except where there is a large market available for the dis posal of bran, middlings and shorts at a profitable figure. Moreover, this market must be at no very great distance from the point of manufacture, owing to the high cost of shipping such bulky freight as mill feeds. Offals comprise a class of feed known as milkthe other. In this respect, the millers of Ontario exceptionally well situated-much better, in fact, than those of most other parts of the Dominion. The greater part of Old Ontario is the seat of mixed agriculture which is already well-developed in some parts, but far within a few years. The local mills find it imposand are usually able the year round to sell their out put at profitable prices. This fact explains partialbuilding for the future as well as the has combined with the lack of power facilities to represent and slowly establishing themselves in foreign tard the development of flour-milling. Its effect is most evident in the fewness of small mills de local business; in the case of large plants, the offal nount of capital invested in the industry was apare being compelled to turn more and more from the the mills of Western Canada, which have hitherto heavy freight charges have eaten deeply into profits

> (Another article in this series will be published in due course.-Ed)

SPANISH AMBASSADOR AT ROME TO LOOK AFTER ENEMY'S INTERESTS.

Madrid, May 25.—The Spanish Ambassador at Rome as been officially authorized by his government would be asked to assume this duty but the German VOL. XXX. No. 17

RUGS MODERATELY AGTA

made in a few places the gen obably continue so owin With the opening of Archangel there are some prosp pply of that country's products in Various drug and chemical prepa-anufactured from crude material ly as well as other countries no ent a sharp advance. es were those in tartar preparat ent per pound being needed in tart nt uplift in cream of tartar. I dlitz mixture were advanced 1 per pound respectively. t holders asking \$49.50 for cryst

Oxalic acid was a strong featuical market, prices advancing per pound and caustic soda was also ng scarcity of citric acid follo output of domestic manuf a further advance to a basis of 80 nd hands. Quinine was strong and from abroad.

COTTON OPENED EAS New York, May 25 .- On the ces were off 5 to 7 points. Live

orted a small holiday market, with Cables from the British cotton at leading operators were rather for further hedge sales against int New York, May 25.—Cotton opened october

Ætna Chemical Company Limited.

anuary

PUBLIC Notice is hereby given the Part of Chapter 79 of the Revised Str 1996, known as "The Companies Ac have been issued under the Seal of State of Canada, bearing date the 1915, incorporating Orick Burroughs vocate, James Louis Finlay, steno; Frederick Gyles, Burton Frederick Gyles, Burton Frederick Ham Edward Brown, accountants, a Montreal, in the Province of Quebec is purposes yiz — (a). To huy, self-Montreal, in the Province of Queener in gpurposes, viz:—(a) To buy, sell, ine, produce, prepare for market, ar a, gun-cotton, cordite, lydiet, turpin ne, nitro-cellulse, pyroxiline, trinificire acid, and all other propellent of the propellent of the properties, mixtures or substances, of evenind, and all acids, chemical compounderials necessary or convenient for sellas necessary. nd, and all acids, chemical compoun-rials necessary or convenient for s production, and to carry on the bu illing, manufacturing and otherwise seling, manufacturing and otherwise in all its branches; (a poses aforesaid to carry on the businemufacturers, machinists, workers workers, builders and contractors, reners, ship-owners, merchants, imporers; and to buy, sell and deal in, propand to construct, erect and build, protries, warehouses, railway-sidings, harves, docks, and all other buildir every kind and description necess nt for the purposes of the compa-rells and shafts and to make, built by down and maintain. reservoirs, orks, water-works, cisterns, dams, eds, main and other pipes and ap-cecute and to do all other works are ry or convenient for obtaining, st or convenient for obtaining, st outing and utilizing water for ompany; (d) To apply for or pu acquire or control any trade man ghts, patents, grants, licenses, and the like, conferring any e vive or limited right to use, or a cormation as to any invention to being used for any of the ny, or the acquisition of which

to benefit this company; and or grant licenses in respect unt the property, rights acquired; (e) To issue tal stock of the company n part, for any property, which the company may its undertakings or busines bonds, debentures or oth of the company, to purche d to take, hold, sell the st bentures or other securities of, or in a company or corporation, and to gue of the principal and interest of the bear the dividends upon the shares of a pany or corporation, and to promot or corporation having objects similar company, and while holding the same the rights and powers of corporation. the rights and powers of ownership to the voting powers thereof; (f) To cool algamate with any other company similar to those of this company; (s arrangement for sharing profits angement for sharing profits, un operation, joint adventure, reciproc co-operation, joint adventure, reciprocotherwise with any person or compour engaged in any business or transacompany is authorized to engage in to take or otherwise acquire shares any such so. company, and to sell, hold, i with or without guarantee the same, with or without guarantee enterest, or otherwise to deal with or same; (h) To carry on any other by manufacturing or otherwise, which momentum company capable of being convenient of the convenient of To sell, lease, exchange the property, rights, interest, franking of the company taking of the company, or any part consideration as the company may particular for shares, bonds, debentu of any other company having objects of this company; (1) To procure the licensed, registered or otherwise reforeign course.

of any other company having objects of this company; (f) To procure the licensed, registered or otherwise red from the company; (g) To procure the licensed, registered or otherwise red foreign country, and to designate per action of the company in power to represent the company of and execute promissory notes, bills of and execute promissory notes, bills of such persons; (m) To distribute in swise as may be resolved, any assets among its members, and particula bonds, debentures, or other securities to the company formed to take over the set of the assets or liabilities of this of all or any of the above things as a ration of all or any of the above things as or automeys; (o) The business or purpany is from time to time to do any the acts and things herein set forth; and enjoy all such rights and priviles other acts and things as are incident to the attainment of the above objects. The operations of the company to throughout the Dominion of Canada by the answer of the said company to thousand dollars, divided in stone hundred thousand dollars, divided in the sum of the said company to the Mostreal, in the Province of Meeter Canada, this 17th day of May, 1915.

THOMAS M. The company to the company to the said the said and the said the