

but men able to explain to him in his own tongue and with astonishing fluency. The agent himself is often master of five, six, seven or more languages. Boys born in Germany that have never been beyond the walls of Hamburg, speak English, Spanish, French, etc. To this, as much as to any other factor, this Empire owes its wonderful success in recent years.

CANNED GOODS IN DENMARK.

The crop of fruits and vegetables in Denmark in 1898 must be considered a complete failure, and there are, therefore, good prospects for the sale there of canned goods.

Large orders have been recently sent to American firms. The largest importers and dealers in Copenhagen are Ad Trier & Goldschmidt, Styhr & Kjar, Gulbrandsen Andersen & Co., A. T. Moller & Co., Jacob Deuntzer, S. M. Salomonsens Eftfi, V. Bockelund, Ferd Andersen & Co., C. I. Caroe, and Michael Bulow.

The commercial agency of P. V. Fournais & Co., in Copenhagen, can rate these firms.

POTATO FLOUR IN AUSTRIA.

This article is used as an ingredient in many lines of bakery and confectionery work, and as corn starch is unknown in Austria, potato flour serves.

Potato flour makes a beautifully white and light cake, and is better than corn starch, in lines where this would be used, because of the absence of the peculiar taste.

Potato flour is cheaper than wheat flour. It sells in the Austrian market at eighteen to twenty florins per 100 kilograms (about \$3.50 per 100 pounds), while the price of wheat flour is twenty-eight florins per 100 kilograms (about \$5 per 100 pounds). It is also cheaper than corn starch would be if sold in that market, as the duty would make the price of the latter materially greater than it is in Canada, to say nothing of the added expense of freight.

There is no material difference between the ordinary process of extracting the starch from vegetable substances and that used in Austria in making potato flour. The potatoes, after being washed, are placed on rapidly rotating machines set with teeth, and crushed in such manner that the starch is separated from the cells which contain it. Water is freely used in this process, sweeping away the extracted starch and carrying it into vessels, to the bottom of which it settles. The starch is then put through a refining process, to remove all foreign particles and to thoroughly cleanse it. The final step is to dry the starch, usually in a special drying machine.