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CIRCULATES
IN EVERY
PROVINCE

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CANADIAN GROCER
AND
GENERAL
STOREKEEPER



QUALITY..



When a salesman talks price to you
Ask him about QUALITY
When he talks quantity
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

That's the _____
STRONG POINT
in
Colman's Mustard

PEEK, FREAN & CO.

NOW MANUFACTURE

Over 25 Varieties of Wafers.

PLAIN, SWEET, SAVOURY.

Among those recently added are:

CHERRY WAFERS
FLORENCE WAFERS
VENICE WAFERS

IN SEVERAL
FLAVORINGS



CHAS. GYDE, Sole Representative, MONTREAL.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as repre- sented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>	<p>WHISKYS</p>	<p>Corn Whisks</p>
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One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

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HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary. **J. K. MACDONALD,** Managing Director



The Secret of the success of .

Millar's Paragon Cheese

lies in the fact that it is strictly **GENUINE, RELIABLE** and **PERFECT** in every particular.

There is no other cheese similar to it—it is ahead of them all.

— If you —

BUY IT you SELL IT and please the purchaser.

THE T. D. MILLAR PARAGON CHEESE CO., INGERSOLL.

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Garman, Winnipeg.



YARDLEY & CO., Limited
London and Paris.

Exquisite Perfumes, Exquisitely Bottled—

YARDLEY'S PERFUMES have been before the trade ever since 1770, and are to-day leaders in point of

Delicacy, Purity and Strength

The bottle here shown is of fine cut glass of very pretty design. We supply these, filled with triple perfume, in three sizes, selling for \$14.85 doz., \$9.45 doz., \$6.75 doz. Terms and discounts on application.

SOLE CANADIAN AGENCY

GREIG MFG. CO., MONTREAL.

Maypole Specialties Are Quick Sellers.

If profit is the life of trade then a **quick** profit will make trade **lively**. **Maypole Soap Specialties are quick sellers!** They'll not eat into your legitimate profits by becoming back numbers. They are ready sellers and steady sellers—"**Maypole Specialties are quick sellers.**"

Maypole Soap Washes and Dyes.

The home dye of highest quality that does two things at once and does them absolutely right—**washes and dyes.**

A woman's friend—bright in their colorings and quick, safe, easy to use. And the profits you make are as quick, as safe and as sure as the dyes are.

Oriole Soap Heals, Beautifies.

The famous English Complexion Soap **par excellence** that soothes, heals, and beautifies the skin. Made from healing Balsams from the far East.

Put up in handsome, hinged metal boxes. Can be sold for a small price, and yet yield a snug profit for you.

Maypole Straw Hat Polish Makes New.

It works wonders on old straw hats and helps women to economize—that's one reason why it's such a safe seller to stock up with.

It is quick, easy, safe. A woman knows that it is the pennys that count, and if you save them for her you'll win her trade of course—**and that means the family trade.**

ARTHUR P. TIPPET & CO., CANADIAN AGENTS,
8 Place Royale, Montreal. 23 Scott Street, Toronto.

CEYLON AND INDIAN BLACK AND GREEN TEAS.

In these days of keen competition a merchant must watch every article he sells, must see that his customer is suited with it and that it is the best value on the market for the price.

Now, in teas—an article regarding which the great majority of people are most particular—one should see that their buyers have the best, cleanest and purest obtainable. To do this it is necessary to supply them with Ceylon and Indian Black and Green Teas, which are grown, fired and packed under the direct supervision of British overseers.

5c.
or
10c.?

On any article you sell, Mr. Grocer, for 5c. or 10c. you'll not make a better profit or a safer one than if you sell my 5c. "Pebble" Cigar or my 10c. "Pharaoh." I use the word "safer" because the man who buys either of these two cigars will be surprised at the quality he gets for the money he pays, and, consequently, he'll become a permanent customer.

I prove it in this way—by sending you a "trial order" of a thousand or more of the different brands that I make (including one or two hundred each of the "Pharaoh" and "Pebble") and prepay freight charges. I'll take all the risk—send along your order.

J. Bruce Payne, Cigar Mfr.,
Granby, Que.

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"Sterling" Brand

SOUTH AFRICA RELISH.



Something new—something good. The brand "Sterling" is a guarantee of its favorable reception among your best customers. Every dealer who is careful of the best home trade keeps his stocks in "Sterling" brand pickles, marmalades and jellies always well assorted.

- Visitors to the Exhibition
- should put our name on
- their lists of calls—the
- largest pickle factory in
- Canada.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.

Pictures versus Quality.

The money that must of necessity go to pay for expensively lithographed cartons for Cereal Foods must, **of the same necessity**, come out of the pocket of the consumer—you'll agree to that. And it's not long before your customers find it out. We put that money into quality, because we believe that quality will win out in the long run, in

Tillson's Molina Rolled Wheat

as well as in all the other Cereal Foods we make. Look right up on the back shelf there and begin to wonder again how you're going to sell those fly-specked, dust-begrimed cartons that were pretty **once**. There's lots of money locked up in them—why not buy "Molina," and buy it in bulk? It needs no pretty pictures or cartons to sell it. **The demand for it increases steadily.**

The Tillson Company, Limited
Tilsonburg, Ont.

While There are Others---

none can give you the values we are offering in **INDIANS** at 17c. and upwards, and **CEYLONS** at the same price.

If too busy to write for samples, bear us in mind when our travellers call. Don't miss a good thing like this.

W. H. GILLARD & CO., Wholesale Grocers
Tea Importers **Hamilton, Ont.**



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



Agents **A. G. Snowdon,** 10 Lemoine Street, **Montreal.**
" **F. H. Tippet & Co.,** 10 Water Street, **St. John. N. B.**
" **C. E. Jarvis & Co.,** Holland Block, **Vancouver, B.C.**

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JATERSONS'

"CAMP" COFFEE
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE
AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER
FOR IT.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

THIS JOURNAL is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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VOL. XIV.

TORONTO AND MONTREAL, AUGUST 24, 1900

NO. 34

STICKTOITIVENESS AN ELEMENT OF SUCCESS.

A GREAT deal of discussion has been indulged in regarding the cause of success of the "average" man and the failures of so many brilliant ones. Is it fate; is it luck? Is it because more opportunities are thrown into the path of the average man or is it because of some peculiar quality of the mind? Is it the conservativeness of action, is it the plodding of the average man or, is it because of the unrest, dissatisfaction of mind, love of excitement, change and experiment of the brilliant ones? It cannot be that it is because of the greater amount of work usually accomplished by the average man because in many instances they perform less labor than the brilliant ones. What is it then? Surely it is and can be attributable to some cause. Why is it that the smart, quick and foremost students in school, public, high and sometimes college, seldom hold their own with the average student, after the fight for place, honor, position, and money in life has begun. If we look carefully over the list of the successful ones we find that as a rule they are men with some fixed purpose, with indomitable will power and men who stick to their chosen work, says M. Keller, in *The Ohio Merchant*. Upon reflection and at times exhaustive discussion pro and con, we must and are forced to admit that this is one characteristic usually lacking in the make up of the "brilliant" ones. This, then, must be the reason; this, then, must be the cause of the failure of the many and the success of the few. All through history we will find that those men who "won out" against famed and learned leaders were men of stick-toitiveness or persistency.

We will find, upon investigation, that this

has been the characteristic of all men who have accomplished something great, whether in war, love or business. We cannot, however much we admire Grant as a general, say he was a more capable, brilliant or better leader than Lee. Yet, he defeated one of the best strategists produced by the rebellion and one of the brightest minds graduated from West Point. What was it, then, that crowned him the victor, that won for him the title of the "greatest general of them all," but his persistency. His determination "to fight it out on this line if it takes all summer" merely shows how much developed in him was this quality, and, I may add, power of persistency. He may have been a "dreamer," he may have been apparently blind to facts, indifferent to defeat, yet he permitted nothing to deter him from his purpose. He was immovable, fixed and firm, and to that can be attributed his success.

Napoleon became the greatest general of all continental Europe. Marvelous were his victories, won against fearful odds, but, despite his brilliancy, his star of hope and ambition was put out by the slow-moving Wellington. Not because Wellington was a better general or a wiser leader, but because he refused to admit defeat, because he fought persistently. It was his persistency and sticking to a losing campaign that gave him at last the opportunity to battle with Napoleon at Waterloo. The result is known to the world. He was confident victory would come to him if he stuck to his plan of campaign, his manner of operations and method of fighting.

So one might go on, using illustration upon illustration, example upon example, but I shall only worry the reader with one

more, and that is that of the immortal Washington, whose persistency won for him the place of first in the hearts of his countrymen. If ever a leader, if ever a man had reason to become discouraged, disheartened, and, I may excusably add, disgusted, he had. During that memorable winter at Valley Forge, the men were rebellious, starved, sick, certain of failure, expecting at any time to be beaten, captured and hanged. The officers, jealous of Washington, plotted to remove him from the head of the army. Yet, through all this storm of abuse, he stuck to his post of duty, persisted in his course of action, and the result again proves the omnipotency of persistency. So we may take leader after leader. We will find that they may differ in degree. One may be a genius in thought, another's mental mechanism may move slowly; one may have a lightning rapidity of action, another moves slowly and cautiously; but each will present to a marked extent the quality of persistency.

What quality was it but sticktoitiveness that enabled Chas. Broadway Rouss, a blind man (in itself enough to incapacitate him), to realize at last his dreams of greatness and become the acknowledged prince of merchants. He steadfastly and constantly refused to sell goods on credit. He trusted no one for a bill of merchandise, and, notwithstanding fierce competition, that is no respecter of persons or conditions, unflinchingly and unwaveringly persisted in his purpose until he at last realized his dreams. This is true, too, of John D. Rockefeller, John Wanamaker, and every other recognized champion of business and employer of labor. It is the same way with athletes. Two men evenly matched in strength and science may battle in the same ring but the victory always goes to the one with the



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

greater staying powers and who wears out his opponent by well directed blows which strike home as near to some vital part of the body as possible. It is so, too, with bicyclists, runners and football players. Many an apparent loser has won out because he went to the finish. Especially true is it that inventors, scientists and writers have this quality developed to a marked degree.

Many a gifted singer, many a brilliant lawyer, many a learned doctor has failed to realize his ambitions because of lack of sticktoitiveness. It is impossible to mention the failure of any capable man and not attribute it to lack of persistency. No matter what a promising career one may have predicted for him, unless he fights it out on the one line, he runs great risk of failure. It pays to develop this quality of the mind as it is inestimable in value and its purpose commendable. No matter how many weak points, faults and eccentricities a man who has accomplished or won anything of value or acquired success you will find predominant this doggedness of purpose and determination. The man who will not down despite failures, ill-luck and opposition wins, and deservedly so, our admiration and respect. Discouragements, unrealized hopes, ambitions and ventures are only the forces which go to make up the perfect man. Whether success is realized or not, adverse circumstances serve a noble purpose. Those who have won success despite these naturally depressing conditions always had the habit, and I may add, gift of persistency. He, who by nature will not down, who persists in his work, must achieve success. As a rule a fixed, firm, inflexible determination, coupled of course with good sense and reason will conquer almost insurmountable difficulties and opposing forces. It has been thus all through history.

So has been the experience of every successful man, lawyer, warrior, doctor, minister or business man. The man who has met with misfortunes and troubles, and who still

refuses to give up, always inspires confidence. The man in business, especially, if gifted with the quality of persistency will often acquire or achieve success where his more brilliant competitor, without it, will fail. "A rolling stone," it is truthfully said, "gathers no moss." A boy's will is the winds, but a man's will once determined should refuse to bend to the cyclones and hurricanes of life. They are of short duration, and if met bravely, as the oak meets them, have but a temporary effect. The real giants of the world resist them and experience of them tends to make them more determined and persistent. To be true to our ideals, our business, our profession should be our aim. Nothing, person or affair, should be allowed to interfere. Lucky, indeed, is he who possesses to a marked degree and predominating extent this quality. With persistency and sticktoitiveness as paid in capital a young man is well on his road to success. Persistency is a power, it is an irresistible force.

There is scarcely any limit to the things it can accomplish. Its possessor defies the world, laughs at defeat, scorns obstacles and fearlessly and boldly invites criticism and challenges failure. The one general question asked concerning a young man when he applies for a position is, "Is he steady, can he be relied upon to stick?" Above all other things ranks sticktoitiveness.

SALMON PACK REPORTS.

The steamer Princess Louise, which brought 125 cases of salmon from cannery ports of British Columbia, north of Vancouver on August 11, reports that all the canneries on the Skeena were closed or full up when the steamer sailed. On Rivers Inlet the pack will be smaller than last year. The following report of the packs at the different northern canneries was brought by the steamer: Wannock, 12,000 cases; Inverness, 14,000; Lowe Inlet, 8,500; North Pacific and British American, 35,400; Rivers

Inlet Canning Co., 12,000; Victoria, 12,000; Good Hope, 12,000; Wadhams, 13,000; Cunningham, 13,600; Windsor, 14,100; Carlisle, 12,200; Claxton, 12,000; Standard, 12,300; Princess Royal Island, 2,500; Namu, 6,000; Green's, 8,100; Brunswick, 8,000, and Spencer's, 6,000.

WINDOW DISPLAYS.

HAVE you ever noticed some of the ambitious window-dressers' triumphs in big retail shops, which fill an entire section of the window and prevent all but a few beams of daylight from entering? You have? Then those are the examples you should take particular pains not to follow, unless you have as spacious quarters as the ordinary department house can boast, with a central well admitting plenty of daylight, or exceptionally roomy windows and a corner situation, says The Storekeeper, Sydney, N.S.W.

We have seen in department house windows groceries arranged in architectural forms of rare beauty and with striking effect, but, when the design has been copied by a grocer with a store of average size, the results have been deplorable. Light has been almost entirely shut out, and a semi-darkness has prevailed which could by no stretch of imagination be considered as conducive to the sale of goods. Better a bare window than a dark store.

A grocery store should be inviting. To be inviting to ladies it must be light, bright and neat. If you shut out light—daylight—you extinguish the brightness, and leave only the neatness—which cannot be seen.

"Cut your coat according to your cloth," is a maxim of superior importance for all window-dressers, and especially in grocery stores, where windows are often small and goods always more or less bulky. Display a few things with care and as invitingly as possible, and leave lofty structures of tinned and bottled goods to the stores in which window space is not at a premium.

You Ought to Know

people are sick of the "stuff" sold as spice.

THEREFORE

they want wholesome, cleanly prepared and unadulterated goods, such as our "L. P. & Co." brand.

"WE ARE SELLING CHEAP."

LUCAS, STEELE & BRISTOL, - - Hamilton, Ont.

'PHONES 447, 488, 1258.

The Leaders of all English Tobaccos

ESTABLISHED

1749



JAMES TURNER & CO., Sole Agents for Canada, HAMILTON.

THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



California Prunes

50/60 in 25-lb. Boxes
70/80 " 25-lb. "
90/100 " 25-lb. "
90/100 " 50-lb. "

at Reduced Prices.

Order a sample doz. of **Brooms** to retail at 20 and 25c. They are sellers.

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

KEEPING TRADE SECRETS.

A PROMINENT New Orleans merchant told a story the other day that every clerk and most proprietors can read to advantage, says Trade. He said: "Not long ago I employed a clerk who had been discharged from another house in the same line. I knew him to be competent, and a little inquiry satisfied me that his dismissal was due to a petty conspiracy among some jealous fellow-employees. So I engaged him at a good salary, and he has given thorough satisfaction.

"A few days ago one of our staff was anxious to know what concessions were made by the other house to a certain customer in a neighboring city, and he went to this young man for the information. The clerk hesitated and looked distressed, and finally asked to be excused from replying. 'I know the facts, of course,' he said, 'but it is strictly a confidential matter, and I don't think I ought to divulge it to a rival firm.'

"The department head who questioned him took offence at his position, which I am sure he would not have done had he given the subject any thought, and reminded him pretty sharply that he had been summarily discharged and owed no allegiance to the

other establishment. Nevertheless, the young man stood firm, and the matter was reported to me.

"I at once complimented him on his sense of honor, and raised his salary, which took him completely off his feet, as he had fully expected to be told to go.

"I wish the importance of cultivating and encouraging such standards was better understood.

"There are few things more dangerous to the average business house than thoughtless tattling of employes, not necessarily discharged employes, but men who are holding good positions and who enjoy the full confidence of their superiors. Every establishment has secrets. I don't mean shady secrets, but things of a private character, which are as much the exclusive property of the house as the stock on the shelves. The majority of the clerks obtain more or less inkling into such matters, and the more important the subject the more likely they are to blab it to some outsider. Every employe ought to be made to understand that the affairs of his house and the affairs of his employers are things he has no more right to give away than he would have a right to give away their merchandise. I have observed that young men who proceed on this principle are pretty certain to win esteem and success."

ST. JOHN GROCERS' PICNIC.

The grocers' picnic is over, and it will be remembered by all who attended it as one of the most enjoyable affairs of the season. The weather in town was rather against a large attendance, but the citizens generally are anxious to see this picnic a success for various reasons, and they went despite the threatening weather. Watters' Landing was the scene of the festivities, and to that place the following steamers carried crowds of people: Victoria, Flushing, Clifton, Hampstead, David Weston and Star. Some 3,000 people went up. The river, in the vicinity of the Landing, was crowded with sailing craft of all sizes. Two bands, the Carleton Cornet and the City Cornet, furnished music for dancing. Meals were served by Mrs. Washington, and all sorts of games were provided. Large committees were on hand to look after the different departments, and they did their work in an efficient manner. The sports resulted as follows: 100 yards' race—J. O'Neill, 1st; Morris, 2nd. 220 yards' race—O'Neill, 1st; Kiley, 2nd. Three-legged race—Israel and Cosman, 1st; Kiley and Regan, 2nd. Fat man's race—Cavanaugh, 1st. Broad jump—O'Neill, 1st, 19 ft. 2½ in.; Kiley, 2nd. Smoking race, Kiley, 1st; Davis, 2nd; Ladies' archery—Miss Whelley, 1st. Gentlemen's archery—Samuel McCormick, 1st. The boat race, between the North Wharf crew and a quartette from the Neptune Rowing Club, was won by the former.—The St. John Sun, August 16.



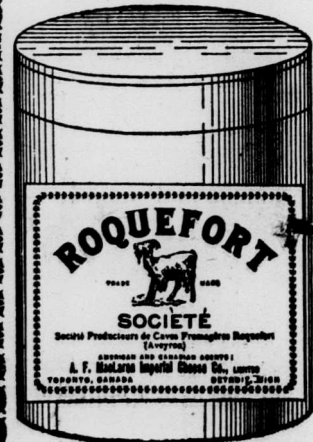
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— WITH —

Imperial and Goat Brand Roquefort Cheese.

Every jar is in perfect condition before shipped.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.





“IMPERIAL” stands for QUALITY in Vinegar.

Guaranteed Full Strength.

Order from

THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

FOOD AND TUBERCULOSIS.

SOME writers are wont to refer to Iceland and some other Arctic and sub-Arctic regions, whose inhabitants rarely or never have consumption, though they commonly sleep in stifling huts, reeking with offensive emanations, and are but rarely or never cleaned. Moreover, the denizens of such huts at night habitually expose themselves in the daytime to the worst possible conditions of weather. Their exemption from tuberculosis is commonly attributed to the extreme cold at such regions, and the erroneous inference drawn that outdoor exposure in frigid climates is commendable for consumptives.

The food of these exempt communities is almost wholly of an animal character, the fattest portions and “toodnoo,” a kind of butter made of the separated fat of reindeer, of which they eat enormous amounts.

Moreover, besides their power of resistance to the tubercle bacillus, the Esquimaux and other inhabitants of the Arctic regions, who live on such food, are possessed of gigantic muscular powers. They are able to lift and carry burdens twice as heavy as those which the seamen visiting them are able to carry.

The exemption from tuberculosis in such circumstances is, in my judgment, properly

attributable to the potentiality of the fatty food. My conclusion in this regard is fortified by many years' observation of the liability to consumption of peoples collectively, families and individuals, more or less proportional to their abstinence from fatty foods, the most prominent example of whom I have never lost sight of from youth up—the negro race in America.

I began my professional life among them when they were slaves and were always supplied with an abundance of “hog and hominy,” not by any means restricted to these articles, but pork or bacon was a standing portion of at least one daily meal. Consumption among them was relatively rare.

My observation in this respect was not singular, but in accord with all other medical observers of the time of whom I have knowledge. Conversely, it seems hardly necessary to invite attention to the prevalence of consumption among the same people now under their changed conditions with regard to diet. “Hog,” at least, is notable by its absence from the daily fare of most of them, and no other fat meat has taken its place; and consumption among them is more than twice as great.

The same observation extends to smaller

communities, families and individuals. Consumption is most prevalent among those who are stunted or who stint themselves of “bacon” and “butter.” I mention these as ideal and the most digestible of fat foods; others are commendable.

Whole volumes and many essays have been published on food for consumptives, but nothing of consequence on food prevention of consumption.

Everybody has learned, when it is, unfortunately, in most cases, too late, that cod-liver oil is good for consumptives, but few seem to have learned that food of the same character as cod-liver oil, suitable for the table, is preventive of consumption.

In the whole course of my professional observation, now covering a period of nearly 60 years, I have never known a family or an individual that was brought up on a liberal supply of butter and bacon that became tuberculous. Moreover, such food fortifies the system against other diseases as well as consumption.—From an address by Dr. A. H. Bell, and published in The Sanitarian.

Over 3,000 acres of grain in South Glendale district, Manitoba, have been destroyed by hail. The crops were very promising, and a great loss has resulted.



A Large Amount of your Profits are lost in Old Stock.

When you are
buying

PRESERVES

buy **UPTON'S**

and save money.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

SOLE AGENTS.

TEAS

TEAS

TEAS

They are booming—we have a good stock, well assorted, too. Our sales are increasing every day, and we still have several lots to arrive—Japans, Green and Black.

Our OWL Chop Japan No. 100 is still the leader, quality as fine as ever, very hard to find an equal.

The OWL Pure Ceylon, in packages, is well known now with the grocers. Orders are coming in freely.



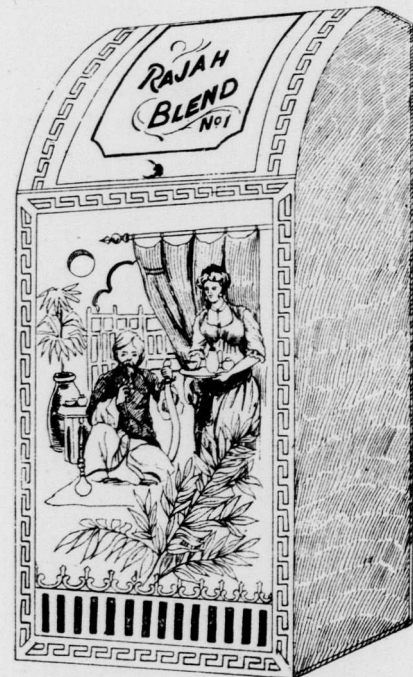
OWL Nos. 1, 2, 3, 4, 50.



BEAVER A 1, Nos. 2, 3.

Our
teas
are
well
known
all
over

and have achieved
for themselves a
reputation which
will stand, as
their quality
and prices cannot
be surpassed.



RAJAH BLENDS

Nos. 1 and 2.

Suit the highly cultivated taste of the connoisseurs. You will find in them everything to please.

TRY THEM AND BE CONVINCED.

THEY ARE LEADERS.

WE ARE SELLERS

L. CHAPUT, FILS & CIE.,

Wholesale Grocers and
Tea Importers.

MONTREAL.

A Cordial
Welcome
To All.

You are invited to call and see us
if in the City during the progress of
CANADA'S GREAT FAIR
August 27th to Sept. 8th next.

MAKE OUR SAMPLE-ROOM YOUR BUSINESS HEADQUARTERS.
OUR STAFF AND TRAVELLERS WILL SHOW YOU EVERY ATTENTION.

THE **EBY, BLAIN CO., LIMITED**
WHOLESALE IMPORTING
AND MANUFACTURING GROCERS. **TORONTO.**

TRADE CHAT.

THE new canning factory at Newboro, Ont., is now in operation, and is already averaging between 1,500 and 2,000 cans daily.

J. R. Kennedy intends to open a grocery store in Acton, Ont.

Wm. Wells has sold out his grocery stock in Acton, Ont., and moved to Toronto.

Philippe Rousseau, baker, etc., Weedon Centre, Que., has been burned out; insurance, \$500.

The catch of mackerel this year all along the Nova Scotian coast has been the largest for 18 years.

The run of sockeye salmon on the Skeena river is about over, but the canneries have pretty much a full pack.

The St. John, N.B., grocers' picnic at Watter's Landing on August 15 was a decided success. About 2,000 people were on the grounds.

Evertts and Wylie, who have been doing a large cheese business in the vicinity of Almonte, Ont., intend to establish a creamery in that town.

A pork-packing factory is being talked about for Dartmouth, N.S. The company will be capitalized at \$10,000. The pork is

to be brought from Prince Edward Island and Nova Scotia.

The harvest this year in Moosejaw district is the earliest and most profitable since its settlement.

JOHN W. BICKLE DEAD.

Hamilton lost one of its most highly respected business men by the death of John W. Bickle, of J. W. Bickle & Greening, commission merchants, etc., Hamilton. Mr. Bickle was born in Devonshire, England, but came out to Canada when 10 years of age with his parents. In 1854 he was taken into partnership by his father in the wholesale drug business under the style of T. Bickle & Son. This was continued until a few years ago, when he formed a partnership with Fred. B. Greening, which was maintained until his death.

In addition to his many business duties, Mr. Bickle found time for much church, social, and philanthropic work, and at the time of his death was a member of the Advisory Board of the Infants' Home, secretary-treasurer of the trustees of the Girls' Home, and secretary-treasurer of the trustees of the Hamilton Orphans' Asylum and Aged Women's Home.

THE SULTANA RAISIN CROP.

Peronosporas, which is working such havoc among the currant crop of Greece, is by no means idle with the Sultana raisin crop of Smyrna.

The yield of Sultanas last year was about 38,000 tons, and a short time ago it was estimated that the output this year would be about 27,000 tons, but advices to hand this week report that the estimates have been further reduced, the quantity being placed at 18,000 to 20,000 tons, or scarcely one-half as large as in 1899.

As the quarantine is still in force in certain districts, it is, however, difficult to say what the outcome of the crop will be.

JAPAN FIRM SEEKING BUSINESS.

Charles Crowther, general agent, Kobe, Japan, is seeking buyers of Japanese products and exporters of all classes of goods salable in Japan. Among the products which Mr. Crowther is in a position to handle are vegetable wax, chillies, refined camphor, porcelains, etc., toys, brush ware, lacquered ware, bronzes, antimony ware, etc. Among the goods he wants are metals, piece goods, leather, hemp, novelties, etc.

Honore Leclerc, general merchant, etc., Weedon Centre, Que., has been burned out; insurance, \$3,000.

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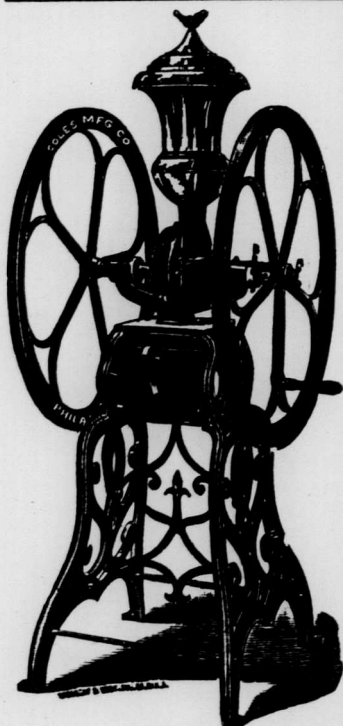
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THEIR ADVERTISEMENT IN THIS PAPER

PROSPECTIVE PRICES FOR APPLES

THE apple season is about to open up, and, from all appearances, the crop will be the most plentiful in many years. It is expected that it will even exceed the record-breaking American crop of 1896. With this outlook dealers should take timely warning to guard against disastrous results similar to those of last year, which will this fall be far more likely to occur.

If what has happened this week can be taken as a criterion as to what will occur in apple markets this year, the apple business does not bid fair to be very satisfactory. In Montreal, auction sales have been made this week at from 75c. to \$1.25 per bbl., while some that were a little off were sold as low as 25c. per bbl. There has been a glut of apples already.

Knowing ones claim that this is just what is going to occur with all grades of apples this year. A letter appearing in The Trade Bulletin of last week from "A Quitter," of London, Ont., gives a very good summary of the situation. He says that most

Canadian apple-buyers were ruined by last year's operations, and that two-thirds of them are in debt to English houses for advances made last year that could not be paid back. He claims also that the English dealers will not risk any more advances, particularly when the large crop will render the market exceedingly insecure this year. This change ought to be a blessing, leading, as it doubtless will, to a cessation of that rampant speculation and future buying that has characterized the Canadian market the last few years.

The writer of the letter asks himself what the present prospects are for exporting Canadian apples this year, and answers it thus: "In 1896, our last big crop year, the conditions here in Canada and the United States were much the same as they are to-day—that is, we had then a very large crop. But England and the Continent had the smallest apple crop ever known, and one prominent Old Country man in the business said in The Fruitmen's Guide, if I remember right, that 'there were not enough steamers to carry apples to glut the markets,' when we all know that when once the deluge of apples got under way in 1896, with the possible exception of two to three weeks in January, 1897, there was one continual glut, and the given average for Liverpool for the season for best Canadian apples (and, recollect, the sample of 1896 was good) was less than 9s., and the best Canadian winter apples, bought at 25 and 30c. per bbl. to farmers, did not pay exporters, and the losses of 1896-97 were general, scarcely a firm daring to say they came out even. That being so, under the favorable conditions that England was short, what show is there this season, when, if advance reports be true, England to-day has the finest apple crop prospects of the last 10 years?"

"But, as in 1896-97, Boston port kept up almost a continuous volley of from 30,000 to 60,000 barrels a week to Liverpool, what will happen this year when, unless reports lie, Boston port alone can and will bombard Liverpool harder than ever? Why is this possible? Well, we all know that, taken on the whole season, the Boston ocean rates are fully an average of 1s. less than Montreal rates. This, coupled with an inland charge which, to put it low, averages

at least 15c. a barrel less to sea-board, gives the New England States an advantage over Ontario of at least 35 to 40c. a barrel; so that to sum up this one side alone Ontario apple exporters are handicapped sadly, and thus favorable rates are enjoyed by our neighbors. To illustrate my point, only last week I heard two men discussing the prospects, and their conclusions were something like this: 'The Yankee can pay the farmer 40c. for the fruit and get out even in Liverpool, with an 8s. average, while the Canuck who lives west in Ontario, if he only pays the farmer 30c. per barrel, must have at least a 9s. 6d. average to come out even; and it's folly to think that when in 1896, with a good sample and England bare, Canadians did not hold their own, but lost money, even when bought of the grower at as low as 30c. per barrel, that this year, with the east, west, north and south of the whole continent reporting fair to good prospects, that Canadian exporters can hope to handle one-quarter of the crop. In 1896 lots of sections in Ontario with tens of thousands of barrels, never shipped any, and this year will find the same conditions ruling.'"

He closes with this observation: "I am satisfied, from personal observation, that Ontario has not only thousands and tens of thousands, but millions of barrels of apples this year that never will be packed at any price. It's simply a case of too much fruit, and, while the quality at present promises to be extra good, it is also simply enormous."

If we judge from present prospects, the Canadian farmer is not going to get more than 50c. per bbl. for his apples—and they must be good apples, too.

THE CHINA TEA TRADE.

That the troubles in China have not affected the gathering of teas is evident from Jardine, Matheson & Co.'s Foochow report of July 13. The arrivals of Congou at the market this year total 330,500 half chests, as compared with 262,000 to the same date last year. Souchong arrivals amount to 79,000 half chests, against 67,000 last year; Oolong, 35,500 half chests, against 34,000 last year; flowery Pekoe, 7,400 chests, against 6,100 last year, and scented teas, 15,000 chests, against 22,000 last year. Scented teas are the only brand that show a decline.

INFLUENCE OF THE MARITIME BOARD.

ORGANIZED bodies of men that have not legislative authority are not by any means always impotent. The Board of Trade of the Maritime Provinces is a striking example of this.

The board, as will be noticed from the report printed in another part of this issue, held its annual convention in Kentville, N.S., last week; and, although it has only been in existence six years, it is already a force in the land.

One of the best evidences of this is the fact that the politicians have already learned to respect its wishes. And yet it is not as potent a force as it might be or as it promises to be. There are in the Maritime Provinces, over 40 boards of trade, but of these, only 26 are affiliated with the central organization.

Just as the more spokes there are to a wheel, the greater is its strength, so the more boards that are affiliated with the Maritime Board, the greater will be its power and influence for the commercial good of the country.

It is gratifying to know that the Maritime Board is growing in size as well as in influence, for there has, during the past year, been a net gain of six affiliated boards. One thing that augurs well for the future of the board is the keen, and in many respects, active interest that the very best minds in the Maritime Provinces take in its proceedings.

It would be difficult to find a more representative or a more able aggregation of men than those which attended the recent convention. It would be a fortunate thing for this country if its like could be transferred to the House of Commons at Ottawa.

In the House of Commons the concern is party welfare; in the Maritime Board of Trade the concern is the commercial welfare of the country.

But it is not alone as an influence upon the politicians that the Maritime Board is potent. It is also an influence in the dissemination of useful information of a commercial nature.

Beneficial results cannot but result from the active interest the board has taken in the West India trade. Canada's share in that trade is as small as the possibilities are large. Canada has the products the West Indies want. All that is wanted on our part is education as to ways and means of

supplying the Islands with a larger share than we do at present. And such discussions as that which took place during the convention cannot fail to both stimulate and educate.

The railway problem is another matter that the board is taking a lively interest in. How great the interest is was not even reflected in the proceedings, for there the discussion was more in regard to freight rates on the local roads. But one could gather from private conversations that there is a sentiment developing in regard to this most important question that promises eventually to bring the Maritime Board into greater prominence as a factor for solving a problem which at some day must be solved.

Among other questions on which the board expressed its opinion, and that in no mistaken terms, was in regard to the discriminating marine insurance rates imposed by Lloyds against ports in the Maritime Provinces. These rates are double those charged upon vessels plying to and from ports in Maine, Massachusetts, and other north Atlantic States. And yet the losses to the insurance companies on vessels running out of, or into Maritime Province ports, has been practically nil. The marine insurance companies of the United States impose no such discriminating rates, and, as one of the delegates at the convention put it, "they are on the spot and know the condition of affairs."

This is one question among many others that interest, or at least should interest everyone in Canada and business men particularly, for marine insurance rates that discriminate against Canadian ports in favor of those in the United States naturally helps to build up the latter at the expense of the former.

The importance of good hotel accommodation in relation to tourist travel is not unrecognized by the Maritime Board. It is true there was a member here and there who thought that the question was without the province of the board, but a large majority thought otherwise, and the decision to stir up the affiliated boards in regard to hotel accommodation in their respective towns will, it is to be hoped, be productive of good results.

The Maritime Board has been fortunate to have good officers ever since it existed, and the men who have been elected to fill the respective offices for the ensuing year are not likely to impair the line of succession. The machinery of the board is gradually being got into better working order, and nothing but apathy can prevent the usefulness and influence of the organi-

zation from becoming more potent. And the more potent the board becomes the better will it be for the commercial interests of the Maritime Provinces in particular, and for the Dominion of Canada in general.

BAD OUTLOOK FOR CURRANTS.

THE position of the currant crop is becoming most serious. A private letter from Patras, bearing date of August 5, says:

"In our report of August 17 we estimated the total yield at 76,000 to 80,000 tons and to-day we are compelled to reduce this to 50,000 or 55,000 tons maximum. Much of the fruit which appeared sound three weeks ago was tainted with disease and since then has withered and dropped off in great quantities in all districts, except Guelph and Vostizzas, which have suffered scarcely at all and which fruit will be really sound and choice. Unfortunately, growers in all other districts noticing the daily loss entailed by the dropping off of diseased fruit, have, rather than suffer loss, commenced picking their fruit just before it is thoroughly ripe, and we much fear that most of the medium and Provincial growths will this season be most disappointing and uneven in quality. It will be most difficult, nay, impossible, this season to work on samples and growth denominations, and in view of the very high prices which are likely to prevail and the great difference which will exist in quality of one and the same growth, our advice to all friends will be to place their interests only in quarters which inspire them with the fullest confidence. This is going to be a very peculiar year in the currant trade, and one must divest oneself of all preconceived notions respecting currants and simply act from hand-to-mouth, as prices are going to be about 100 per cent. higher than usual and quality in many cases poor."

Bad as the conditions were, as outlined in the above letter, private cables to hand this week tell a tale still worse. The firm who wrote the letter in question cables that the yield is now estimated at 40,000 tons, or about one-fourth of the average quantity of recent years, while, as to prices, the cable says they are now over 100 per cent. above the opening figures of last year, and more than three times above the lowest point touched last season.

If the estimate of 40,000 tons turns out to be correct, the yield of currants in Greece will be the smallest for over 40 years.

The market is naturally much excited over the condition of affairs, and the wholesale houses in Canada are putting their prices on a basis with those ruling in the primary market.

BOARD OF TRADE OF THE MARITIME PROVINCES.

A THREE DAYS' CONVENTION IN KENTVILLE, N.S., THE PRETTY LITTLE TOWN
IN THE CORNWALLIS VALLEY.

THE sixth annual convention of the Board of Trade of the Maritime Provinces opened in Kentville, N.S., the pretty little town in the Cornwallis Valley, on Wednesday, August 15.

The sessions of the convention were held in the Y.M.C.A. Hall, which the local board had tastefully decorated for the occasion with bunting, while over the platform was a large streamer with the word "Welcome" printed on it in letters of blue and red. It was the first occasion on which the Maritime Board of Trade has met in a hall decorated in its honor.

KENTVILLE, N.S.—R. W. Eaton (president), H. H. Wickwire, M.P.P.; B. H. Dodge, M.P.P.; Col. L. D. V. Chipman, Judge Chipman, F. H. Armstrong (general passenger agent of D.A.R.), J. W. King.

TRURO, N.S.—Dr. W. S. Muir.

BERWICK, N.S.—J. E. Woodworth.

PARRSBORO',—H. W. MacKenna, P. F. Lawson, James W. Day, E. R. Reid.

MIDDLETON, N.S.—Percey Bentley, W. G. Parson.

WESTVILLE, N.S.—A. R. Munro.

CHATHAM N.B.—W. S. Loggie, D. G. Smith.

SUSSEX.—W. J. Mills, C. G. Armstrong, W. B. McKay, C. D. Davis.

WINDSOR, N.S.—Clarence H. Dimock, W. Kerr Dimock, J. W. Blanchard, Dr. J. B. Black.

WOLFVILLE, N.S.—Dr. DeWitt.

ST. STEPHEN, N.B.—Fred Ham.

NEW GLASGOW.—John Underwood.

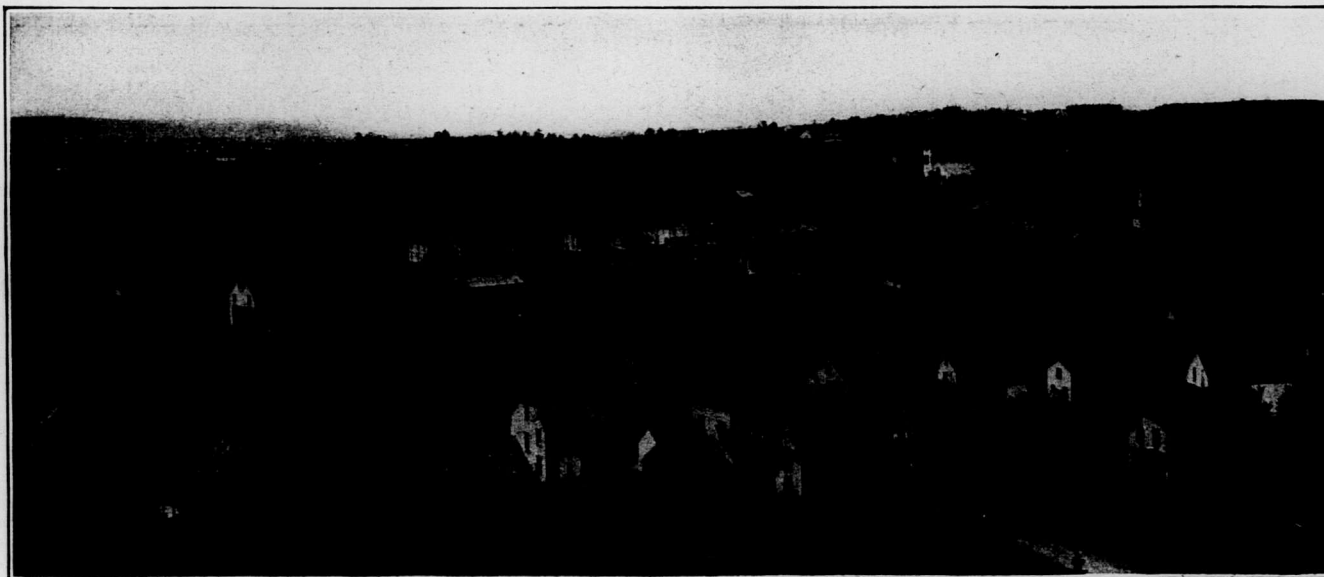
CANNING, N.S.—W. Rand.

Just preceding the calling of the meeting

next year," wrote the secretary. The Stellarton board also wrote regretting inability to send representatives. Mr. D. G. Smith, of the Chatham board wrote, "We expect to have the board meet here next year."

"I am glad," remarked the president, "that we have an invitation from at least one place."

Among other letters read was one from Mr. D. J. McLaughlin, of the St. John, N.B., Board of Trade, in which he regretted that as he was compelled to go to Minnesota he would be unable to attend the convention.



A View of Kentville from Academy Hill.

The first session was held on Wednesday evening. It was 8.30 o'clock when the president called the meeting to order, with the remark: "Gentlemen, I think the hour has now arrived when we should proceed to the business of the sixth annual session of the Maritime Board of Trade. I will now request the secretary to call the roll."

Secretary Calkin read the roll and the following delegates were reported for their respective boards of trade:

ST. JOHN, N.B.—W. M. Jarvis, C. W. Bostwick, L. G. Crosby, F. C. Allison, R. B. Emerson, J. Wilard Smith.

HALIFAX, N.S.—W. A. Black (president), J. E. De Wolfe, Geo. J. Troop, C. M. Creed (secretary), E. G. Smith, F. C. Simson, J. A. Chipman, J. Taylor Wood, J. P. Longard, I. C. Stewart, E. F. Stevens, George A. Boak, A. E. Jones, Senator Power, George Mitchell, M.P.

KINGS COUNTY.—P. Innes (president), J. Hubbard, Ralph S. Eaton, A. Bishop.

to order, the following were invited to seats on the platform: Ex presidents of the board, George J. Troop, Halifax, and W. M. Jarvis, St. John; Mayor Loggie, Chatham, N.B., and W. A. Black, president of the Halifax Board of Trade. President DeWolfe had Mr. Troop at his right and Mr. Jarvis at his left, and as he took his seat between them he remarked facetiously, "We divide Halifax and St. John because it is not safe to have them together."

There was a general laugh amid which Mr. Jarvis arose and facetiously remarked that there would be no danger at all were he and Mr. Troop put side by side.

COMMUNICATIONS.

A letter was read from the Lunenburg Board of Trade, regretting inability to send delegates. "But we will be there

"OLD HOME WEEK"

In a letter which was read from Mr. W. S. Fisher, of St. John, there was the following:

In connection with the subject of better accommodation for tourists, it has been suggested that along these lines it might be well for the gathering to discuss the question of "Old Home Week," such as they have been having this week in Portland, Maine. It seems this idea was first originated in New Hampshire, and has been gradually extending. I presume you are aware of what it means. If not, allow me to state briefly that the object sought is to induce all the former residents of the State or Province to visit their old home. For this purpose a week has been set aside and advertised well in advance, when the railway and steamship companies offer for that period extremely low rates and passage from every part of the Union. This naturally brings a large concourse of people back to their former homes, renews acquaintances and keeps them in touch with it, whereas otherwise they would gradually lose entire touch with it. This

revival of interest is a good thing from many points of view which I will not undertake to discuss, but which are apparent on the surface, and the expenditure of money is an important source of income to the community.

Applying this to the tourist question, it would appear that considerable good might be derived from such a movement if once started in the Maritime Provinces, as it would awaken an interest in the minds of many former residents and be an effective means of advertising the country. The matter could be taken up more effectively by all three Provinces working together, for the very good reason that all the transportation companies would in that case be much more deeply interested and their hearty approval and assistance would be absolutely necessary.

Messrs. C. W. Bostwick, St. John, and Percy Bentley, Middleton, were appointed auditors.

THE PRESIDENT'S ADDRESS.

MANY IMPORTANT SUBJECTS DEALT WITH IN AN INTERESTING MANNER.

President DeWolfe, in rising to deliver his annual address, was greeted with applause.

meetings of the executive council. At present no provision whatever is made as to the holding of meetings of the council; and in order to facilitate the work of the board and to keep in touch with and abreast of the changing topics and circumstances of the times, it would appear desirable to provide for, say, regular quarterly meetings of the council, and additional special meetings when necessary at the call of the president. My personal experience and that of the secretary, during the year just closed, point to the necessity of more frequent consultation with the council.

WORK OF THE YEAR.

The work of the board during the past year has been mainly of an educative and organizing character, with a view to arousing public interest and stimulating the formation of local boards of trade in places which are not so represented. In this connection a number of official circulars have been issued giving such explanations and offering such suggestions and observations as seemed to be necessary for the information and guidance of those interesting themselves in organizing such boards.

A circular was also addressed to the mayors of incorporated towns in which there were no boards, with the view of securing their cooperation, and pointing out the advantages which, in many ways, would accrue to a town from the combined action and deliberations of its foremost business and professional men. This entailed a wide and voluminous correspondence with all parts of the Maritime Provinces and has resulted in the establishment of local boards of trade during the year in Yarmouth, Canning, Bridgewater, Liverpool, Digby, Stellarton

and it is suggested that, in order to meet such cases, of which there are many in the Maritime Provinces, and to extend the usefulness and advantages of boards of trade, this board should respectfully petition Parliament to amend the Act by substituting a population of 1,000 or 1,500 in lieu of the 2,500 at present.

SOME STATISTICS.

Before passing from this subject, and as illustrative of the increasing interest that is being taken in, and the solid advantages that are derived from the active, intelligent and patriotic work of boards of trade, I may be permitted to quote a few brief figures as to recent progress. There are now 138 boards of trade in Canada, of which no less than 41 are in the Maritime Provinces, viz.: 27 in Nova Scotia, 11 in New Brunswick and 3 in Prince Edward Island. In Nova Scotia, Manitoba and British Columbia the number has doubled within the last four years. A year ago out of a total of 30 boards in the Maritime Provinces, 20 were affiliated with the Maritime Board, and 16 were represented by delegates at the annual convention. This year out of a total of 41 boards, 26 have been affiliated and no less than 16 are represented by the delegates at this meeting. It will be seen that at present Nova Scotia is largely ahead of New Brunswick and Prince Edward Island, probably because the matter has been more fully and consistently advocated there, but this is a disparity which will no doubt disappear in the course of time as the beneficial work of existing boards becomes more generally recognized, and the advantages of mutual cooperation more generally known.



Site of the "Royal Oak," Kentville, where Queen Victoria's father lived for a short time.

GENTLEMEN OF THE CONVENTION:

In presenting this, my annual address, I venture at the very outset to bespeak your generous indulgence for its deficiency, and your benevolent criticism of its shortcomings. I am fully conscious of the serious disadvantages under which I labor in coming after the masterly, instructive and comprehensive address of my able and respected predecessor in office, Mr. Jarvis, at the magnificent convention in St. John last year—an address which I can neither hope nor pretend to emulate. At the same time I may, without presumption, add that while fully recognizing my own limitations, I yield to no man in the sincerity of my desire, and in my efforts, such as they are, for the furtherance of the work, the extension of the benefits and the enlargement of the usefulness of the Maritime Board of Trade.

MEETING OF COUNCIL.

The question of expense has hitherto been a bar to the holding of more frequent meetings of the executive of the board, and the same is true to some extent as regards the general meetings of the board itself. While the board was in the experimental stage no very definite regulation in this respect could well be adopted, but now that it has become so firmly established and has so thoroughly and successfully vindicated its usefulness and its influence, it is suggested that the time may be opportune for amending the constitution, at least as regards

and Westville in Nova Scotia, and Summerside and Souris in P. E. Island, all of which except Summerside have become affiliated with the Maritime Board. I exceedingly regret being unable to report any new organizations from the important Province of New Brunswick, but much good work has been done there, in which your board was heartily seconded by the St. John Board and which will no doubt bear fruit in due season.

AMENDMENT OF THE BOARD OF TRADE ACT.

The Dominion Act "respecting the incorporation of boards of trade" provides that there must be a population of not less than 2,500 in any district in which a board of trade may be incorporated. In many cases we have found that this provision acts as a bar to the formation of a board of trade. There are many towns in the Provinces the population of which is less than 2,500 which nevertheless carry on a considerable business, and are none the less interested in the general welfare and progress of the community and in which the organized action of its best citizens working for the common good could not fail to be of great material and moral advantage. In all such cases I have recommended that towns with a less population than 2,500 should either form their board of trade without asking for its incorporation, or should take in sufficient of the county to form a district with the required population and thus secure incorporation. It is obvious, however, that neither alternative is quite satisfactory,

ANSWERING INQUIRIES.

A highly important feature of the work of your executive, and one calling for the exercise of sound judgment, experience and discretion, is the answering of inquiries and furnishing information on almost every imaginable subject connected with the business, trade, industries, resources, capabilities, transportation facilities, soil, climate, amenities and so on of these three Provinces. These inquiries are not merely interprovincial, as between the Maritime Provinces or as between the Maritime and the other Provinces of the Dominion, but to a considerable extent they may be said to be interimperial, coming as many of them do from the Mother Country and her other colonies, even so far away as Australia. This bespeaks a growing recognition of the community of interests, and a quickening of the pulses and the broadening of the aims of commerce within and throughout the Empire. In order, therefore, that the Maritime Board may at all times be in a position to furnish accurate, intelligent and reliable information in response to the inquiries which come to it, it is of prime importance, that, 1st—every local board should be affiliated with it and be represented on its council; and, 2nd—that every local board should file with the Maritime Board a copy of each annual report or address of its president, together with such other data as to the trade, progress, prospects, and requirements of its district as may be called for

from time to time. In this way the Maritime Board would be kept continually and continuously in close touch with every varying phase and development of Maritime industry and enterprise; would accumulate a fund of valuable information and statistics, readily available for any purpose; and would be in a position to efficiently and intelligently perform one of its most important functions, viz., to furnish authoritative information regarding any and all parts of these Provinces to the capitalist, manufacturer, the trader, the workman and the immigrant.

BUREAU OF INFORMATION.

I would go further than this, and would respectfully suggest for your consideration the propriety of instituting a Bureau of Information in connection with and under the control of the Maritime Board of Trade. If we would hold our own in the ever-growing, swiftly rushing tide of competition which confronts and envelops us on every side we must bestir ourselves and claim before the world that place and precedence to which our commanding geographical position, our temperate climate and fertile soil, and our splendid natural resources of the field, the forest, the mine and the sea entitle us. Less than ever nowadays is there justification for hiding our lights under a bushel or tying up our talents in a napkin. Therefore, I think that in addition to answering such inquiries as come to us, our Bureau of Information should take up the ground heretofore intermittently occupied by our respective Governments and prepare and distribute in likely quarters booklets and literature regarding the industries, resources, capabilities and prospects of our magnificent Provinces. To this end I would suggest that for the reason that we are a thoroughly representative non-partisan and non-political body, whose sole primary aim is to promote and foster the industrial enterprises, encourage the development of the resources, and aid the extension and expansion of the trade and commerce of the Maritime Provinces, this board should respectfully memorialize the three Governments for an annual grant to enable it to carry on this important and necessary work in the manner and on a scale commensurate with the magnitude of the interests involved. I venture to think, having regard to all the circumstances, that this board could perform the work more economically and to better advantage than it could be done separately by the three Governments.

TOURIST TRAVEL.

In view of the importance which attaches to the encouragement of tourist travel to these Provinces, it was deemed advisable to issue a circular on the subject embodying the resolution passed by the board at its last convention. The rapid and splendid facilities for intercommunication which are now available by rail and steamboat lines, induce, year by year, an increasing influx of summer visitors, to the manifest advantage, direct and indirect, of these Provinces. Concurrently with the expansion of this business, great improvements in many instances have been made in the hotel and boarding house accommodation. There is still, however, much room for improvement, and I would again press upon delegates the desirability of providing good and ample accommodation for this class of travel. Other things being suitable and in keeping, and the manifold natural beauties and picturesque scenery which abound in these Provinces, coupled with their historic and romantic associations, will attract still larger and larger numbers to enjoy the cool invigorating breezes of our shores. And it should be remembered that everyone who has been well treated goes away thoroughly delighted and becomes for the future one of our best and cheapest advertising agents. Besides which this frequent intercourse tends to make ourselves and our country better known, and explodes the idea that ours is a worthless and barren terra incognita.

COUNTY BOARDS OF TRADE.

Kings county, Nova Scotia, is the only county in the Maritime Provinces, and, as far as I know, in the Dominion, in which a board of trade has been organized. This board has been doing very useful and efficient work, more especially in connection with matters affecting agricultural interests, and it has adopted the highly commendable plan of holding its meetings alternately at different centres in the county. Now, the agricultural, if not the most, is at the least one of the most important industries in the Maritime Provinces, and while the Fruit Growers' Association, Farmers' Association, the Stock Breeders' Association, and the Farmers' Institute have done and are doing much useful and valuable work for the advancement of agriculture and the improvement of agricultural methods and processes, still I think it cannot be denied that a live and energetic board of trade in each county holding

frequent meetings in different localities would do much more to arouse and keep alive the interest and to stimulate the activity of the agricultural community. The stress of modern competition presses as heavily and tells as keenly upon the agricultural as upon any other industry, and accordingly it would appear that the formation of county boards of trade with the objects of improving the condition, protecting the interest, increasing the production, and enlarging the markets of the agriculturist, would be a step in the right direction, leading to large benefit results.

COLD STORAGE.

For instance, one of the questions which might very appropriately engage the attention of county boards and upon which their deliverances would be of importance and value is that of cold storage. The transport to and the placing upon the markets of the world of our unrivalled agricultural and horticultural products in a sound, fresh, untainted and attractive condition has become for us one of the most important questions of the time, on the proper solution of which will depend to a large degree the future development and expansion of our productive energies. What has been done for the products of distant New Zealand and Australia surely can be done, and certainly ought to be done, for the perishable and delicate products of our Provinces. The wide range and admitted excellence of our products and our proximity to the British markets, by reason of our favorable geographical position, should give, and, under proper



The President—Mr. W. S. Loggie,
Chatham, N.B.

conditions of handling and transit, would give us a commanding and remunerative position and lead to extraordinary development along the lines of agricultural and horticultural industries and enterprises. What is needed to secure and maintain this position beyond all question of rivalry and competition is a cheap and efficient cold storage equipment on our railways at our ocean seaports and on our trans-atlantic steamship lines. To attain so desirable and necessary a consummation, our best efforts should be directed.

FAST ATLANTIC SERVICE.

The subject of the establishment of a fast Atlantic mail and passenger service between Canada and Great Britain has been more or less under consideration and discussion during the past few years, and I observe that it is among the matters that are to come before the present convention. It is to my mind a question of the very greatest importance to Canada, and especially to these Provinces. Rapid transit for mails, passengers and certain kinds of freight has come to be an essential necessity of our times, and every consideration points to the policy, the wisdom and the common sense of passing our own traffic through our own magnificent gateways, which are among the most accessible, secure and commodious on the whole Atlantic seaboard, rather than divert it through and help to build up foreign and competitive ports. Powerfully established enterprises and rival interest, together with doubts as to the remunerative character of the undertaking have hitherto prevented the establishment of such a fast and perfectly equipped line as a rapidly de-

veloping vitality of our national life and the circumstances and exigencies of the times demand. I am of those who believe, that given the necessary facilities and accommodation, trade as surely and invariably follows the route as it follows the flag. We can all remember when the Canadian Pacific Railway was being projected, the chorus of pessimistic alarm with which the daring scheme was greeted and the prophecies that it would never earn sufficient to pay for its axle grease. I believe that the establishment of a fast Atlantic service equal to the best in point of speed equipment and accommodation would be equally successful and contribute equally to the advantage, development and up-building of the Dominion. It is clearly inevitable that such a line by the mere force of geographical consideration would command and attract an enormous and ever-increasing traffic and would form not the least important link in the world encircling chain which binds the Empire together.

PREFERENTIAL TRADE.

Among other subjects to which the attention of the convention will be invited, but not the least important and not the least far reaching in its consequences, is that of preferential trade within the Empire. It is a subject beset with many difficulties and regarding which there are wide divergencies of view. It is a notable fact that of recent years the trend of public opinion, both in Great Britain and the Colonies, has been steadily converging towards this end, accelerated by the amazing development and rapidly-growing competition of foreign countries in every branch of commercial industry and production. It seems clear that we are on the eve of great economic and commercial changes, and it is obvious that the adoption of the principle of preferential trade within the Empire would lead to an enormous development in every branch of agricultural industry throughout Canada.

LEGISLATIVE UNION.

The question of a legislative union for the Maritime Provinces has at various times been a subject of public discussion, which, so far, has been barren of any practical results. The question will again be a matter of consideration at this meeting, and it is hoped that its ventilation will tend to forward the movement a stage or two. It needs little or no argument to show that such a union would lead to great and radical economy in legislative and administrative expenses, would tend to larger and better practical results by reason of the combination and concentration of public institutions, would create a broader conception and a wider recognition of the identity of our material interests, would allay petty jealousies which have hitherto clogged our progress, and would give us a solid and important political entity which would command no mean weight and potency in the Parliament of Canada and the councils of the nation. These are results that are undoubtedly within our achievement whenever the people of these Provinces make up their minds to have them. The progress may be slow, because the established interests and traditional associations to overcome are important and deep rooted. But we are not altogether standing still, and in various ways the Provinces are coming closer together. A very important step forward has been taken in the proposal for the establishment of a Maritime College of Agriculture and the Maritime Technical Training College, under the joint auspices and aid of the Maritime Governments. The successful and harmonious working of our own board is another encouraging instance of progress being made.

OTHER MATTERS.

Various other subjects will come up for discussion at this meeting which cannot be referred to now without overswelling the limits of this address, notably among which is that dealing with the amazing development of the coal, iron, steel and allied industries now in progress, which bids fair to convert the northeastern corner of Nova Scotia into a populous hive of industry, the future of which no man can foresee. It will be noted that none of the subjects are of merely local importance, it being a sound rule to leave all such matters to be dealt with exclusively by the local boards, reserving for the cognizance of this board subjects of provincial, interprovincial and national importance.

THE LATE MR. DWYER.

While we have reason to congratulate ourselves upon the progress which has been made, and the gratifying measure of success which has attended our efforts, we have, I regret to say, one great and irretrievable loss to deplore in the lamented death of the late Michael Dwyer, Esq., of Halifax. Mr. Dwyer was one of the foremost and most active promoters and founders of the Maritime Board of Trade; he took a hearty personal interest in all its

business and proceedings, and his wide experience, acute intelligence and matured judgment were at all times freely, fully and cheerfully at our service. I therefore think it would be proper and becoming for this board to place formally on record an expression of its appreciation of the eminent services rendered to it by the deceased gentleman, and of the all but irreparable loss it has sustained by his premature and unexpected death.

SOUTH-AFRICAN WAR.

Since last convention the British Government was forced into a war with the Boer Republics, in order to repel an invasion of British territory and to redress the grievances and secure the rights and liberties of British subjects. The outbreak of the war gave the signal for a remarkable and significant exhibition of patriotic loyalty throughout all the colonies and dependencies of the Empire, each vying with the other in their offers of aid to the Mother Country. The Government of Canada equipped and dispatched to South Africa two contingents of over 1,000 each composed of volunteers from all branches of the service, and Lord Strathcona and Mount Royal at his own expense equipped and sent out a body of 500, known as Strathcona's Horse. We have all followed with keen interest their career in the field, and we have read from time to time with a glow of pride how with intrepid valor they sustained the honor of their country in many a desperate battle, winning the laurels of victory and earning unstinted commendation on all hands from the Field Marshal Commanding downward. But war has its dark as well as its bright sides. Our own Provinces furnished their quotas of gallant volunteers, and while we rejoice with the surviving victors we none the less remember with sorrowing pride that some of our best young blood was spilt and some of our noblest young lives went out on the far South-African veldt in defence of Britain and for the honor and glory of their native land. Their deaths will not have been in vain, but will, I firmly believe, be a shining mark for future generations of one of the most remarkable turning points in the long and glorious history of the British race and the British Empire.

CLOSING REMARKS.

Before closing this address, I feel it not less a pleasure than a duty to refer to the valuable services of Mr. Calkin, your secretary-treasurer for the past year. He has been not merely assiduous but indefatigable in the performance of the duties devolving upon him, which have now grown to be of considerable importance and volume, and he has brought a zeal and enthusiasm into the work which were both infectious and refreshing. I am indebted to him for much useful assistance and information; and in this respect my thanks are also due to many members of council, and to officials of the local board of trade. Nor must I omit to acknowledge, here and now, our obligations to the regular press and to the trade journals of the country for the copious space they have devoted, or, I might say, donated, and the prominence they have given to reports of the proceedings of your board and the several local boards. By this means a general interest has been created in and an impetus has been given to our work which has been of incalculable service and is bearing good fruit from day to day.

I feel that I have trespassed too much and too long upon your time and patience, and will now conclude by expressing the hope that the result of your action and deliberation at this meeting will mark another step forward in the history of the board, and will tend to still further broaden its scope and extend its usefulness; to still further justify its claims to represent the concrete intelligence, experience and judgment of our foremost practical business men on all subjects affecting the material interests, progress and prosperity of the Maritime Provinces and of the Dominion; and to still further illustrate the supreme advantage of working together in harmony, board with board and Province with Province, to foster and promote our common objects and our common aims.

The president was greeted with loud applause as he took his seat, and, on motion of Mayor Loggie, of Chatham, the report was received, and a hearty vote of thanks conveyed to Mr. DeWolfe for the excellent address delivered by him.

THE PRESIDENT'S REPLY.

"I may say," remarked the president, as he arose to acknowledge the vote, "that I

am very much obliged, and I only hope that when I vacate this chair the work will be easier for my successor. The secretary and myself have spent many hours trying to work out what we thought would be for the best interest of the Maritime Provinces. I am very much pleased to see such a representative gathering. Mr. Jarvis in his annual report last year congratulated the convention on its representative character. I am much pleased to say that the gathering here to-day is even more representative than that which we had in the winter port last year. I am glad that the delegates have, by their presence, proved that the Maritime Board of Trade has come to stay." In conclusion, he expressed the opinion, amid applause, that a fast winter steamship service would only be brought about through the efforts of the Board of Trade of the Maritime Provinces.



The Past President—Mr. M. G. DeWolfe,
Kentville, N.S.

THE SECRETARY-TREASURER'S REPORT.

Mr. G. E. Calkin, the secretary-treasurer, presented his annual report, and it was a most satisfactory one. He pointed out that there were 26 boards of trade out of 40 in the three Provinces that were affiliated with the Maritime Board of Trade. Last year 20 were affiliated. The number of boards represented at the present convention was 16, the same as last year. The reason the number was not larger was that some of the most important boards in the Maritime Provinces, and ones which had hitherto always sent representatives, were, through unforeseen circumstances, unable this year to send delegates. He spoke of the difficulty he had experienced in getting the officers of some of the boards to reply promptly to his communications, and urged a reform in that respect. Within the Mari-

time Provinces there were many men of marked ability connected with the board who could do a great deal to advance the interests of not only that part of the country, but those of the Dominion as a whole. He favored the appointment of a permanent secretary, although under no circumstances would he accept the office himself.

The finances, he said, were in a much better condition than last year. More money came in, and there was more on hand. Still, some of the boards had been careless in remitting their per capita tax. The receipts during the year totalled \$117, which was larger than in any previous year. The expenditures during the year were \$32.50. Taking the amount carried forward from last year, the balance at present in his hands is about \$140.

There are in the Maritime Provinces 41 boards of trade, of which, as already pointed out, 26 are affiliated with the Maritime Board. There are 3 boards in Prince Edward Island, 11 in New Brunswick and 27 in Nova Scotia. The boards in the three Provinces, alphabetically arranged, are as follows:

Amherst, N.S.	New Glasgow, N.S.
Annapolis, N.S.	North Sydney, N.S.
Berwick, N.S.	Pictou, N.S.
Bridgetown, N.S.	Parrsboro', N.S.
Bridgewater, N.S.	Springhill, N.S.
Charlottetown, P.E.I.	Sydney, N.S.
Canning, N.S.	Stellarton, N.S.
Chatham, N.B.	Souris P.E.I.
Digby, N.S.	Summerside, P.E.I.
Dartmouth, N.S.	St. John, N.B.
Fredericton, N.S.	St. Andrews, N.B.
Hartland, N.B.	St. Stephen, N.B.
Halifax, N.S.	St. Martins, N.B.
Kentville, N.S.	Sussex, N.B.
Kings County, N.S.	Truro, N.S.
Londonderry, N.S.	Woodstock, N.B.
Liverpool, N.S.	Windsor, N.S.
Lunenburg, N.S.	Wolfville, N.S.
Middleton, N.S.	Westville, N.S.
Moncton, N.B.	Yarmouth, N.S.
Newcastle, N.B.	

The report was received, as was also the report of the auditors, which found the accounts correct.

SUBJECTS FOR DISCUSSION.

The following were appointed a committee to arrange the order in which the subjects for discussion should be taken up: Messrs. J. E. Woodworth, Berwick; W. S. Loggie, Chatham; A. J. Smith, Halifax; H. Wickwire, Kentville; J. Hubbard, Kings County; Percy Bentley, Middleton; W. M. Jarvis, St. John; A. R. Munro, Westville; W. J. Mills, Sussex; H. W. MacKenna, Parrsboro'; Dr. Muir, Truro; J. W. Blanchard, Windsor.

Mr. J. E. DeWolfe suggested that, as a number of delegates would not be present till the following day, the committee only bring in a partial report.

Secretary Calkin: "For Mr. DeWolfe's information allow me to say that there are only 11 subjects, so far, to be submitted, instead of 22 last year—just one-half."

A short discussion took place in regard to the time to be allotted for the different subjects. Some wanted it limited to half an hour, but it was pointed out that, accord-

ing to the by-laws, no one could speak on one subject more than 10 minutes. This was thought to be safeguard enough for the time being, and the matter was allowed to drop.

The convention adjourned at 10.50 p.m. to meet on Thursday morning.

THURSDAY'S SESSION.

The convention met at 10 o'clock on Thursday morning.

Mr. W. M. Jarvis presented the report of the committee on order of business. It read, with subsequent additions, as follows :

1. Preferential Trade within the Empire.
2. Development of Canadian Trade with the West Indies.
3. Municipal Ownership of Electric Light and Street Railways.
4. Better Hotel and other accommodation for Tourists.
5. How can we improve our Laws with regard to Statute Labor ?
6. Daily Mail Service between Digby and St. John.
7. What can be done to attract a Desirable Class of Immigrants ?
8. Rates of Freight on Apples.
9. Curriculum of our schools in relation to our industrial and commercial advancement.
10. Development of Iron and Steel Industries.
11. Atlantic Mail Service on the basis of speed.
12. Legislative union of the Maritime Provinces.
13. Appointment of Permanent Secretary.
14. Procuring of a Daily Mail Service between Parrsboro' and Wolfville.

COMMUNICATIONS.

The following telegram was read from Mr. E. C. Hanrahan, president of the Sydney Board of Trade : "Regret exceedingly that circumstances prevent Sydney being represented at your meeting. With best wishes and hoping to have you meet here next time, where our citizens will give you right royal greeting."

A letter was read from J. W. Bigelow, Wolfville, in which was enclosed the following resolution :

Resolved, that the Maritime Board of Trade urge upon the several Provincial Governments the necessity of immediately securing space and making arrangements for a creditable exhibit of the products of the Maritime Provinces at the Pan-American Exposition to be held at Buffalo.

NOMINATING COMMITTEE.

The President : "I think the next order of business should be the appointment of a nominating committee, for the selection of officers for the ensuing year."

Someone remarked that last year the committee on subjects was also appointed to perform the duties of nominating committee.

On motion of Messrs. D. G. Smith and T. C. Allison, the gentlemen composing the committee on subjects for discussion were delegated to also act as the nominating committee, with the addition of the names of Messrs. Fred Ham, St. Stephens, and J. Underwood, New Glasgow.

President DeWolfe took advantage of a lull in the proceedings to extend, on behalf of Mayor Yule, a hearty welcome of the delegates to Kentville. "The courtesies of the town and the best feelings of the citizens are extended to you," declared Mr. DeWolfe.

THE NEW OFFICERS.

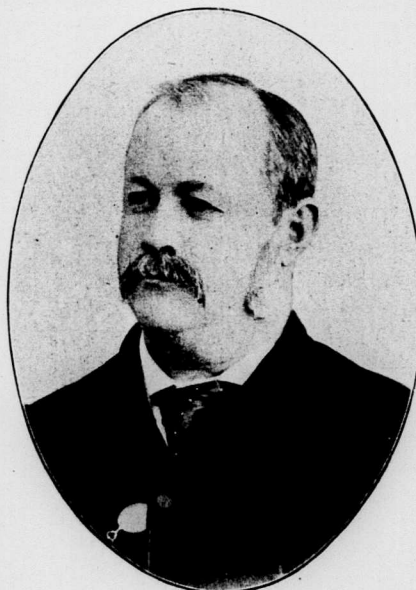
The nominating committee had in the meantime retired, and after an absence of half an hour or more presented the following list of officers :

President—W. S. Loggie, Chatham, N.B.
Vice-President for Nova Scotia—Dr. Muir, Truro.
Vice-President for P.E.I.—Horace Haszard, Charlottetown.

Secretary—D. G. Smith, Chatham, N.B.

The announcement was greeted with applause, and, on motion of Messrs. W. M. Jarvis and H. W. MacKenna, the report of the nominating committee was unanimously concurred in.

Mr. G. M. DeWolfe : "I am very much



The Secretary-Treasurer—Mr. D. G. Smith, Chatham, N.B.

pleased to welcome the new officers, and I take pleasure in asking the new president to take the chair and relieve me of my duties."

Amid applause Messrs. Loggie and Dr. Muir were escorted to the platform, and Mr. D. G. Smith to the secretary's desk.

"Before I take the chair," began the new president, "allow me to move a hearty vote of thanks to Mr. DeWolfe for his excellent work as president during the past year." (Hear, hear.) "I am sure Mr. DeWolfe will take the same interest and will lend all the help he can to the new president, and will do all he can, as in the past, to advance the interests of this board."

Mr. J. W. Blanchard, Windsor, N.S. : "I have much pleasure in seconding the resolution. I think it comes with good grace from a representative of Windsor to do so, seeing that Mr. DeWolfe has done so

much to help create a board of trade in Windsor."

This motion was also carried by a standing vote.

Retiring President DeWolfe, in acknowledging the vote of thanks, spoke in part as follows : "I feel very grateful to you, gentlemen, for having extended to me this very hearty vote of thanks. I have left no stone unturned in trying to advance the interests of the Maritime Board of Trade. At the same time I realize that I have made a great many mistakes. As I said last year, I was following in the steps of old and tried veterans. I do not know of any position in the Maritime Provinces in which there is so much to gain or to which so much honor is attached as that of president of the Maritime Board of Trade." (Hear, hear.) "To see the way in which the representatives yesterday and to-day have worked for the good of the Maritime Provinces and for the good of the Dominion of Canada is something to be proud of. I have on my right the father of the Maritime Board of Trade. I have reference to Mr. Troop. He has never missed but one convention, and that was last year in St. John, when an accident prevented him putting in an appearance. The time has come when the Maritime Board of Trade is a power in the land, and the Government does not cast aside any resolutions or letters addressed to it from this board. I have much pleasure in resigning my position to the man whom you have elected, a man who is deeply interested in the Maritime Provinces. In your new officers you have the strongest team you ever had. I look for an earthquake." (Laughter.)

Then a speech from the new president was demanded. But Mr. Loggie declared he would make but a few remarks. And he stuck to his declaration. "Allow me to tender you my thanks for the honor you have conferred upon me in electing me president of the Maritime Board of Trade, an organization which represents the business interests of the Maritime Provinces. We will now proceed to business, as I do not think it is proper that I should take up your time with an address."

Mr. W. M. Jarvis, St. John, moved the suspension of the rules in order that he might introduce a special vote of thanks to Mr. G. E. Calkin, the secretary of the Maritime Board of Trade for the services he had rendered during the year and also that the sum of \$50 be set aside for his use.

The motion was seconded by Mr. Percy Bentley and carried by a standing vote.

Mr. Calkin thanked the board and added : "I have, with all my shortcomings, always taken an interest in board of

trade matters and I always shall." (Applause.)

CHATHAM THE NEXT PLACE OF MEETING.

Mr. D. G. Smith, the new secretary, had in the meantime been quietly sitting at his desk. But a few remarks were now demanded from him. "I thank you," he said, "for the honor you have conferred upon me. I hope I shall be able to do as satisfactory work as has the late secretary. If I can make any improvement I shall try and do so. While I am on my feet I will take the opportunity of moving that the next annual meeting of the Maritime Board of Trade be held in Chatham, N.B."

Just at that moment, a telegram was handed to Mr. M. G. DeWolfe. It turned out to be from the Chatham Board of Trade, inviting the Maritime Board to hold its next convention in that town. There was a

not devolved upon someone else. However, he felt that it was his duty to introduce the subject when called upon to do so. "I regard," he continued, "this question as the most important that looms up before the Canadian people and of this Empire. However little we may now think of the question to-day, as truly as we live

IN THIS GREAT COUNTRY

of Canada, as truly as we have a great country in Australia, as truly as we have nearly one-third of the world's territory, this question will force itself upon our attention until it is an accomplished fact."

He then referred to the free trade movement in England as led by Cobden, and the difficulties the latter contended with. At that time Great Britain had no rivals, except France, Spain and Portugal. He referred to the progress of Great Britain under free

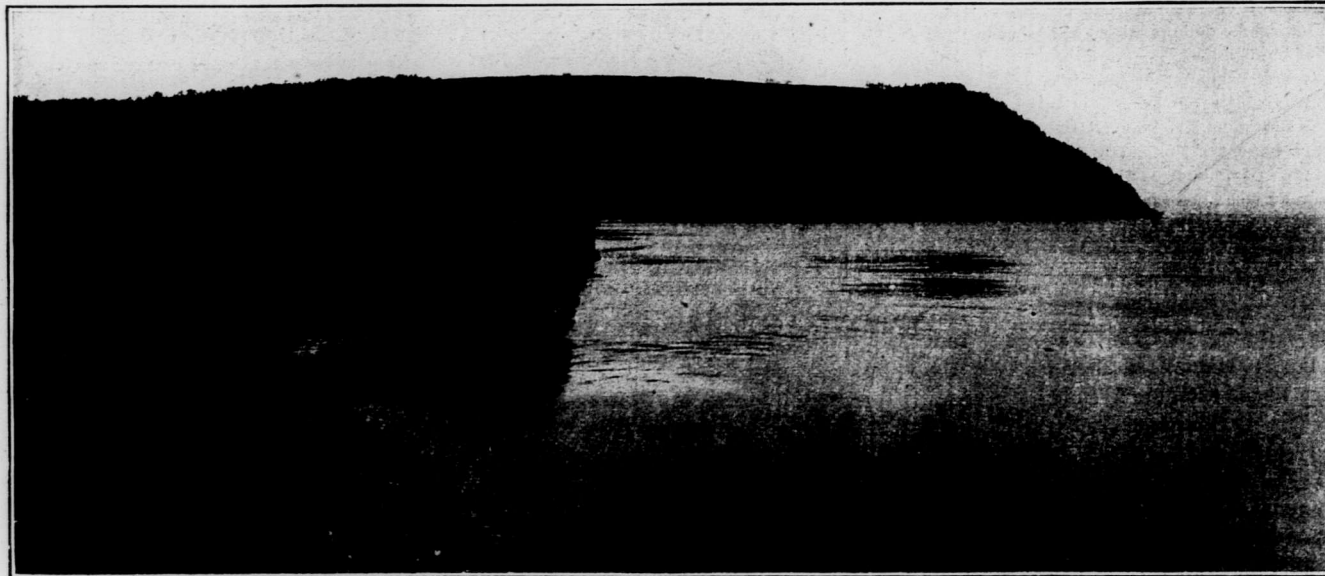
Britain, but the material for the interchange of commodities between all nations."

The aggregate exports of the British colonies were, he said, about \$1,500,000,000 in round numbers as far as his memory served him. The imports were somewhat larger. Of

THAT ENORMOUS TRADE

only about 14 per cent. was with the Mother Country. It ought to be, he declared, 50 per cent. at least. By a simple preferential tariff, foreign countries would be prevented from taking this trade from her.

"How indifferently this matter may be treated to-night or in the near future," he continued, "as sure as we are a living people we shall yet awaken ourselves and help to wake up the Australian colonies and



Blomidon, on the Minas Basin.

laugh among the members at the coincidence.

Then Mr. W. M. Jarvis seconded Mr. Smith's resolution, which was carried unanimously.

The convention adjourned at 12.30 p.m. to meet again at 8 p.m.

In the afternoon, the delegates were taken by vehicles to "Look Out," as guests of the Kentville and Kings County Boards of Trade. Further particulars of this will be found elsewhere.

The evening session was opened shortly after 8 o'clock. There was a good attendance of members.

After routine, the first subject introduced was

PREFERENTIAL TRADE.

The subject was introduced by Mr. J. A. Chipman, Halifax. In doing so, he said he regretted exceedingly that the duty had

trade, and held that up to 1882 no country had made greater progress. Then came in the competition of the United States and of Germany, and, not only in foreign markets, but in the British market itself.

Canada in the years gone by only had a small population, and

COULD SCARCELY FEED HERSELF.

Now things are changed. We have a larger population, and, with our minerals, timber and food products, it is possible for us to supply the British Empire itself.

Referring again to the competition of Germany and the United States in the home, foreign and colonial market, he continued: "Are we to open our markets of the Empire to the competition of the world, while they shut us out with high tariffs and obnoxious bounty systems? I have shown that we have not only the material to supply Great

the West Indian Islands to the importance of this great question." (Applause).

He then read the following resolution:

Resolved, that in the opinion of this convention mutual preferential trade within the British Empire would greatly tend to cement the unity of the Empire, vastly assist in developing the material resources of the several colonies and dependencies thereof, hold a restraining influence upon immigration, directing it from foreign to countries within the Empire, and conducing to a more equitable system of commercial intercourse between the Empire and the several nations of the world.

Before taking his seat, Mr. Chipman said: "We hear sometimes that Great Britain is afraid of a mutual preferential trade between herself and her colonies and dependencies on account of her large trade with foreign countries. I tell you, gentlemen, that before preferential trade within the Empire was in existence five years the United States and other foreign countries would, to use an Americanism, be hustling

to come in and get a share of the preferential trade." (Laughter and applause.)

Mr. W. M. Jarvis, St. John, said he had much pleasure in seconding the resolution. "It is a question of vast importance," he declared. "And it is

A HAPPY OMEN

when you find such a strong public opinion as now exists among all people in Canada for a continuance of the present preferential tariff with Great Britain." (Hear, hear.)

Without further discussion the motion was put and carried unanimously.

TRADE WITH THE WEST INDIES.

The subject of the West Indian trade was introduced by Mr. I. C. Stewart, of Halifax, who, early in the year, spent three months in the Leeward Islands. He said it was a subject which indirectly interests every merchant and every manufacturer in

ping and money was easily made by Halifax exporters. We are not doing as large a business to day with the British West Indies as we did some years ago, and further along in my argument I shall have occasion to show why this is so. At present, however, our exports of dried fish to the British West Indies and British Guiana are worth about \$1,250,000 a year. I estimate this from the statistics given in the Trade Returns, which show direct exports of \$811,827. The balance I estimate to be sent to New York, as our exports to New York show a total of \$540,000, much of which, I am informed, is resold to the West Indies. The total value of Canada's dried fish exports in 1899 was \$2,737,000, of which the Province of Nova Scotia supplied \$2,345,000; and of this a little more than two-fifths went directly and indirectly to the British West Indies and British Guiana.

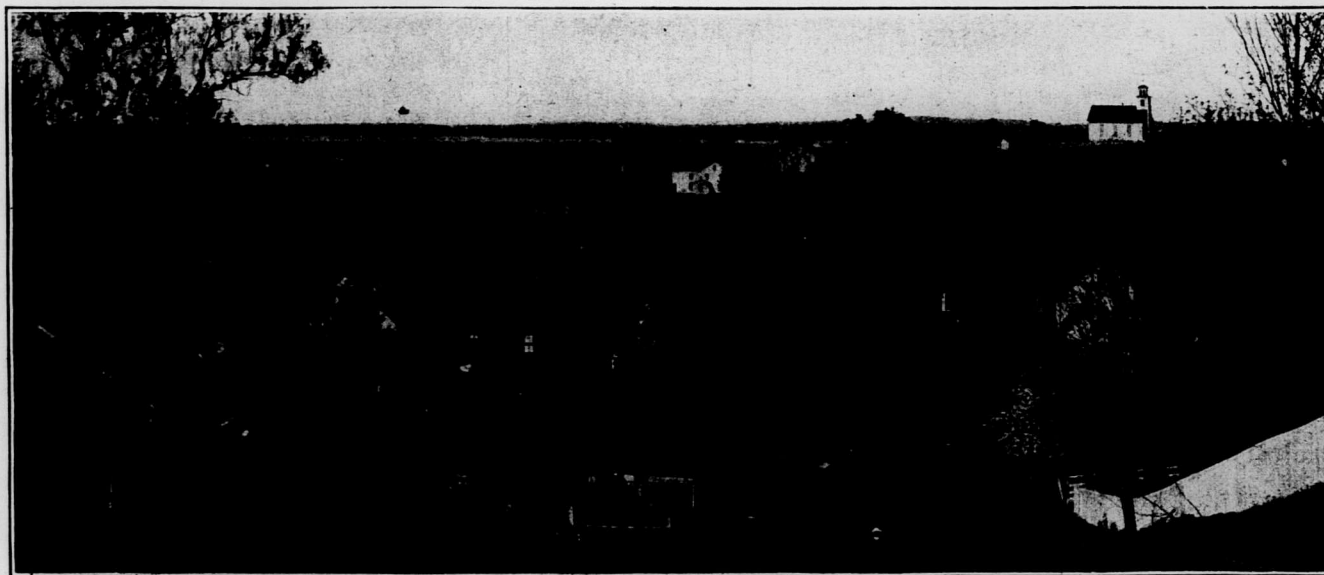
ment of a large trade between Canada and the West Indies. But, as I thought more carefully, more deeply on the matter, it occurred to me that we might

HELP TO DEVELOP THIS TRADE

by assisting the West Indies to find a larger market, if we could not give them the larger market ourselves. And, recalling the important place that Canada now holds in the councils of the Empire, it began to impress itself upon my mind that Canada might be able to bring to bear some influence upon the Mother Country to induce her to take the necessary steps to provide a market among her consumers for the sugar which the West Indies can produce, and would be producing, were it not for the unfair competition of the bounty countries.

PREFERENTIAL TRADE

within the Empire would settle this difficulty



Grand Pre Village, N.S.

the Province of Nova Scotia, because "it involves one of our most, if not the most, important of our industries, namely, that of fish. It concerns the counties of Lunenburg, Queens, Shelburne and Yarmouth directly, and it concerns the supply houses and exporters of Halifax almost, if not quite, as seriously."

Continuing, Mr. Stewart spoke in part as follows: "The West Indian trade of Nova Scotia is

ONE OF THE OLDEST SURVIVING INDUSTRIES of our people. I am not as familiar with the early history of the trade as the majority of those present, but anyone who has lived in Halifax for any length of time during the past 10 years cannot fail to have heard of the

GOOD OLD DAYS

when the docks were alive with small ship-

THE SUGAR INDUSTRY.

"I had not been longer among the business people of the West Indies than a few weeks when I made up my mind that the successful extension of trade between Canada and the West Indies, particularly as regards fish, depends upon the prosperity of the sugar industry; but when I came to consider what Canada could do alone towards assisting the West Indies to put that industry on a sounder basis, I came to the conclusion that we could do but very little. The market for sugar and other West Indian products in Canada is,

UNFORTUNATELY, RESTRICTED,

and it will be many years before Canada is large enough and wealthy enough to consume all that the British West Indies can produce; so it became apparent to me that it was useless to hope for a speedy develop-

at once, and if I could have my way I would make an arrangement whereby England would give the West Indies such a preference for her products as would insure them a market. In return for this the British West Indies would give a preference for the products of both Britain and her colonies. This would secure Canada the foodstuffs trade of the British West Indies. And, of course, as Canada should not expect to get something for nothing, she in turn would give a special preference to Great Britain."

Mr. Stewart dealt exhaustively with the history of the sugar in the West Indies during the last 200 years, and showed that out of a total of 8,321,733 tons of sugar (5,608,000 tons of beet and 2,700,000 tons of cane sugar) produced in the world in 1898-99, the British West Indies only con-

tributed one thirty-fifth. "The cause of this," he declared, "is the iniquitous policy of the bounty system, which the British Government, whom we are all taught to regard with the utmost reverence, seems disposed to treat with indifference. Were it not for the United States, which

CAME TO THE RESCUE

in 1896 by enforcing countervailing duties on bounty fed sugars, the British West Indies would to day be hovering on the brink, if not already in the pit, of bankruptcy. Is it a position we should view with equanimity that one of the oldest and most loyal colonies of the Empire is now dependent upon the United States, and is asking the Mother Country in vain for that justice which it has from the hands of a foreign nation?

"We have practically lost our market in Porto Rico for our fish, and that of Cuba will soon follow. These, in themselves, mean \$800,000 of a deduction from our fish sales. The British West Indies should have fair play, and Canada, as the strongest colony in the Empire, should see that they get it."

TRADE OF THE LEEWARD ISLANDS.

Mr. Stewart pointed out that the Leeward Islands annually exported about 20,000 tons of sugar and 4,250 puncheons of molasses, of the total value of \$925,000, equal to a total value per head of \$13 26. The total area under cultivation in the Islands he estimated at about 35,000 acres, less than 1-13th of the total acreage of the Islands. The present method of sugar manufacture in the Leeward Islands is

MOST PRIMITIVE

and he had been informed that, with the vacuum process of manufacture, 15 to 20 per cent. more juice would be obtained from the cane.

The consumption of flour by the Leeward Islands is 37,000 barrels annually; of fish, 21,000 quintals; of lumber, 1,500,000 feet; of cheese, 40,000 lb., and of butter, 100,000 lb. He held that by increasing the production of the sugar crop the purchasing power of the Islands would be increased proportionately.

In Barbadoes, he said, the sugar production during the past 10 years had averaged 60,000 tons. The best year was in 1890 when 85,000 tons were produced. "I have been told by the planters," he added, "that although 90 per cent. of the cultivable land in Barbadoes is now under cultivation, that with the introduction of capital and new machinery, which will immediately follow a settlement of the sugar bounties, the Island can easily produce from 110,000 to 120,000 tons per year. So on through the different colonies of St. Lucia,

St. Vincent, Trinidad, British Guiana and Jamaica, there is a possible output of 1,000,000 tons; and the same argument which I have made with regard to increasing the consumptive capacity of the Leeward Islands will, to a greater or less extent, hold good elsewhere."

Speaking of the West Indian Islands in general, he said they bought from all sources 650,000 barrels of flour, valued at \$3,000,000; 2,750,000 lb. of butter, valued at \$11,560,000; 900,000 lb. of cheese, valued at \$110,000. The value of the lumber was \$800,000. The total imports of the British West Indies and British Guiana for the last fiscal year were \$32,000,000, and the total exports \$37,000,000. The total population of the British West Indies and British Guiana is 1,650,000, and the per capita imports about \$19.50.

Before taking his seat Mr. Stewart moved the following resolution:

Whereas the British West India Islands and British Guiana are very important markets for Canadian products, and whereas anything which retards the industrial progress of these countries is of serious consequence to Canada;

Therefore, resolved that this convention is in entire sympathy with and cordially supports the representations made by British Guiana and the British West Indies to the Imperial Government in favor of countervailing duties on bounty-fed sugars.

Mr. A. E. Jones, Halifax, seconded the resolution. He said that, as the prosperity of the West India Islands depends a great deal upon the sugar industry, it followed that if there is to be any increase in our trade with them there must be an improvement in the condition of the industry. "The price of sugar," he continued, "has been unremunerative for a number of years, and its effect upon the industry in the West Indies has been felt in Nova Scotia. The United States, which are

OUR GREAT COMPETITORS

in the West Indies, saw at once their chance, and, while England stood aloof, they stepped in, and, by putting on countervailing duties, they caused the price of West Indian sugar to be raised equal to the amount of the duty. The result has been that our refiners, instead of being able to use West Indian cane sugar, have been compelled to go into the European market and buy beet sugar is cheaper than the United States can afford to pay. The duty in the United States is that much higher than it is in Canada. You can understand that this works to our disadvantage.

"Just as long as these advantages are given to West Indian sugars by the United States, just as long as Great Britain does not put on countervailing duty, and just as long as Canada does not, just as long will we be handicapped in doing business with the West Indies.

NO SUGAR, NO FISH.

"Our not being able to take West Indian sugar means that they cannot take our fish."

Mr. George Mitchell, M.P., quite agreed with what the previous speakers had said in regard to the importance of the West Indian trade. At any rate it could be made one of the most important. "However," he declared, "if an extension of the trade comes it must come largely from the Upper Provinces.

UPPER PROVINCES MUST HELP.

"Unless we get those in the Upper Provinces of Canada to take an intelligent interest in the West Indian trade we cannot expect an extension of trade. We want their cooperation."

He referred to the difficulties under which they, the business men of Halifax, had labored, and added: "It is useless to say that the Government has done nothing. It gave West Indian products a preference of 25 per cent. of the duty. And, I think, with the preference of 33 1/3 per cent. we shall next year do a better trade with the British West Indies. At the same time, I do not think it will do very much. It will still allow a preference to be given to beet sugar.

RAW SUGAR USED BY CANADIAN REFINERIES.

"At one time the Canadian refineries used only one third of beet-root sugar. Then it was increased to one-half, until to day they nearly altogether use beet-root sugar for refining purposes."

He referred to the bad effect of the bounty-fed sugar on the refining industry in Great Britain, and, while it was claimed that the jam industry there had greatly benefited as a result of the cheap sugar, yet he did not think it was fair that European countries should be encouraged to put large bounties on sugar, and thus destroy the sugar industry of the British West India Islands.

Mr. J. W. Blanchard, Windsor, N. S.: "Would political union of the West Indies with Canada, in your opinion, be beneficial?"

A COMMERCIAL TREATY WANTED.

Mr. Mitchell: "I am very much afraid that political union with the British West Indies is not feasible at present. I believe it would be a good thing if we could obtain a commercial treaty with the West Indies. That is what we want."

POSSIBILITIES FOR BUTTER AND CHEESE.

Mr. Clarence H. Dimock, Windsor: "What are the possibilities for trade with the British West Indies in butter and cheese?"

Mr. I. C. Stewart, in reply to Mr. Dimock, said that he found that most of the cheese being sold in the West Indies came from New York, and that the cost of the cheese in New York was a little above the price at which similar cheese sold in Canada. The cheese was not as rich as Canadian cheese, but one difficulty with the latter was that it began to crumble after being opened up, while the cheese from the United States sliced nicely. With regard to butter, he said there was a large importation. A great deal of the butter they import comes from France. It is very yellow, is highly salted and comes in kegs. High-grade butter in 1-lb. tins comes from Denmark, France and Italy. "I do not," he said, "think there should be much difficulty in shipping Canadian butter to the British West Indies. In fact, one house in Halifax is already exporting fairly large quantities."

ment, which was declined by the Legislature of said island in favor of a provisional arrangement made with the Government of the United States of America, and

Whereas said provisional arrangement has since been cancelled, and the reopening of negotiations with the Government of Canada is again feasible;

Therefore, resolved that this convention, feeling that great benefit would result to the Maritime Provinces and to the Dominion of Canada generally by the consummation of such an arrangement as proposed, would strongly urge upon the Government of the Dominion of Canada the great importance of the matter, and expresses the hope that nothing shall be lacking on their part towards the bringing about of so desirable a matter.

DOMINION ATLANTIC CAR SERVICE.

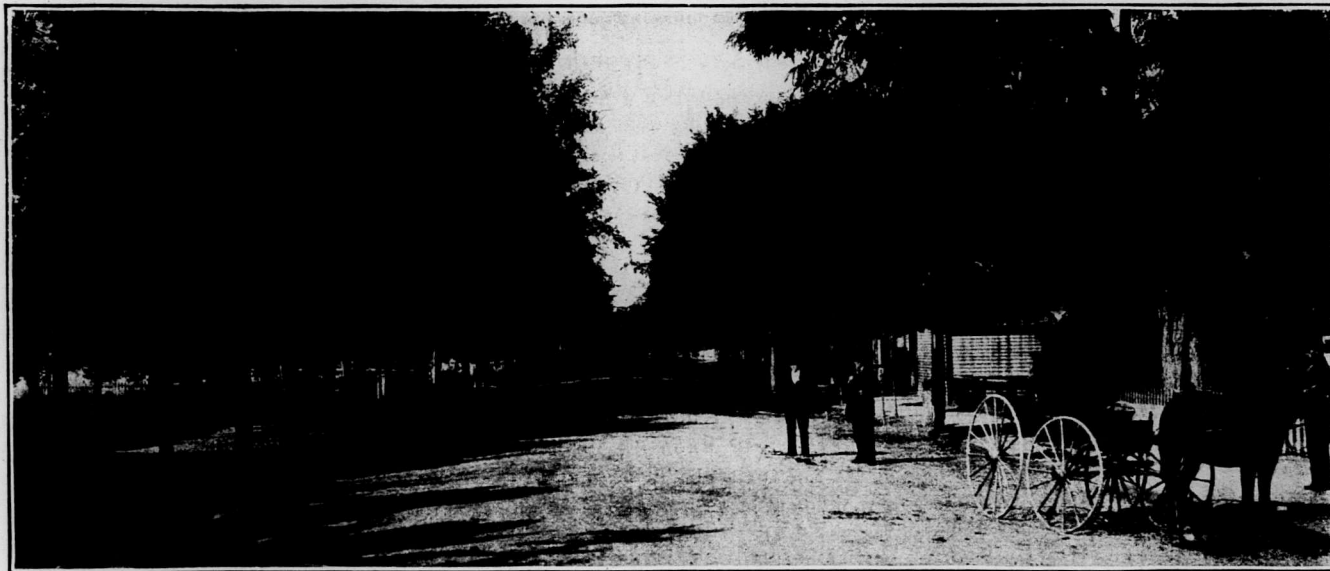
Mr. J. W. Blanchard, Windsor, complained that manufacturers and others were put to a great deal of inconvenience through inability to get a proper supply of freight cars on the Dominion Atlantic railway. He knew of one manufacturer who had been

shipped, I think the public would be willing to put up with some inconvenience, but when shippers have to wait month after month for cars it gets to be pretty nearly unendurable. Of course, the Dominion Atlantic railway is the only line upon which they can depend.

THE MONEY OF THE PEOPLE

has gone into the D.A.R., and they naturally expect to have the necessary accommodation."

Mayor Yould, mechanical superintendent of the D.A.R.: "I admit there are times when there are some little delay, but I think the gentlemen who have introduced this subject have been misinformed. A good deal of the freight goes up to Montreal, and no other small railway like ours would dare to allow its cars to go long distances. With the number of cars we have, we have got to depend a great deal on the Government road, and the most of the delay spoken of is caused by the Government



Main Street, Kentville, Looking West.

Speaking of the steamship service, he expressed the opinion that the service from Halifax and St. John was as good, if not better, than that from New York.

"The way to do business," concluded Mr. Stewart, "is this: We have got to take hold of the trade, study it out and make up our minds that perhaps for the first few years we will not make money."

The motion was then put and carried unanimously.

RECIPROCITY WITH TRINIDAD.

Mr. George Mitchell, M.P., introduced the following resolution, which, after being seconded by Mr. George E. Boak, was carried unanimously and without debate.

Whereas an offer was recently made by the Government of the Dominion of Canada to the Government of the Island of Trinidad, in the British West Indies, of a reciprocal commercial arrange-

ment, which was declined by the Legislature of said island in favor of a provisional arrangement made with the Government of the United States of America, and

Whereas said provisional arrangement has since been cancelled, and the reopening of negotiations with the Government of Canada is again feasible;

Therefore, resolved that this convention, feeling that great benefit would result to the Maritime Provinces and to the Dominion of Canada generally by the consummation of such an arrangement as proposed, would strongly urge upon the Government of the Dominion of Canada the great importance of the matter, and expresses the hope that nothing shall be lacking on their part towards the bringing about of so desirable a matter.

Whereas said provisional arrangement has since been cancelled, and the reopening of negotiations with the Government of Canada is again feasible;

Therefore, resolved that this convention, feeling that great benefit would result to the Maritime Provinces and to the Dominion of Canada generally by the consummation of such an arrangement as proposed, would strongly urge upon the Government of the Dominion of Canada the great importance of the matter, and expresses the hope that nothing shall be lacking on their part towards the bringing about of so desirable a matter.

NO REDRESS

whatever," he declared. "We thought that by bringing the matter to the attention of this board that the Dominion Atlantic railway might be induced to provide the necessary cars. I do not think there is anyone who wishes to be unreasonable in this matter. At times, when apples are being

road not supplying sufficient cars. And then, in the 800 miles to Montreal, we are only allowed 32 miles of mileage. If we have got to supply more rolling stock we must ask for more despatch in the unloading of cars. But we have

ENOUGH ROLLING STOCK,

provided we get quick despatch. I can assure you that 25 per cent. of our freight cars are lying on the sidings waiting for something to do."

Mr. Yould stated that the D.A.R. had ordered more freight cars in order to increase the apple-carrying capacity of the line and also two new locomotives. Then, in Kentville, they were building six 30 ton cars.

Mr. Blanchard asked Mr. Yould why his company could not supply the 200 flat cars to which he referred.

Mr. Yould: "Where does he want to send the cars?"

Mr. Blanchard: "I cannot say."

Mr. Yould: "If it is to the I.C.R. we cannot send them."

DELAYS ON ENGLISH GOODS.

Mr. M. G. DeWolfe thought it was a serious matter, and he considered it would be well, therefore, to have the manager of the D.A.R., Mr. Gifkins, present, with a view of getting a statement from him. "I understand," he continued, "that it sometimes it takes as long as six days to bring goods from Halifax to Windsor. This is an important matter, especially when English goods were being brought in."

Mr. Blanchard: "It often takes five days."

Mr. Yould: "As far as English goods are concerned, I am not in a position to say anything." He moved that in the absence of the president of the D.A.R. further consideration of the questions under discussion be left over till the following day.

It was so decided.

RAILWAY FREIGHT RATES ON APPLES.

The subject was introduced by Mr. Peter Innes, president of the Kings County Board of Trade and also vice president of the Fruit Growers' Association of that county. In his introductory remarks he referred to the development of the apple-growing industry in Nova Scotia. "A few years ago the production of apples in this Province was very small; last year the production was 500,000 barrels."

He said the burden of his complaint was in regard to the classification. The classification was the same as it was when apples were considered to be a luxury. Apples were in the second class while flour was under the fifth and eighth classes, a classification which was ridiculous, and made a difference, roughly speaking, of 25 per cent. in the case of carriage.

The quantity of flour brought annually from Ontario into the Province was probably about 30,000 barrels, yet, for export alone, 375,000 barrels of apples were shipped from the Province besides which there were, he estimated, about 125,000 shipped over the railways for home consumption. The question therefore concerned an important industry.

The only way in which they hoped to get redress was to take the matter before the Railway Committee of the Dominion Government, and there ask that the classification on apples be made the same as that on flour.

It was eventually decided, at the request of some members, to defer further considera-

tion of the question till Friday when it was expected that President Gifkins of the D. A. R. would be present.

MAIL SERVICE BETWEEN PARRSBORO' AND WOLFVILLE.

Mr. H. W. MacKenna, Parrsboro', said that what was desired was a daily steamboat mail service between Parrsboro' and Windsor. The distance between those places was only about 20 miles across the Minas Basin, and yet a letter posted in Parrsboro could not reach Wolfville or any other place in Western Nova Scotia until two days later. It had, for example, to go to Halifax, where it remained over night, going on to its destination next day. In this way it took four days to get a reply. The population of Parrsboro' was only about 200, but the mail matter of 10,000 people passed through there. The matter was also important from the tourist standpoint.

The further consideration of this question was also deferred for a later session.

FRIDAY'S SESSION.

When the convention was called to order on Friday morning the attendance was small, smaller by a great deal than during any previous session, a number of the delegates having returned to their homes by the early trains. At the same time, however, a larger number of delegates were present than is usual on the last day of the convention.

Mr. Jarvis, St. John, stated that the subject of a permanent secretary would probably come up during the day, and, as he would shortly be leaving for home, he wished to say that the constitution provided for the appointment of a secretary. "The secretary for the ensuing year," he added, "has already been elected, so that you cannot appoint a permanent secretary for the present year."

MARINE INSURANCE RATES.

Mr. W. M. Jarvis, St. John, presented the following resolution:

Whereas, the rates of marine insurance in connection with the Maritime Province ports, as fixed by the British marine insurance, are higher than those from the Atlantic ports of the United States of America, and whereas, no such discriminating rates are enforced by United States marine insurance companies, and in the opinion of this board such higher rates are not justified by any disasters which have occurred in connection with Maritime Province ports;

Therefore resolved, that this board, feeling that such discrimination is regrettable, would respectfully request the committee of Lloyds to reconsider the rates charged on risks to or from Maritime Province ports with a view to the modification of the present rates, and that a copy of this resolution be certified by the president and secretary and be sent to the committee of Lloyds.

In speaking to his motion, Mr. Jarvis said the present discriminating rates were of

recent origin, and applied to all Canadian Atlantic ports. He did not intend to say anything in regard to the St. Lawrence. The people interested in that route could look after themselves. "We have, however," he declared, "to point out

THE VERY SMALL LOSS

there has been in connection with the Maritime Province ports, and leave our friends in the West to act for themselves."

He said that efforts had repeatedly been made to have the discriminating rates removed, but without success. "It is only by importuning like the widow we are told about in Scripture that we can hope to secure our rights," he declared.

The inspection of deck loads, he declared to be uncalled for, and as far as the Maritime Provinces were concerned, was unnecessary. The inspection was practically only done in the large ports, while most of the shipments of lumber in the Maritime Provinces were made largely from the small ports. In conclusion, he showed that the losses from steamers running from ports in the Maritime Provinces were practically nil. "And yet," he said, "our ports are being discriminated against in favor of United States ports."

The motion was seconded by Mr. Longard, Halifax.

LINE HAD TO BE DRAWN SOMEWHERE.

Mr. J. Edward DeWolfe, Halifax, said that when some time ago several gentlemen from the Maritime Provinces waited upon the secretary of the committee of Lloyds in London, to protest against the discriminating rates of insurance on the Atlantic coast of the Maritime Provinces, they had been told that the line had to be drawn somewhere, and it was drawn at the State of Maine. Mr. DeWolfe acknowledged that the shipping trade was small on the Atlantic coast of the Maritime Provinces, when compared with that on the Atlantic coast of the United States, yet, to double the insurance rates on steamers running from ports in the Maritime Provinces was beyond all reason.

"That it is unreasonable," he added, "is evident from the fact that marine insurance companies of the United States, who are on the spot, and know the condition of affairs, do not discriminate against the Maritime Province ports. We should keep up the agitation until lower rates are secured."

Mr. M. G. DeWolfe also urged that the agitation should be kept up until the discriminating rates were removed.

Senator Power suggested that a copy of the resolution should be forwarded to Lord Strathcona, the Canadian High Commissioner in London. "I know he is taking a great deal of interest in the question."

Someone suggested that a resolution be also sent to General J. W. Laurie, a member of the British House of Commons, who, it will be remembered, at one time occupied a seat in the Canadian House of Commons.

After the two suggestions made had been embodied the resolution was carried unanimously.

MUNICIPAL OWNERSHIP OF ELECTRIC LIGHT PLANTS.

Secretary D. G. Smith moved the following resolution :

Resolved that the Maritime Board of Trade is of opinion that cities and towns should guard with great care franchises for the production of light, heat and power by electricity as applied to lighting, street railways, etc., retaining same under their own control wherever practical, in order that the public use thereof may be had cheaply, and householders' and other local users' requirements may be economically met.

In speaking to his motion, Mr. Smith said that with the reduced cost of electricity during the past 10 years he thought the time had come when municipalities, where feasible, should own their own electric plants for procuring light, heat and power. He contended that Glasgow, Scotland, was a striking evidence of the benefits to be derived from municipal ownership of electric lights. "If I have been rightly informed, he said," the electric system owned by the municipality of Glasgow has proved so profitable that the city is practically

FREE OF TAXATION.

Mr. M. G. DeWolfe said that municipal ownership of electric plants was a subject that had but one side to it, and he, therefore, had much pleasure in seconding the motion. Glasgow was certainly an example to the world. He thought that if there was any difficulty it might be in regard to small towns.

Mr. MacKenna, Parrsboro': "In reference to small towns, I might say that Parrsboro', which has a population of only about 200, established its own electric plant some three years ago. It has been very satisfactory. Our rates compare favorably with those in any other place. Domestic light is cheaper than in any other place that I know of, and our street lighting is very cheap. There was at first some opposition to the putting in of the plant, but the results have been so satisfactory that the opposition has disappeared."

Mr. J. E. DeWolfe, Halifax, said that he would like to have incorporated in the resolution a clause suggesting that where invested capital in private ownership of electric plants was concerned

ARBITRATORS SHOULD BE CALLED in to fix the compensation, if any, due.

Mr. M. G. DeWolfe, Kentville: "Although I shall vote for this resolution, I

might say that I am a shareholder in our own local plant. But I believe in the principle that municipalities should own their own electric plant. He was glad, however, to hear Mr. DeWolfe, of Halifax, suggest that the rights of private capital should be safeguarded by arbitration."

Senator Power said that municipal government in Canada and in the United States was not what it was in the Old Country. Consequently he had grave doubts as to whether it would be desirable that there should be a general operation of electric plants by municipalities. "I think, however,

THAT WHERE POSSIBLE

electric plants should be operated by municipalities," he explained. He thought that in the smaller towns and in villages the conditions were more favorable for municipal ownership of electric plants as there were opportunities for closer scrutiny of the administration.

Mr. Longard, Halifax, pointed out that a few years ago the municipal authorities of Winnipeg put in an electric plant and it had since then obtained power from the Legislature to purchase the plant at present owned by private capitalists.

The resolution was carried unanimously.

D. A. R. QUESTION DISPOSED OF.

The question of the freight car service on the Dominion Atlantic railway traversed from the preceding day, was again taken up. Mr. Blanchard, who had introduced the subject said he was prepared to modify his resolution a little. He then submitted the following resolution :

Resolved that, whereas serious inconvenience has in the past been caused to the farmers, manufacturers, and other shippers by the lack of freight cars on the Dominion Atlantic Railway, that this board request the company to supply freight cars as speedily as possible.

The resolution as he originally drew it up called upon the D. A. R. "to speedily remedy the difficulty by the addition of more freight cars." The above resolution, it will be noted, merely asks the railway company to "supply freight cars as speedily as possible."

Senator Power referred to the delay caused by cars not being quickly unloaded, and considered it was a question which the Intercolonial would yet have to consider.

After Mayor Yould had spoken much along the same lines as on the previous day, the motion was put and carried.

HOTEL ACCOMMODATION AND TOURIST TRAVEL.

Mr. Frank C. Simson, Halifax, in introducing the subject of better hotel accommodation in relation to tourist travel, said he regretted that the gentleman, Mr. G. E.

Faulkner, who was to have brought the matter up, was unfortunately absent. He read a letter from that gentleman, in which the opinion was expressed that the Commercial Travelers' Association could probably do more than the Maritime Board of Trade in bringing about better hotel accommodation.

Continuing, Mr. Simson said: "I, myself, was identified with the hotel committee for many years, and I trust that some good work was done. The drawback we found in accomplishing anything was that the parties who had complaints to make would not take the trouble to put them in writing before the committee, although strict secrecy was promised, and then we would have had something to work upon. In this work we have never asked the hotelkeepers for any better than the ordinary rates, but rather looked for comfort, cleanliness, and sanitary conveniences. The Dominion Travelers' Association now makes the list of hotels for all Canada, but they appoint a hotel in every town, whether the hotel is worthy of patronage or not, which, in my opinion, is a mistake. The travelers' association would hail with pleasure the aid of the merchants in the towns, for they can do as much as the travelers themselves. There is no doubt that the increased tourist trade in the Maritime Provinces must be a boon to the merchant. The more attractive the local hotels can be made, the greater number they can attract. A matter, perhaps, equally important is that of good roads. No doubt, to the large number of tourists who bring their wheels with them, the comforts of moving about are most important. I desire to make this motion :

In view of the large number of visitors who are among us during the summer season, it is advisable that the members of the local boards of trade take particular interest in the condition of the hotels in their vicinity.

Mr. M. G. DeWolfe, Kentville, said that more tourists were coming to the Maritime Provinces every year, and they wanted better hotel accommodation. The Maritime Provinces were being referred to in the press a great deal for what they were doing to attract tourist travel, and he especially complimented MacLean's trade journals for the articles which they were from time to time publishing in regard to the question. "It was," he declared, "imperative that better hotel accommodation should be provided. The tourist trade is a valuable one," he said. "It is all cash and no credit." He suggested that the subject should be referred to the council of the Maritime Board instead of to a special committee."

Mr. Simson said he was quite willing to have the matter referred to the council.

Mr. I. C. Stewart was of opinion that

the solution of the problem was larger hotels, and where large hotels could not be made to pay it would be a good thing to have comfortable homes among private citizens to which tourists could be directed.

Senator Power said he thought the question was one which scarcely comes within the province of the Maritime Board of Trade.

Mr. J. E. DeWolfe, Halifax, took exception to the remarks of Senator Power. In his opinion it was quite within the province of the Maritime Board of Trade to consider the hotel question in its connection with tourist travel. Tourist travel in the Maritime Provinces was a most important question and one which greatly concerned business men. In the State of Maine tourist travel was worth at the very least \$14,000,000 annually. The delegates present at the convention should return to their respective towns determined to make them attractive to tourist travel.

"Over 3,000 tourists," said Mr. DeWolfe "are arriving weekly at Yarmouth by steamer, 1,500 at Halifax by steamer, while at least 500 are coming in by train. Here you have at least 5,000 tourists who are coming into the Province of Nova Scotia alone every week during the tourist season. Some idea of how valuable this tourist travel is may be gathered when one considers that each tourist leaves at least an average of \$20 in the country."

Mr. M. G. DeWolfe urged continued agitation until the desired object was obtained.

The resolution was adopted and the secretary was instructed to send a copy thereof to every board of trade in the Maritime Provinces.

BETTER COUNTRY ROADS.

The question of ways and means to secure better country roads was introduced by Mr. Ralph S. Eaton, of the Kings County Board of Trade, who presented the following resolution :

Whereas it is recognized very generally that a decided improvement is needed in the condition of our public roads,

Whereas the present system of repairing and maintaining our roads under the direction of surveyors of small districts who are appointed annually, who, as a rule, have little knowledge of the best principles of roadmaking, who are usually unable to use to the best advantage the statute labor represented by the district, and are unfamiliar with the need and use of new road machinery.

Therefore, resolved that in the opinion of this board it is desirable that the public roads throughout the Maritime Provinces should be supervised by a competent permanent officer, who shall have the responsibility for the roads throughout a larger district, such as a county.

The resolution was seconded by Mr. J. W. Hubbard and carried.

MAIL SERVICE BETWEEN ST. JOHN AND DIGBY.

Mr. Percy Bentley, Middleton, presented the following resolution :

Whereas, the present postal and passenger service between Digby and St. John is deemed inadequate to the requirements of the business people of western Nova Scotia and of the traveling public ;

And whereas, it is the opinion of this board that a daily service throughout the year, with close connections with the C. P. R. trains, would prove a great benefit to all concerned :

Therefore resolved, that this Maritime Board of Trade present a memorial to the Federal Government praying that a sufficient increase of subsidy be granted to enable the present company to establish a daily mail and passenger service throughout the year between St. John and Digby, with close connections at each of said ports.

Speaking in support of his motion, Mr. Bentley explained that during four months of the year the Prince Rupert made daily trips between St. John, N.B., and Digby, N.S., and during the balance of the year three trips weekly. During the eight months of the year when the steamer only made three trips weekly a great deal of delay was caused in the transmission of the mail, an important matter to business men. The only way to get the desired daily service was for the Dominion Government to increase the subsidy to the Prince Rupert, the Dominion Atlantic Railway Co.'s steamer.

Mr. M. G. DeWolfe, in seconding the resolution, said the subject had been considered at the last annual meeting of the board, but action had been deferred at the suggestion of the representatives of the St. John Board of Trade. "It is not a local matter," said Mr. DeWolfe, "and I am glad to see the Middleton board take it up. I think a strong resolution should be sent to the Federal Government."

Mr. P. Innes : "I would like to draw the attention of the meeting to the fact that a daily service all the year around would mean a large increase in the subsidy. The subsidy will have to be, at least, doubled. That will mean a subsidy of \$25,000. At present it is \$12,500 annually. The fact that the subsidy would have to be doubled was what caused the resolution last year to be withdrawn."

Mr. J. DeWolfe : "Before we can intelligently vote on this question we should have some statistics to show whether traffic warrants a daily service."

Mr. Bentley said that while the St. John delegates had, last year, influenced the withdrawal of the resolution similar to that then before the convention, Mr. Jarvis, of St. John, would have, this year, seconded his motion had he not been compelled to return home. As far as statistics regarding the traffic were concerned, the Dominion Atlantic railway had reasons for not desiring, at present, to give them publicity.

Mayor Yould said that a steamer must

carry freight as well as passengers. "Let us," he said, "ask for a freight service before we ask for a passenger service. In saying this I am not speaking as an official of the D.A.R., but as a member of this board." He said it undoubtedly caused a great deal of inconvenience and loss of time when passengers had to go around by the Intercolonial instead of crossing over the Bay of Fundy to western Nova Scotia from St. John to Digby. He suggested that Mr. Bentley amend his motion to ask for a daily freight service. He declared that the D.A.R. was not anxious to run a daily steamer in the winter unless with an additional subsidy.

Mr. H. W. MacKenna, Parrsboro', contended that the question under discussion was on a par with that of the West Indian trade question. All parts of the country were not directly interested, and yet what concerned one really concerned all. He deprecated, therefore, the apathy of the eastern part of the Province to the needs of the Annapolis Valley.

Mr. Bentley pointed out that not only did the want of a daily winter service cause delay in the transmission of the mails, but inconvenience was caused in the delivery and receipt of freight.

Senator Power regretted an apparent antagonism had sprung up. At the same time he did not think there was any real antagonism. "We should," he said, "deal with this matter in a business-like way, and to double the subsidy would mean to increase it to \$25,000. This, I think, it is unreasonable to ask the Government to do. The Midland railway will soon be open and when it is, the people in the western part of Nova Scotia will receive their mail just as regularly as those in the eastern part."

Mayor Yould suggested that Mr. Bentley, in view of the opposition which had developed, should withdraw his resolution. "The best ends will be served by withdrawing it," he exclaimed.

Col. Chipman suggested that the representatives in the Dominion Parliament of the constituencies interested be requested to investigate the subject. If they could make out a good case all right, but was not proper to bring the matter before the convention without furnishing statistics regarding the traffic across the Bay of Fundy.

Mr. Bentley eventually withdrew his resolution.

RATE OF FREIGHT ON APPLES.

Mr. Innes introduced the subject of the freight rate on apples, which had been deferred from the previous day. He read the following resolution :

Whereas, the freight classification of apples by the railways in Canada was fixed at a time when

the crop was small and prices ruled high, and whereas, the production of apples has become the great staple production of western Nova Scotia, the crop now amounting to 500,000 barrels a year, of which 375,000 barrels were exported last year, and whereas, the freight classification has to be submitted to and approved of by the Governor-General in Council;

Therefore be it resolved, that the Maritime Board of Trade, recognizing the altered circumstances to our farmers and apple-growers of the present classification under which apples in barrels are classified in less quantities than carloads as third class and in carloads as fifth class, while flour, the staple product of the western Provinces, is classified as fourth and eighth classes, ask the Government to have apples classified the same as flour.

Mr. Innes, in speaking to his resolution, said the burden of his complaint was in regard to the local freight rates. For export the shippers got special rates. It was important that the local freight rates should be reasonable, for there was a large quantity of apples grown in Nova Scotia which were not suitable for export, and, therefore, had to be consumed at home.

At present to carry apples to Halifax, distant from Kentville about 75 miles, in less than carlots, cost 27c. As the barrel cost 20c. and haulage 10., this meant a total cost of 57c., while the amount realized at Halifax would probably not be more than 75c. to \$1 per barrel, as a rule.

"If," he continued, "apples were put under the same classification as flour, the rate would be, say for 50 miles, 13c. per barrel, instead of 21c. for small lots, and per car \$16 instead of \$17; for 75-mile carriage, 17c. per barrel for small lots instead of 27c., and per car \$21 instead of \$22.

Mr. A. R. Munro, Westville, N. S., seconded the resolution.

Mayor Yould: "I most decidedly object to this question being brought up here. Why should the Maritime Board of Trade take this question up? It belongs to the fruit growers. We have nothing to show that the fruit growers, outside the mover of this resolution, have a grievance. Where are the fruit growers?"

Mr. Innes (pointing to himself): "I am here. I am vice-president of the Fruit Growers' Association of Kings county." (Laughter.) Continuing, he explained that last year he was deputed by the Fruit Growers' Association to go to St. John and bring the matter to the attention of the Maritime Board of Trade; also the matter of the appointment of a railway commission. "We have not got the railway commission," he continued, "and now we want this question of the classification of apples brought to the attention of the Railway Committee of the Dominion Cabinet. The Railway Committee could not interfere with freight rates, but it could with the classification."

Mayor Yould having expressed a desire that a vote should not be taken until the afternoon, when he expected that Mr. Giffkins, manager of the road, would be

present, Mr. Innes said he was willing to comply with the desire.

Mr. A. R. Munro, Westville, said he did not support the motion from the standpoint of a fruit grower, but from that of a consumer in Eastern Nova Scotia.

"We want to take your apples," he exclaimed, "but, on account of the high freight rates on Nova Scotian apples, we get our supply from Ontario."

Further discussion of the subject was deferred till the afternoon session.

DAILY MAIL SERVICE BETWEEN PARRSBORO' AND WOLFVILLE.

Mr. MacKenna, in bringing up the question of a daily mail service between Parrsboro' and Wolfville, stated that he had some time ago waited upon the member for Cumberland, and that gentlemen had promised to secure a subsidy for a steamer to carry the mails, but so far no subsidy had been granted. He did not believe, however, any difficulty would be experienced if an agitation for it were maintained. He felt sure that with a daily mail service there would be an increase in the volume of business between his part of the country and the Annapolis Valley, and tourist travel would be stimulated.

Senator Power: "I understand there is already a daily mail service between Parrsboro' and Kingsport."

Mr. MacKenna: "There is, but it is not satisfactory. Wolfville is the head centre of the tourist travel."

Mr. J. E. DeWolfe wanted to know what subsidy would be required.

Mr. MacKenna replied that only a small one would be required. Before taking his seat, Mr. MacKenna read the following resolution:

Whereas, the communication and mail service between the town of Parrsboro' and other points of the Province of Nova Scotia is insufficient for the fostering of the trade;

And whereas, the granting of a subsidy by the Dominion Government for the conveying of a daily mail service between the town of Parrsboro' and Wolfville, touching at Kingsport, across the Basin of Minas, would induce the Evangeline Navigation Co. to give a satisfactory service between the said places daily throughout the year.

And whereas, such a daily service would materially aid in promoting trade between the Cornwallis Valley and the city of Halifax with the town of Parrsboro', and also aid in the development of the tourist travel in the Maritime Provinces;

And whereas, the board of trade of the town of Parrsboro' has memorialized the Dominion Government, asking that a subsidy for the mail service be granted;

Resolved, that the Maritime Board of Trade hereby cooperate and support the efforts of the Parrsboro' board to secure the granting of the necessary subsidy by the Dominion Government to secure the said desired service, and that a copy of this resolution be forwarded to the Postmaster-General and representatives of Cumberland and Kings in the Parliament of Canada.

Mr. W. Rand, Canning, in seconding the motion, asserted that were the service in question in existence, a letter mailed in Parrsboro' could reach its destination in, say, Wolfville, 20 miles across the Minas Basin, in two hours, instead of two days as was now the case going via Halifax. As far as his memory served him, Mr. Giffkins, the general-manager of the Dominion Atlantic railway, had told him that a subsidy of \$900 or \$1,000 per annum would be sufficient to induce his company to provide a daily mail service.

The session adjourned at 12.30 p.m., and assembled again at 2 p.m.

Mayor Yould, resuming the debate on the Parrsboro'-Wolfville daily mail service, suggested that the motion be amended so that the D. A. R. be asked to carry the mails and leave the Government to work out the details.

The motion eventually passed as above.

THE FREIGHT RATE ON APPLES.

As will be gathered from the discussion of the apple freight question at previous sessions, some heat was developed. Since adjournment for dinner, however, it had all evaporated.

When the subject was again called, Mr. P. Innes, the champion of the cause, rose with a smile, and remarked:

"There is now no opposition to the resolution. The Dominion Atlantic railway has withdrawn its opposition to it."

Mayor Yould, who it will be remembered, is the mechanical superintendent of the D. A. R., explained that the resolution did not strike at the D. A. R. any more than at any other railway in Canada, for the classification which Mr. Innes objected to was uniform all over the Dominion.

Mr. Innes' motion was then put and carried unanimously. Thus, after having put up a good fight for two years, Mr. Innes had secured the cooperation of the Maritime Board of Trade. And he was happy.

A PERMANENT SECRETARY.

At last year's convention in St. John, notice of motion was given by Mr. Teed, calling for the appointment of a permanent secretary for the board. Although Mr. Teed was not in attendance at the present convention, it was decided to take the subject into consideration.

Mr. P. Innes suggested that the question be delegated to the executive committee for consideration, a report to be submitted at the next annual convention. He moved to that effect.

Senator Power: "It is certainly too much to ask a man to perform the duties of secretary without remuneration."

Mr. J. E. DeWolfe said a permanent secretary would certainly keep the Maritime Board in touch with the different local boards throughout the Maritime Provinces. "At the same time," he continued, "if we appoint a permanent secretary, it follows that we must also appoint a corresponding secretary, to reside in the same town as the president. I merely bring this phase of the question up in order that it may be considered by the executive committee when it has the appointment of a permanent secretary under consideration."

Mr. Longard, Halifax, was of the opinion that the question was one which should have more consideration than could be given to it just then. Consequently, he favored its being referred to the executive committee.

Senator Power urged that the board could not afford at present to give a large salary to a permanent secretary. At any rate the duties of such an officer would not be arduous.

Mr. Innes' motion prevailed, and the

executive was instructed to report upon the matter at the next year's convention.

DOUBLE TRACK FOR THE I.C.R.

Senator Power submitted the following resolution :

That in the opinion of this convention it is desirable that the Government of Canada should at an early date take steps to double track the Inter-colonial railway between Halifax and Windsor Junction.

In speaking to his motion, Senator Power stated that the traffic between Halifax and Windsor Junction was heavy. On an average, 20 Intercolonial trains and 10 Dominion Atlantic trains passed over that section of the road every day. This made 30 in all, and the consequence was a great deal of delay. Freight trains sometimes took half a day in making the journey between the two points, a distance of but 14 miles.

Mr. Longard, Halifax, urged that, as the Intercolonial were about to build a new bridge at Bedford, it would be well for the Maritime Board to act at once.

Mayor Yould claimed that a great deal of the delay between Halifax and Windsor Junction was due to the want of a sufficient number of sidings. Sometimes steamers had been detained in the harbor a whole day awaiting the arrival of trains which had been unable to get through on time from Windsor Junction.

Mr. J. E. De Wolfe seconded the resolution, which was carried unanimously.

FAST ATLANTIC SERVICE.

When the subject of an Atlantic service based on speed was reached there was no one to introduce it, the delegate who had got it placed on the list of subjects to be considered having left for home.

Mr. J. E. De Wolfe thought that, in view of the fact that some of the members of the Dominion Government had gone to England, it was believed for the purpose of looking into the matter, it would not be opportune for the Maritime Board to take the matter into consideration just then.

Mr. M. G. De Wolfe was of opinion that the subject was such an important one that it would be a pity to drop it.

The majority of the delegates were not prepared, however, to discuss the question and it was allowed to drop.

REFORM IN THE ASSOCIATION.

Mr. J. A. Chipman, Halifax, ventured the opinion that the association had reached a stage in its existence when certain reforms in procedure should take place. He deprecated first of all the election of the officers at the early stage in the convention. "As it is at present," he said, "the president who has the making of the arrangements for the convention retires on the first day and the incoming president has to carry on the work which he had no hand in preparing. The president who had the preparation of the work should preside till the close of the convention." Another direction in which he advocated reform was in regard to the social feature of the convention. Instead of having it near the beginning, as was the practice at present, he would have it at the very end of the convention.

President Loggie: "I already have before me a resolution dealing with this very

subject. It has been moved by Mr. J. E. De Wolfe."

Mr. J. E. De Wolfe's resolution read as follows :

Whereas, the executive officers of this board, after having 12 months' experience, are better qualified to officiate during the annual meetings of said board than newly-elected officers ;

Therefore resolved, that in future the election of officers take place on the last day of the annual session, instead of on the first day as has been the custom.

In speaking to his resolution, Mr. J. E. De Wolfe said there was nothing in it which conflicted with the constitution of the board and it could be dealt with without a notice of motion.

Senator Power declared that he could not see why the board could not then and there decree that newly-elected officers should not assume office till the close of the convention.

Secretary Smith pointed out that there was nothing in the constitution to prevent the resolution being adopted there and then. There was nothing in the constitution and by-laws specifying whether the election of officers should be held on the first or last day of the convention.

Mr. J. A. Chipman seconded the resolution, which was carried unanimously.

AN EXHIBITION QUESTION.

On the first day of the convention a letter was received from J. W. Bigelow, of Wolfville, urging that steps be taken to induce the Dominion Government to arrange for a national exhibit at the Pan-American Congress to be held in Buffalo next year.

Secretary Smith, whose home is in Chatham, N.B., said he did not think the Government of New Brunswick would participate, its experience at Boston, where a Customs duty on the exhibits had not been refunded, having been so unsatisfactory.

After a brief discussion it was decided to allow the subject to drop.

THE ACT REGARDING BOARDS OF TRADE.

Mr. Ralph S. Eaton drew the attention of the board to the Act regarding the Incorporation of Boards of Trade. As at present constituted, farmers could not become chartered members of a board of trade. Furthermore, a village with a population of less than 2,500 could not organize a board of trade. He moved the following resolution :

Whereas, the Act of Incorporation of Boards of Trade, section 2, chapter 130 of the Revised Statutes of Canada does not permit of farmers becoming charter members of these boards, and requires a population of 2,500, and

Whereas, there is likely to be formed throughout these Maritime Provinces boards of trade for the various counties with members mostly engaged in agriculture, and

Whereas, many towns of less population than 2,500 may wish to form boards of trade and have them incorporated,

Therefore resolved that this board of trade deems it desirable that the law regarding the incorporation of boards of trade should be changed so as to permit those engaged in agriculture to become charter members of boards of trade, and to permit towns having a population of 1,500 to have their boards of trade incorporated, and

Further resolved that the secretary be instructed to forward copies of the foregoing resolution to the Ministers of Finance and Trade and Commerce.

Mr. Innes seconded the resolution.

Mr. M. G. De Wolfe believed in boards of trade in small villages, and held that a good live and useful board could be secured even

with a possible membership of only five or six.

Mr. J. A. Chipman said he had had an experience of 30 years with boards of trade and did not favor small boards of trade. "I think," he continued, "a board of trade in a town which has a population of less than 2,500 will lapse. Those of us who live in the larger towns know how difficult it is to keep a board of trade alive even there."

Ultimately Mr. Eaton's resolution was put and adopted.

LOCAL FREIGHT RATES ON APPLES.

Mr. Ralph S. Eaton submitted the following resolution :

Whereas, many towns in New Brunswick and Prince Edward Island and Eastern Nova Scotia are demanding a large and yearly increasing quantity of fruit as well as other merchandise from the fruit districts of Kings, Annapolis and other counties in Western Nova Scotia, whereas the local freight charges on the two lines of railway—the Dominion Atlantic and Intercolonial—supplying these towns retard very seriously the shipment of such fruit and merchandise, therefore resolved that in the opinion of this Maritime Board of Trade it is desirable that the said lines should give a through rate of freight, and further resolved that the secretary forward copies of this resolution to the managers of said railways for their early consideration.

Speaking in support of his motion, Mr. Eaton said that unless the Intercolonial and the Dominion Atlantic did as requested, such places in Eastern Nova Scotia as Moncton, Westville, Pictou and New Glasgow would get their fruit from Ontario.

Mr. P. Innes, in seconding the resolution, said he was surprised something had not been done before.

Col. Chipman sarcastically remarked that he supposed the railway managers would merely put the resolution in a pigeon hole, which would be the last of it.

Someone remarked that he did not think so, and then the motion was put and carried.

REPRESENTATIVES TO THE COUNCIL.

Secretary Smith complained that there was a good deal of laxity on the part of the affiliated boards of trade in regard to the election of representatives to the council of the Maritime. It was necessary that the affiliated boards should elect their representatives immediately after the convention of the Maritime Board. He read the following (clause 5) in support of his request :

There shall be a council composed of one member from each affiliated board, who shall be elected by their respective boards immediately after the annual meeting of the Maritime Board of Trade, five members of which shall form a quorum. The president, vice-president and secretary-treasurer of the Maritime Board shall be ex-officio members.

MINOR RESOLUTIONS.

On motion of Senator Power and Mr. J. E. De Wolfe, votes of thanks were tendered the Kentville and Kings County Boards of Trade, the press and the outgoing officers.

On motion of Mr. M. G. De Wolfe, Messrs. W. M. Jarvis, of St. John, and J. E. De Wolfe, of Halifax, were appointed auditors for the ensuing year.

President Loggie, Secretary Smith and Past President M. G. De Wolfe were appointed a committee to revise and publish forthwith the by-laws and constitution.

Mr. J. E. De Wolfe suggested that the Maritime Board purchase a number of copies of THE CANADIAN GROCER, which

would contain a report of the proceedings of the present convention. "That paper last year," he said, "published the most complete report of the proceedings in St. John, and doubtless it will do the same again this year. I think, therefore, it would be a good idea to distribute copies containing this year's report among the different local boards in the Maritime Provinces." He moved that the sum of \$15 to \$20 be set aside for the purpose.

Mr. M. G. DeWolfe, the past president, remarked that it was a peculiar coincidence that he had intended submitting a similar resolution. "We have," he said, "found last year's report in THE CANADIAN GROCER most useful as a guide to last year's business during the present convention. I have much pleasure in seconding Mr. J. E. DeWolfe's resolution."

The resolution was carried unanimously.
FAREWELL SPEECH-MAKING.

The business of the convention was closed, and farewell speech-making was in order.

Judge Chipman, in the absence of the president, Mr. R. W. Eaton, spoke on behalf of the Kentville Board of Trade. The local board, he declared, felt honored by the Maritime Board of Trade holding its convention in their midst.

Mr. P. Innes, president of the Kings County Board of Trade, declared that his board, too, had been honored and he closed with the remark "Will ye no come back again?" (Laughter.)

Mr. M. G. DeWolfe made a felicitous speech, during which he said that all previous doubts which might have existed as to the wisdom of holding the convention in Kentville had been dissipated. The convention was a success and one of the most successful in the history of the Maritime Board. He warmly thanked the members, the officers in general, and Secretary Calkin in particular, for the support given him during the past year.

The closing address was made by President Loggie: "Let me thank you for the support you have given me, and I again thank you for the very honorable position you have placed me in—the position of chief magistrate, I may say. The business interests of the Maritime Provinces are represented in this board. If the ensuing year is successful, it will depend a great deal upon the support the president and the executive receive from the members. Immediately you return to your homes, I hope you will elect your representatives to the council of this board. Now, do not leave this off until the next meeting. If you elect them immediately, we shall be able to transact business when it demands attention."

It was just 4.30 p.m. when the president closed his address, and then the members sprang to their feet and, led by Secretary Smith, lustily sang "God Save the Queen." This closed the sixth annual convention of the Board of Trade of the Maritime Provinces.

DOING "LOOK OUT" IN THE RAIN.

The Kentville and Kings County Board of Trade had made elaborate preparations for the entertainment of the delegates, on Thursday afternoon. The programme was a trip to "Look Out," the famous point of

view on the famous Northern mountain range, from which, on a clear day, can be seen five counties and the Bay of Fundy. And besides the feast for the eyes, there was to be a feast in the generally accepted sense of the term, for tables were ordered to be spread under the trees on the mountain top. But the programme was not carried out in its entirety. The fault was not, however, with the local committee. It did its best. The fault was with the Weather Clerk, who was guilty of a breach of trust.

Many vehicles having been commandeered, a start was made from the Aberdeen hotel about 2 p.m. The clouds were ominous, and before a mile had been covered rain began to fall, lightly at first, but by the time Canning, eight miles from Kentville, was reached, it was pouring down. Here a halt was made in one of the local hotels to consider the plan of campaign. Ultimately it was decided to go on.

Through the rain and red mud the dozen or more vehicles hurried, and soon the mountain road was being climbed, and soon the delegates were crowding for shelter into the house at "Look Out," which does duty as a hotel. The tables were under the trees when the delegates reached their destination, but the refreshments were not thereon. They had been removed to the hotel, however, and soon they were removed from thence to the interior economy of the delegates; at least, a goodly portion of them were, for the supply of good things exceeded even the capacity of the delegates, hungry and all as they were after their wet ride.

Everybody enjoyed himself in spite of the weather. The only persons whose happiness appeared to have a little alloy in it were the members of the local entertainment committee, and they kept bemoaning the weather clerk's unfaithfulness.

In spite of the rain, the delegates for a time had a fairly good view of the Cornwallis Valley, which lay 600 feet below them, but, eventually, the fog, in league doubtless with the rain, came up the valley and spread its pall so completely over it that no eye could penetrate it.

About five o'clock the homeward journey began, and two hours and a half later the delegates were in Kentville.

In spite of the weather they enjoyed themselves. How much better they could have enjoyed themselves had the weather been fine, it is beyond man's comprehension to determine.

CONVENTION NOTES.

The line of succession of good officers promises to be well kept up for this year at any rate.

The convention was well safeguarded, a Troop having been brought up from Halifax for the purpose.

There was no one more welcome at the convention than Mr. George J. Troop, the father of the Maritime Board.

President Loggie and Secretary Smith promise to be as good officers as the board has ever elected, and that is saying a great deal.

Captain J. Taylor Wood, famous as a captain of the blockade steamer which, in the time of the American War, miraculously escaped from two of Uncle Sam's warships by sailing out of Halifax harbor at night

through what was supposed to be an un navigable arm of the river, was present at the convention as a delegate from Halifax.

The Maritime Board made no mistake last year when it elected Messrs. M. G. DeWolfe and G. E. Calkin president and secretary respectively.

There were in attendance at the convention, in addition to manufacturers, merchants, railroadmen, fruit growers, and farmers, one judge, a member of the Dominion Parliament, two members of the Nova Scotia Legislature, a mayor, one member of the New Brunswick Legislature, one Senator and about half a dozen medical men. One would have to visit a great many conventions to find a more representative gathering.

PERSONAL MENTION.

Mr. L. Chaput, sr., of L. Chaput, Fils & Cie., Montreal, has returned to business after a six weeks' holiday at Old Orchard. He has been greatly benefited by his holiday.

Robert P. Goodfellow, general merchant, Prince Albert, N.W.T., has for some weeks been visiting his old home in Peterboro', Ont. He states that the farmers in the Prince Albert district have had a fine year, and is expecting, in consequence, a good fall and winter trade.

Mr. J. A. McBain, representative of T. B. Escott & Co., London, Ont., in Manitoba, the Northwest Territories, and British Columbia, visited London last week, and reports business good and greatly improved prospects for the sale of "Grand Mogul" tea throughout his territory. He says that the merchants in Manitoba are using great caution in buying all classes of goods, on account of the short crops, but the Northwest Territories and British Columbia are enjoying splendid times and buying very freely.

A VALUABLE BOOK FOR ADVERTISERS.

A. McKim & Co., newspaper advertising agents of Montreal, have published a revised list of Canadian newspapers, as a supplement to their Canadian Newspaper Directory, which appears bi-annually. Although the last issue of the latter was published only a year ago, so many changes have taken place in the circulation, ownership, etc., of papers all over the Dominion, that this supplement became necessary. The revised list is supposed to contain the particulars concerning every newspaper published in Canada, and, as it is published by a firm thoroughly reliable in every respect, the work should find a place on the desk of every advertiser. Half-tone illustrations show A. McKim & Co.'s offices in Montreal, with a large staff at work. It will be mailed anywhere on receipt of 25c.

TRAVELERS BEAT THE GROCERS.

The second of the series of baseball games which is being played between the city travelers and retail grocers of Toronto came off on Wednesday afternoon and resulted in favor of the travelers by 34 to 33. The first game, played a few weeks ago, was won by the grocers. Another game will decide the championship.

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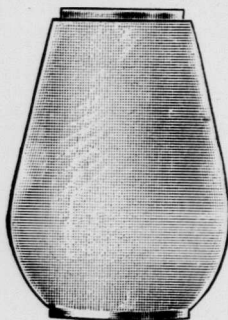
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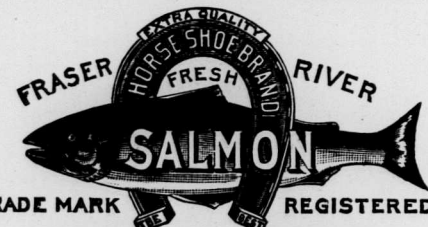
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GRAND MOGUL is selected from the best teas grown on highlands in Ceylon.
Can any grocer afford to be without it?

T. B. ESCOTT & CO., London, Ont.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

Toronto, August 23, 1900.

GROCERIES.

THE past week has witnessed a satisfactory improvement in nearly all lines. Sugar has been dull, as the small fruit canning season is practically over and the season for "putting down" peaches, pears, plums, etc., has not yet opened. Teas are in good demand. Orders for canned vegetables and fruits are small, but the movement of canned meats keeps good. On the whole, while the August quietness is still apparent, the volume of trade, especially during the past two or three days, has been satisfactory. With regard to prices, the same condition, that of a decidedly upward tendency, seems to prevail in all goods. The shortage of the salmon run has caused the withdrawal of quotations on "Horseshoe" and the advance in price of all brands on the market. It is a safe statement that canned vegetables and fruits show a general firmness such as has not been manifested at this time of year for some seasons. The feature of the week, however, is the remarkable strength of currants at the beginning of the new season, which opened at Patras a few days ago. From reports to hand it looks as if the price at which currants can be laid down here will be at least 9 to 9½c. for Filiatras. Old crop Filiatras are now quoted as high as 8 to 8½c. per lb. by the majority of houses, but at least one house still quotes 7½ to 8c. It is estimated, according to the latest reports, that the crop this season will not be more than one-third that of last season, when it was but an average one. This condition in the currant market has naturally helped to strengthen the Sultana raisin market, which is now quite stiff.

CANNED GOODS.

Canned salmon is the most interesting article on the list just now. Owing to the prospects of a short pack on the Fraser, wholesalers are withdrawing their quotations

on "Horseshoe," in the fear of not being able to secure enough fish to fill their orders. All brands of both sockeye and coho fish have been advanced at the Coast, the average rise in the sockeye being 25c. and of coho 30c. per doz. There is very little sockeye flats offered from stock locally and the few lots of talls that can be had are held at \$1.52½ to \$1.55.

Sardines are firm, there being a fairly good movement at the higher prices now being asked. The sale of canned meats continues very satisfactory.

Canned vegetables are all steady in price. The feeling seems to be an expectation of higher prices. The pack of peas was light; the pack of tomatoes, which is starting a week later than usual, is likely to be below rather than above the average. Among canned fruits, strawberries attract most attention and, though prices are very high, they may bear further advances yet.

COFFEES.

There is no feature of particular interest. The demand shows a slight improvement but is still moderate. Prices are firm, but there is little prospect of change in the near future.

See pages 39 and 40 for Toronto, Montreal, and St. John prices current.

SUGAR.

Wholesalers are waiting the advent of the peach, pear and plum season to relieve the temporary dullness in the sugar market. There is no change in market conditions. Prices are well maintained. Raw sugars are steady, but refiners have some difficulty in supplying their wants. No change in price is looked for.

RICE AND TAPIOCA.

The rice market is listless, though a fair demand is noted. Tapioca is firm and tends upward as a great amount has gone into consumption in India as a result of the famine there. No change is yet reported. Prices are still \$3.50 to \$3.75 for B. and \$3.40 to \$3.65 for C. C. to the retail trade.

NUTS.

There is practically nothing doing on the local market. Reports to hand indicate the crop of walnuts, especially Grenoble, to be below the average. Filberts are firm.

TEAS.

The Japan tea market shows a steadily increasing firmness. Figures to hand from Yokohama show that the exports of tea from Japan to Canada, up to July 31, were only 1,810,474 lb., as compared with 3,867,166 lb. in the same period last year. In addition to higher prices buyers have to face considerable difficulty in matching last year's qualities. Ceylon and Indian teas keep firm in price, and are in good demand.

FOREIGN DRIED FRUITS.

CURRENTS — The local market is excited over the news from Patras to the effect that the crop will not be more than one-quarter the average. At the prices which the market has opened at in Patras, new currants could not be laid down for less than 9 to 9½c. for Filiatras. This has resulted in a jump in the price of old stock which is now 1½ to 2c. higher than a week ago, the quotation on Filiatras being 8 to 8½c.

VALENCIA RAISINS — The market shows a strengthening tone. J. D. Arguimbau reports from Denia that the crop, which a few weeks ago was expected to be much larger than usual, is now likely to be as small, or smaller, than usual, owing to lack of rain.

SULTANA RAISINS — While the quarantine makes it difficult to get full information regarding the crop, careful estimates would bear out the belief that there will be a shortage of from 30 to 40 per cent. Naturally the feeling is firm, especially as the high price and scarcity of currants will cause an increased demand for raisins.

FIGS — Recent reports state that the crop of Eleme figs still promises well, and that prices are somewhat lower than last year.

GREEN FRUITS.

The market is still active, though not quite so much fruit has arrived this week as last. Tomatoes are being brought in by the farmers and sold by the bushel, so the receipts on the Toronto fruit market are not so large. Otherwise the demand is as good as ever. Lawton berries are not coming in so plentifully, though there is enough for the demand. They have advanced 1c. per quart. Canadian peaches show a still greater range in prices, now selling from 20 to 80c., according to quality. Blueberries are getting a little soft; they are not too plentiful just now, and sell from 65 to 90c. per basket. Californian pears are arriving in fair supply, and prices keep steady.

Canadian pears, Platt's Favorite, sell for 40c. per basket, and are coming in pretty freely. Although there are no oranges arriving, the supply in cold storage is enough for the demand. Prices are about \$5 per case. There are no old lemons on the market. New lemons sell from \$5 to \$6 per case; the 360's being \$7 per case. Muskmelons in fair quantities are arriving, and sell freely for 15 to 25c. per basket, or 40 to 75c. per case. Niagara plums are arriving in good supply; the red sell for 50 to 75c. and blue for 40 to 50c. Apples are still offering in large quantities at unchanged prices.

COUNTRY PRODUCE.

EGGS—The market is quiet and prices are steady at last week's decline. Receipts are very large, and the loss in bad eggs is somewhat higher than last week. We quote 12 to 12½c. per doz.

BEANS—There is very little doing. Prices are nominally \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

DRIED AND EVAPORATED APPLES—Trade is still quiet and prices remain the same. We quote 6 to 6½c. per lb. for dried, and 6½ to 7c. for evaporated.

HONEY—The movement is still light. Prices are unchanged. We quote: Buckwheat, 3 to 4c.; strained clover, 6½ to 7c., and clover comb, \$1.25 to \$1.50.

PROVISIONS.

Prices on all lines of provisions are firm. Stock is running rather low on some lines and the demand is still good. Breakfast bacon has advanced ½c. Rolls are ½c. higher, as also are hams and backs. Clear shoulder mess and plate beef are each 50c. higher. In lard an advance of ½c. per lb. for tierces and ¼c. in pails is quoted. Tubs are ¼c. higher. Lard is in light supply at present, and some dealers anticipate a still further advance.

BUTTER AND CHEESE.

BUTTER—Although butter is moving pretty freely, receipts are not very large. There is some export demand for creamery. In dairy, best tub butter is now quoted at 17 to 18c., an advance of 1c. over last week, while second grade tub butter has advanced 2c., quotations being 14 to 16c. Creamery in tubs and boxes is ½c. higher and prints and squares 1c. higher than last week. We quote as follows: Dairy prints, 17 to 19c.; tubs, 17 to 18c.; creamery prints, 22 to 23c.; boxes, 20 to 21c.

CHEESE—The demand is still light, though the market is somewhat firmer at unchanged prices. We quote 11 to 11½c. per lb. to the retail trade.

VEGETABLES.

There is a good trade doing. All vegetables except lettuce and butter beans are offering freely. Lettuce is still scarce though prices are unchanged. Butter beans are not offering very freely; they have advanced 25 to 35c. per bushel. Radishes have declined 5c. per doz. bunches. Carrots are 5 to 10c. lower. Vegetable marrow is arriving in large quantities, and the price has dropped 40c. per doz. We quote as follows: Green onions, 15 to 25c. per doz.; green mint, 10 to 15c. per doz. bunches; parsley, 10 to 15c.; radishes, 5 to 10c. per doz. bunches; lettuce, 20 to 30c. per doz.; cabbage, 15 to 25c. per doz.; butter beans, 50 to 75c. per bush; cucumbers, 5 to 10c. per doz.; imported asparagus beans, \$1.40 to \$1.60 per basket crate; turnips, 40 to 50c. per doz.; carrots, 10 to 15c. per doz.; squash, 50c. to \$1 per doz.; cauliflower, \$1 to \$1.50 per doz.; beets, 15 to 25c. per doz.; green corn, 8 to 10c.; vegetable marrow, 40c. to 60c. per doz.; celery, 40 to 60c.; watercress, 25 to 35c. per doz. bunches; potatoes, 40 to 50c. per bush; parsnips, 40 to 50c. per dozen bunches.

FISH.

The market continues active. White halibut has advanced 3c. per lb. Fresh sea salmon is 1 to 2c. higher, now being quoted at 17 to 18c. per lb. The scarcity of trout continues. We quote as follows: Trout, 8 to 9c.; whitefish, 7 to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c.; haddock, 5c.; white halibut, 13c.; frozen salmon, 12c.; fresh sea salmon, 17 to 18c.; redsnappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The movement is rather light. No. 1 hard Manitoba wheat has declined 2c. White and red wheat are 2c. lower, and goose wheat 6c. There is practically no export demand for Ontario wheat, buyers in England taking American wheat in preference, it being of a better quality and at comparatively lower prices. We quote No. 1 Manitoba wheat, Toronto freights, at 84 to 85c., grinding in transit, 86 to 87c. We quote as follows: Wheat, white and red, 68 to 69c. Toronto; goose, 64c. Toronto; peas, 60 to 63c.; oats, 31 to 32c.; barley, 40 to 42c.; rye, 50 to 52c.

FLOUR—Flour is moving slowly. Ontario patents are 10 to 15c. lower. Other flours are steady at unchanged prices. We quote as follows: Manitoba patents, \$4.50;

Manitoba strong bakers', \$4.25; Ontario patents, \$3.40 to \$3.60; straight roller, \$3.25, Toronto freights.

BREAKFAST FOODS—There is a very good trade doing at steady prices. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

HIDES, SKINS AND WOOL.

HIDES—The movement is light in all hides. Prices are steady as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ½c. more. Cured hides are quoted at 8c.

SKINS—The market remains quiet. An advance will be noted in spring lambskins of 5c., on account of larger skins being on the market at this time of year. No. 1 and No. 2 veal skins are each 1c. lower in sympathy with the American market, where there has been a great decline. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 40 to 55c. each.

WOOL—There is no change in market conditions. Trade remains quiet at former prices. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

MARKET NOTES.

White halibut is 3c. higher.

Spring lambskins have advanced 5c. each.

Quotations on "Horseshoe" salmon have been withdrawn by most houses. Sockeye talls are quoted at \$1.52½ to \$1.55.

Creamery butter in tubs is ½c. and in prints and squares 1c. higher. The best grade of dairy is 1c. and second grades 2c. dearer.

Breakfast bacon, rolls, hams, backs, clear shoulder mess pork, plate beef and lard in tierces and pails are ½c. per lb. higher. Lard in tubs shows an advance of ¼c.

CANADIAN COMPUTING SCALES.

The firm of C. Wilson & Son, scale manufacturers, Toronto, have an exhibit of grocers' computing scales at the Paris Exposition, and it is attracting thousands of merchants daily. A special feature about the Wilson computing scales is the diamond steel bearings, which are as hard as flint. Another new style of bearings is a combined agate and ball bearings, that are used altogether on their grocers' computing scale. This scale gives the value and weight, and shows the price per pound at the same time. The Wilson scales were awarded the highest prize and medal for best grocers' computing scales.

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FRESH FRUITS

YOUR orders or con-
signments care-
fully handled.

WRITE US.

CLEMES BROS.,

51 Front East, TORONTO.

QUEBEC MARKETS.

MONTREAL, August 23, 1900.

GROCERIES.

BUSINESS is decidedly quiet and a
profound stillness hangs over almost
all lines of goods. No large orders
are being received, and it is only numerous
small sorting orders that prevent the trade
from being dull. Sugar, the one article
above all others that should be in heavy
demand at this time of the year, is demand-
ing little attention, yet there is no easiness
or falling off as was anticipated by many.
The probability is that refined sugar will
continue at its present level for some time
to come. In sympathy with this stationary
tendency is the feeling in molasses; several
cargoes have arrived this week to relieve
the scarcity, yet prices are well maintained.

In canned goods, salmon is attracting chief
attention; prices are still firm but there is
little doing. Sardines show an advance of
5 per cent. on some lines and 10 per cent.
on others. The opening prices on currants
make it impossible to lay down currants in
Montreal under 9c. per lb. Needless to
say, there is not much doing at these figures,
although they are very firm. The crop is
reported as not exceeding 45,000 tons.
There is a lull in teas, yet the increased
prices are well maintained and the proba-
bility of a break is as slight as ever. Shelled
walnuts have been subjected to a stiff
advance both here and abroad.

SUGAR.

We again quote sugar at \$5.20 per cwt.
for granulated, and \$4.50 for yellows,
according to quality; 5c. to be added for
city purchases. Refined sugar is firm here,
although refiners complain of a comparative-
ly small demand during the last fortnight.
The incoming of large quantities of peaches,
apples and plums, which will be upon the
market shortly, will likely increase the
sugar sales and maintain the present prices.
The raw sugar market remains exceedingly
strong for actual purchases and refiners
claim to have great difficulty in filling their
wants from hand to mouth. Seemingly the
sharply fluctuating cable quotations have
not been representing the value of actual
sugars, but only that of so-called option or
paper sugars. This accounts for the contin-
uation of the high values of refined
sugars. Until fairly large quantities of the
new crop of sugars come into the market,
which may not be till the end of October,
it is not expected now that prices of the re-
fined article will be materially reduced.

SYRUPS.

There has been no change worthy of
mention in the syrup market. The finer
grades are selling in fair quantities. Corn
syrup is worth 2½c. in bbls.; 3c. in half-
bbls.; and 3¼c. in kegs.

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tory in Quebec, write us for quotations
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MOLASSES.

The scarcity of molasses that has been felt on the Montreal market for some weeks has been relieved during the last few days by the arrival of several fair-sized cargoes. Prices are still at 41c. for single puncheons and 40c. for carlots. No change from these values is looked for at present. Movements are small.

CANNED GOODS.

There is more movement noticeable in canned goods than in any other line carried by the grocer. Chief interest centres around the canned salmon situation. The catch on the Fraser river is running very short and it is reported that not more than 100,000 cases will be packed there this season; the average pack is 300,000 cases. In the northern canneries the run is still below the average. Packers are very conservative in accepting orders and in some instances prices have been temporarily withdrawn. On the other hand, agents who are still allowed to sell find difficulty in finding buyers. It is expected that all quotations will soon be reopened. At present the ruling prices for Fraser river sockeye are \$4.75 to \$5 f.o.b. Coast. Most retailers have, of course, made contracts for futures and it is well they have, for jobbers have ceased dealing in futures fearing that the short crop will prevent their own orders from being filled. Some spring salmon came upon the market this week. It is quoted at \$1.30 to \$1.32½ per 10 case lot and sellers are very independent at these figures. The lowest price for Fraser river pack is \$1.40. Flats are worth \$1.60 to \$1.70. Dealers are revising and advancing their prices on sardines and it is expected that the rise will amount to 10 per cent. on staple lines. There is nothing of special importance in canned vegetables. The prospects of a small crop of tomatoes make the price firm; they are selling at \$1 on spot and at 87½ to 90c. to arrive. New goods in small quantities are expected in stock in a few days, but the bulk will not be ready to ship in less than six weeks. Corn is firm at \$1.15 to \$1.20 on the spot, and 80c. to arrive. Peas are worth 77½c. to \$1.05, and beans, 82½c. Strawberries are firm at the advance at \$1.70 to \$1.85 and cherries maintain the full figure of \$1.95 to \$2.15 per doz.

DRIED FRUITS AND NUTS.

CURRENTS—The crop of currants will be much smaller than has been expected. The latest mail advices from Greece estimated the crop at 70,000 tons, but cables this week place it at 45,000 tons only. This will supply only bakers' requirements. The short crop is accountable for the high prices being asked. The opening prices would make currants cost 9c. a lb. laid down in Montreal. This is certainly start-

ling, and we have not heard that many bargains have been made at this figure. Yet, the prospects are that even higher prices will be realized later on in the season. Indeed cables to-day advance prices about 2s. 6c. per cwt. Spot currants are held at 8c. this week.

FIGS—There is every probability of the quarantine at Smyrna being withdrawn or materially shortened so that probably figs will arrive about the same time as usual. Comadra figs in mats show a higher tendency and are now worth 10s. to 10s. 6d. cost of freight, Montreal.

ALMONDS—Valencia shelled almonds will open very high for early shipment, three crown being quoted at 30s. per box. Tarragonas are also maintaining their firm position and, although no firm prices have yet been made, prospects are that they will be higher than last year.

FILBERTS—I. Bower & Co. cable that the market is excited and prices are now 60s. to 60s. 6d. per bale of about 200 cwt. cost of freight, New York.

SHELLED WALNUTS—Have again advanced and are now quoted at 85 frs. per 50 kilogrammes f.o.b. Bordeaux. On the Montreal market, they are worth 19 to 20c.

RICE.

A good trade is being done in rice at firm and steady quotations. Standard B is quoted at \$3 to \$3.10 in bags of 250 lb. Patras are worth \$4.25 to \$4.50. Tapioca is selling at 4¼c. and upwards.

SPICES.

A good trade has been done in spices and the prices are very firm. We quote: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality; pimento, 10c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

COFFEES.

An improvement in the demand is the only noticeable feature of the week. The New York market is easy.

TEAS.

The tea market is dull but decidedly firm. Stocks are scarce and if no business is done, it is the fault of the sellers not of the buyers. Since the advance in Japans commenced stocks have been turned over and over till now the movement must cease. Low-grade teas are cleaned up very thoroughly and medium grades show an advance of 5c. per lb. while lower grades are keenly sought after at a rise of 3 to 4c. Medium teas are worth 18c.; good medium, 18½ to 19c.; fine, 19½ to 20½c.; finest, 21½ to 22½c.; choice, 23 to 25c.; choicest, 26 to 27c. according to the American standard. There is little Japan tea coming upon the Canadian market, and we hear of only one firm receiving consignments, and even these are

only a fractional size of those shipped in ordinary years.

China green teas are scarce and are being imported in very small quantities. Gun-powders show a rise of 1 to 2c. per lb. Blacks are very firm.

GREEN FRUITS.

The fruit trade has not been active this week, a little of everything and not much of anything coming on the market. Heavier receipts of apples have caused quite a drop in the prices, a movement which was helped by the light demand. The demand for Californian pears has been good and the receipts light. It is expected that the shipments of Californian fruits will be lighter from now on, although probably eight or ten cars a week will be unloaded here. The demand for lemons has not been so strong this week, supposedly on account of the continued cold weather. Canadian plums are beginning to appear and peaches are improving in quality. We quote as follows: Oranges, \$2.75 per ½-box; new Verdill lemons, \$5 to \$5.50 per box, and \$7 to \$7.50 per case; bananas, \$1 to \$1.15 as to quality; pineapples, 25 and 30c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates, 4½c. per lb.; Malaga figs in matting, 4½c. per lb., and, in boxes, 11 to 14c. per lb., as to grade. Californian peaches, \$1.25 per box; Californian plums, \$1.25 to \$1.75 per box; watermelons, 20 to 30c. each. Red currants are quoted: 3½ to 4c. per box; black currants, 60c. per basket; tomatoes, 40c. per basket; gooseberries, 35 to 40c. per basket; limes, \$1.50 to \$1.75 per box; apples, \$1.25 to \$2 per bbl., 20 to 30c. per basket; blackberries, 4 to 7c. per box; Californian pears, \$2.25 to \$2.50 per box; cantelope melons, 75c. per basket; blueberries, \$1.25 to \$1.50 per box; egg plant, 25 to 50c. per basket; Canadian pears, 30 to 40c. per basket; Canadian peaches, 20 to 30c. per basket.

COUNTRY PRODUCE.

EGGS—The tone of the market is very firm for strictly fresh stock, and the demand runs mostly in this line. About 17c. per doz. has been paid for single cases lately but this price is shaded for larger lots. The demand for No. 2 stock is limited at 11 to 11½c. per doz.

MAPLE PRODUCT—Business in all maple products continues quiet. Syrup sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per tin of 10 lb., and 6½ to 7½c. per lb., wood. Sugar is worth 8 to 9c.

HONEY—There is nothing new to note in honey. White clover honey is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c., and in small tins, 10 to 10½c., and buckwheat extracted, 7½ to 8½c.

POTATOES—Farmers are selling bags of

75 to 80 lb. at 25c. each. Local dealers are paying 35c. on track for bags of 90 lb. Stock is reselling at 45c. per bag of 90 lb.

BEANS—Only a small jobbing trade is passing in beans. We quote as follows: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

ASHES—The demand is limited, and the market is quiet. Quotations are: \$5.00 for first pots, \$4.50 for second, and first pearls, \$5.25.

PROVISIONS.

There has been no change in the situation of the market. The demand for smoked meats is fully up to the average for the season, but the movement of other lines is somewhat limited. The tone of the lard market is firm although some cutting of prices was indulged in last week. We quote as follows: Heavy Canadian short cut mess pork, \$18.50; short cut back pork, \$17.50; selected heavy short cut mess pork, boneless special quality, \$19.50; Hams, 12 to 14c., and bacon, 11 to 14c. per lb. Refined lard compound (Fairbank's) 7 7/8c. per lb. in tierces and 8 1/4c. per lb in pails; Snow White and Globe compound, 7 3/4c. per lb. in tierces and 7 7/8c. in pails; cottolene, 8 3/4c. per lb. in tierces and 8 7/8c. in pails.

FLOUR AND GRAIN.

FLOUR—The demand for flour has been limited; in consequence, the market continues quiet and about steady. Stocks in second hands are being steadily reduced and a larger movement is anticipated after the turn of the month. We quote as follows: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.60 to \$1.65, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—The grain market is steady. We quote: Manitoba wheat, No. 1 hard, Fort William, 77c.; oats, 30 1/2c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 52 1/2c.; buckwheat, 57c. afloat.

FEED—The tone of the feed market is strong and Manitoba millers have advanced prices \$1 per ton. The demand is good for the season. We quote as follows: Manitoba bran, in bags, \$16; shorts, \$16; mouille, \$18 to \$22; Ontario bran in bulk, \$14.50, and shorts, \$16 per ton.

OATMEAL—There has been no change in rolled oats, business being quiet and of a jobbing nature. Rolled oats ranged from \$3.30 to \$3.45 in the wood, and \$1.60 to \$1.67 1/2 per bag.

HAY—There is a good demand for baled hay, and the market is active at firm prices. We quote: No. 1, \$9; No. 2, \$8.00 to \$8.25, and clover, \$7 to \$7.50 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The market is not so active this week and shows a decline of 1/4 to 3/8c. on last week's level. We quote: Western, 10 1/4 to 10 1/2c.; Townships, 10 1/2 to 10 3/4c., and Quebec, 10 3/4c.

BUTTER—This produce has maintained its firm feeling with demand fair, around 21 1/4 to 21 1/2c., for creamery. Creamery seconds sold at 20c., and Western dairy 17 1/2 to 17 3/4c.

MONTREAL NOTES.

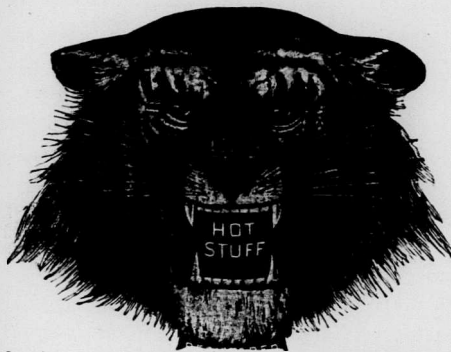
Cream of tartar keeps steady at 72s. f.o.b. Bordeaux.

Ready Lunch Beef

is made for discriminating buyers, for dealers who delight in selling the best, and are clever enough to know they profit by it.

The best materials, skilful workmanship, efficient machinery and our method of curing produce a thoroughly first-class article.

Put it to the Test. The more you test, the better you will like it.



At Last !!

I have found something hotter than I am!

**BAYLE'S TOBASCO
PEPPER SAUCE.**

MADE BY

GEO. A. BAYLE,

ST. LOUIS, U.S.A.

FOR SALE BY Wholesale and Retail Grocers throughout the United States and Canada.

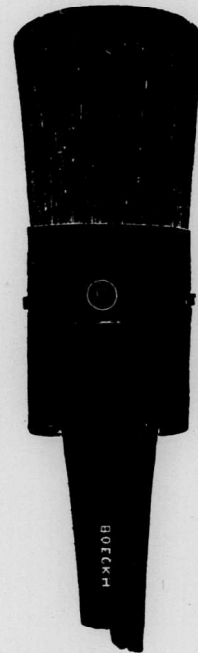
There Are Many Reasons

why you will find it profitable to handle . . .

BOECKH'S Bridled
Paint **BRUSHES**

A very suggestive one is furnished by the fact that your customer always get satisfaction and is sure to return again.

Attractive, well-made goods, at the right price, is our motto.



**80 York
Street,
TORONTO**

S. H. EWING & SONS

— 96 King Street, MONTREAL

Headquarters for Ceylon, Indian and Japan Teas.
Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 22, 1900.

BUSINESS continues quite good. In markets there is little change. The grocers' picnic came off during the week. Most of the wholesale and retail dealers closed their stores at noon. There was a great crowd at the picnic, it being the largest that goes out of the city. More care should be taken by the management in regard to the attendance as, with the increased numbers, very objectionable persons are apt to find their way there and interfere with the enjoyment of the others, and, unless the matter has attention, cause them to stay away. It is a matter that should be taken in hand before it is too late. A chief feature in the market during the week has been the large prices paid for cheese at the board sales on Prince Edward Island. In brooms prices have been dropped 50c.

OIL—There is increased business in burning oil, particularly in the making of contracts for future shipments. Prices remain quite easy at the decline. In lubricating oils, there is little doing at present. Prices seem quite firm. Paint oils are still in some demand at rather easier figures. In cod oil, receipts are not up to those of last season. Prices show little change. In wax, high prices rule. Tin being high, many are using cardboard lined with wax, tin tops and bottoms.

SALT—In Liverpool coarse salt, there have been no arrivals for some time, but quite a little is now due. Prices are quite firm at the advance. There is quite a stock held. Demand continues good. In fine salt, some English factory-filled is being received. Demand is not active. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—New goods continue to arrive, chiefly peas, strawberries, raspberries and pumpkins. Some new American peaches are here. In peas, prices on new goods are firmly held, dealers looking for a profit. Strawberries tend higher. Stocks cannot be replaced at prices paid; in fact, some who held off late in buying had to pay advanced prices. Packers have very few to offer, many being entirely sold out. Pumpkin is not a large seller. In corn and tomatoes the high prices still hold. Spot stock is light. In gallon apples, some dealers will carry over stock. The outlook from Nova Scotia is for a lighter pack than was expected. In oysters, some packers are getting quite short in stock. Meats continue high and in good demand. More American goods are seen than for some

years. Salmon is held firm. In local packed fish firm figures are quoted. The run of sardines is just beginning.

GREEN FRUITS—Dealers are very active. Apples are quite a feature of the trade. Ontario fruit has little sale. American are still quite freely received. New Brunswick apples are now here and they are nice fall stock. The report from Nova Scotia does not favor as large a crop as was at first thought. In Californian fruit full cars are still being received. The stock is particularly fine and prices reasonable. Pears have big sale. In American barrel pears, stock so far received has not been as good as usual. Bananas sell very freely, and are somewhat easier in price. There are no oranges except in a retail way. Lemons are quite scarce and holding high. There have been a few grapes, but little is doing at present. Melons are out of stock. Native tomatoes now hold the market. Some peaches in baskets have been received this week.

DRIED FRUITS—The report that the American Government has stopped the shipment of figs and raisins from Smyrna to that country leads importers to ask what position our Government will take. The above will, no doubt, lead to an advance in the prices of the Californian product. They are not favorites here, and, while quite a few might be sold, they could not fill the place of the others. In Valencia raisins, few have yet been bought, dealers feeling that the price is high, it being well above

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.,
12 Front St. East - Toronto

The John L. Cassidy Co.

LIMITED

339, 341 and 343 St. Paul Street, MONTREAL.

TORONTO EXHIBITION

During the Exhibition our Western representatives will be found at Room 25, Merchants' Building, 50 Bay Street, showing full lines of the following :

- J. & G. Meakin's newest shapes and patterns, Enamelled and Gilt Dinner Ware, including 2 stock patterns.
- J. & G. Meakin's newest shapes and patterns, Enamelled and Gilt Toilet Ware.
- J. & G. Meakin's newest shapes and patterns, Printed and Gilt Dinner, Tea and Toilet Ware.
- J. & G. Meakin's newest shapes and patterns, Printed Ware.
- J. & G. Meakin's Semi-Porcelain Round Edge Hotel Ware, best in the market.
- J. & G. Meakin's White Granite, new shapes and patterns.
- Chas. Field, Haviland, Limoges, China, Dinner and Tea Ware, also stock patterns.
- Chas. Field, Haviland, China, Round Edge Hotel Ware.
- Wedgwood & Co's Enamelled and Gilt Dinner Ware.
- Wedgwood & Co's Printed and Gilt Dinner Ware.
- Wedgwood & Co's Printed Ware, new shapes and decorations.
- Cheap lines Printed and Gilt Dinner, Tea and Toilet Ware.
- Cheapest lines Printed Dinner, Tea and Toilet Ware.
- Large assortment of Carlsbad China, in assorted packages and open stock.
- Full line of cheap German China.
- Great variety in Decorated Lamps, Globes (Electric and Gas).
- New styles in Hanging and Banquet Lamps.
- Complete assortment American and Canadian Glassware.
- Great variety of Jardinieres, and Pots and Pedestals, including Majolica, Fancy Earthenware and Royal Bonn.

last year's figures. It is thought that a good many Californian raisins will be used. On these, it is thought that prices will soon be named. The outlook is quite firm. In evaporated peaches and apricots, values tend higher. The sale here in the fall is small. In currants, the market is quite bare, and prices have much advanced. Some have been brought from Montreal. The American market is very high. Few raisins are held. In Brazil nuts, the quality is not up to the standard. Evaporated apples are very dull.

DAIRY PRODUCE—In eggs, prices are still maintained. There is still but a light supply. The quality has been better than usual during the present season. In butter, prices tend higher, good stock being scarce and in demand. In cheese, stocks in the hands of dealers were probably never as low at this season as now. The high prices lead buyers to stock up lightly.

SUGAR—The sale of sugar has been very large, particularly granulated. The price is still firm. Montreal refineries are nearer in touch with our market and some sales were made. At outside points they do some business.

MOLASSES—There are but light sales, as business was pushed very hard earlier in the season. The high prices are maintained, and holders are not inclined to shade their

figures. The high price of Porto Rico and Barbadoes leads to a call for something cheaper, there being little of other brands of West Indian offering. New Orleans has some sale and the outlook is for a good demand.

FISH—In fresh fish there are shad, halibut, mackerel, cod and haddock. Some particularly nice shad is offered, but the catch is light. Smoked shad are particularly fine eating. Dry cod hold at even figures. In pollock the price is low, the demand not coming till later. Smoked herring is still high and stocks are light. This season's catch is not yet received. Pickled keep high. There are fair receipts. In boneless there is but light sales, season still early. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$1.75 to \$2.00; pickled shad, \$4.50 to \$5.00; haddies, 4½ to 5c.; smoked herring, 8½ to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.80 per 100; pickled herring, \$1.85 to \$1.90 per half bbl.; halibut, 8 to 10c.; shad 10 to 11c. each.

PROVISIONS—There is a fair sale for pork and beef at somewhat easier figures. Except for hams, smoked meats have little sale. Prices rule high. Lard is being somewhat shaded.

FLOUR, FEED AND MEAL—In flour, the feeling continues easy, yet there is a fair sale. There is some local ground flour offered, that ground from Manitoba wheat having the chief attention. In oats and oatmeal prices are somewhat shaded. Cornmeal is still high, but has a large sale. In

beans the market is dull, and prices tend lower. Feed is high and scarce. Hay will be a good crop and extra quality. We quote: Manitoba flour, \$4.80 to \$4.90; best Ontario, \$4.15 to \$4.25; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middling, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.80 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

TRADE NOTES.

MacLaren's cheese is received fresh by C. & E. Macmichael.

Shredded codfish, in tins and cartons, at Bowman & Angevines.

Dearborn & Co. have a large shipment of "St. Lawrence" laundry starch to hand.

New Strathroy peas, pumpkin, strawberries, and raspberries have been received by the trade.

The grocers proved too fast for the local rowing club in a four-oared race at the picnic this week.

A. & R. Loggie, of Loggieville, N.B., who are very large packers of blueberries, lobsters, etc., shipped upward of 150 cars of the former last season. They have factories in Maine as well as in New Brunswick.

The Maritime Confectioners' Association met in the city during the week. The following officers were appointed: J. W. Moir, president; T. F. White, secretary; H. H. Hamilton, G. W. Ganong, and C. H. Smith, executive committee.

SHORT ROLLS AND SHOULDERS

choice sugar-cured meats
and just the line for slicing,
at reasonable prices.

Write us for quotations
on these and also *Hams,*
Bacon, Lard, Cheese.

F. W. FEARMAN CO.,
LIMITED

PORK PACKERS AND LARD REFINERS.

HAMILTON.

VINEGAR

is an article upon
which the grocer has a fair
margin. Then why risk
your customers' pickles, and
your own trade, by selling
goods other than the best?
Every dealer acknowledges
that **The Wilson, Lytle,
Badgerow Co., Limited,**
of Toronto, turn out the
very best and purest vinegar
made in Canada. So handle
only their goods.

The Blow That Tells!

We believe in keeping everlastingly at it and in hammering away. It is the last blow that clinches the nail in a plank. It is the last blow that tells. We're not expecting too much from our advertising, but we're securing splendid results right along. Our books show it and our sales prove it. The quality of

Jonas' Flavoring Extracts

backs up our advertising. We'd not spend one cent unless convinced most earnestly that "quality counts." And so we keep on hammering away until the last grocer in Canada has stocked up with our goods. The field is large, but our faith in quality is larger. If you are still skeptical, please remember this: "It is the last blow that tells," and so—*we'll still keep at it, hammering away.*

HENRI JONAS & CO., MFRS.,
MONTREAL.

DIRECT FROM PLANTATIONS Ludella Ceylon Tea

Pure, high-grown Ceylon Teas—the choicest pickings of the gardens of Ceylon. Possessing great strength. Guaranteed absolutely pure.

BLANKE'S FAUST BLEND COFFEE

It holds old trade and draws new. It is always uniform in flavor and it cannot fail to please even the most particular.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **Toronto.**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN INGLIS, general merchant, Barry's Bay, Ont., has assigned to Gideon Delahaye.

Thomas Grattan, grocer, Hull, Que., has assigned.

Theodore Pelletier, baker, Sherbrooke, Que., has assigned.

Stanislas Duhamel, grocer, Montreal, has assigned to O. Plouffe.

The creditors of S. I. Brenner, grocer, Montreal, met August 21.

George Gorst, general merchant, Solsgirth, Man., has assigned to C. H. Newton.

Leblanc & Co., grocers, Cornwall, Ont., have assigned to James A. C. Cameron.

The creditors of J. W. Danbrook, general merchant, Newbridge, Ont., meet August 25.

The affairs of Nap. P. Labrosse, general merchant, St. Onge, Ont., are being investigated.

W. D. Magee, grocer and crockery dealer, Walkerton, Ont., has assigned to F. S. O'Connor.

Geo. D. McMullen, confectioner, etc., London, Ont., has assigned to C. B. Armstrong.

Alex. Desmarteau has been appointed curator of the Cambridge Cafe restaurant, Montreal.

J. E. Poitras & Co., general merchants, St. Jerome, Que., have assigned to H. Lamarre.

Miller & Son, millers, Hartland, N.B., have assigned. Liabilities, \$1,500; assets, about \$600.

A. L. Kent has been appointed curator of S. Brenner, grocer, and S. Brenner & Co., restaurateurs, Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

Poness & Alfiere, confectioners, Windsor, Ont., have dissolved.

McCorry & Dooley, restaurateurs, Montreal, have dissolved.

John Cholditch & Co., wholesale fruit dealers, Nelson, B.C., have dissolved.

McMillan & Hamilton, wholesale grocers, etc., Vancouver, B.C., have dissolved.

Senecal & Frere, Montreal, have registered partnership as grocers and liquor dealers.

Henri Bardet & Co., bakers, Montreal, have dissolved; Alfred Berthe has registered as proprietor.

Goodhue & Moore, grocers and hardware dealers, Port Stanley, Ont., have dissolved; Mr. Goodhue continues.

The Cookshire Flour Mills Co., Cookshire, Que., have dissolved, and a new partnership has been registered.

Partnership has been registered by the Homer Manufacturing Co., manufacturers of chewing gum, etc., Montreal.

Henry E. Duff and David W. Gruchy have registered partnership as Duff & Gruchy, lobster packers, Arichat, N.S.

SALES MADE AND PENDING.

L. Mornea, grocer, Windsor, Ont., has sold out to John O'Shea.

John A. Gibson, baker, Petrolea, Ont., has sold out to J. M. Head.

John Bryce, baker, Dairyshin, Man., has sold out to George Johnson.

Chas. Lebeau, restaurant, Montreal, advertises his business for sale.

Jennie Folconer, grocer, London, Ont., has sold out to M. Vanburskirk.

W. A. Smuck, grocer, etc., Ayr, Ont., advertises his business for sale.

The assets of Alphonse Bastien, grocer, Montreal, will be sold August 24.

A McNeil, grocer, Central Park, B.C., has sold out to Malcolm McNeill.

Moulton & Mackay, general merchants, Westport, Ont., advertise their business for sale.

W. Piewes, flour and feed dealer, London, Ont., has sold out to Robert Whitton.

L. Elliott, baker and confectioner, Wolseley, N.W.T., has sold out to A. M. Blackburn.

Mutchmore & Co., general merchants, Gore Bay, Ont., have sold out to John Mutchmore.

The stock of the estate of J. S. C. Wilson, grocer, etc., Toronto, is advertised for sale by tender.

The stock of H. Bonlay, general merchant, Sayabec, Que., was sold at 67c. on the dollar.

Cook, Marshall & Fitzpatrick, general merchants, Souris, Carroll and Elgin, Man., have sold out to Hunter & Scott.

STARTING BUSINESS.

John Priest, fruiterer, Magog, Que., is commencing business.

Edward S. Brown has opened a grocery store in Ottawa.

Mrs. I. Deslauriers is starting a grocery business at Ottawa.

James Langille is opening a general store at Martin's River, N.S.

John Wright has started a grocery and provision store at Ottawa.

George Labelle is opening up a general store at Marsham Mills, Que.

CHANGES.

Mrs. Sheppard, confectioner, Hamilton, Ont., has given up business.

The "Salada" Tea Co., Limited, Toronto, have obtained a charter.

Liba Taub has registered proprietor of B. Schwartz, restaurateur, Montreal.

Nunn & Raycroft, fruit and confectionery dealers, Baldur, Man., are out of business.

W. Dupuis, grocer and liquor dealer, St. Eugene, Ont., has added dry goods to his stock.

Herbert Williams, jr., has registered proprietor of The Gramophone Cigar Co., Montreal.

Charles Langlois & Co., Limited, provision merchants, Montreal, have applied for charter.

The John Taylor Co., manufacturers of grocers' supplies, Montreal, have obtained a charter.

George C. Whyte, general merchant, Galetta, Ont., has added a woollen mill to his business.

Mrs. Marie A. J. C. Cooper has registered proprietress of O. Roy & Cie, tobacconists, Sherbrooke, Que.

Tenders are to be asked for stock, etc., of A. A. McCloskey & Son, manufacturers of confectionery, St. John, N.B.

FIRES.

Hager & Hall, general merchants, etc., Beamsville, Ont., have sustained loss by fire.

W. G. Douglas, flour and feed dealer, Winnipeg, Man., has been burned out, partially insured.

A. E. Cameron, flour and feed dealer, Brockville, Ont., has been burned out; partially insured.

DEATHS.

D. G. McBean, grain merchant, Winnipeg, Man., is dead.

CURRENT MARKET QUOTATIONS

August 23, 1900

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices see page 25.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

	Montreal,	Toronto,	St. John, Halifax.
BUTTER, CHEESE AND EGGS			
Dairy, choice, large rolls, per lb.
“ “ pound blocks.....
“ “ tubs, best.....
“ “ tubs, second grade.....
Creamery, tubs and boxes.....
“ “ prints and squares.....
Cheese, new, per lb.....
Eggs, new laid, per doz.....
CANNED GOODS			
Apples, 3's.....
“ “ gallons.....
Asparagus.....
Beets.....
Blackberries, 2's.....
Blueberries, 2's.....
Beans, 2's.....
Corn, 2's.....
Cherries, red, pitted, 2's.....
“ “ white.....
Peas, 2's.....
“ “ sifted.....
“ “ extra sifted.....
Pears, Bartlett, 2's.....
“ “ 3's.....
Pineapple, 2's.....
“ “ 3's.....
Peaches, 2's.....
“ “ 3's.....
Plums, green gages, 2's.....
“ “ Lombard.....
“ “ Damson, blue.....
Pumpkins, 3's.....
“ “ gallon.....
Raspberries, 2's.....
Strawberries, 2's.....
Succotash, 2's.....
Tomatoes, 3's.....
Lobster, tails.....
“ “ 1-lb. flats.....
“ “ ½-lb. flats.....
Macaroni.....
Salmon, sockeye, tails.....
“ “ flats.....
“ “ Horseshoe.....
“ “ Clover Leaf, tails.....
“ “ Clover Leaf, flats.....
“ “ Cohoes.....
Sardines, Albert, ¼'s.....
“ “ Sportsman, ¼'s.....
“ “ key opener, ¼'s.....
“ “ P. & C., ¼'s.....
“ “ Domestic, ¼'s.....
“ “ Mustard, ¼ size, cases.....
Haddies.....
Kipper Haddies.....
Herring in Tomato Sauce.....
CANDIED PEELS			
Lemon, per lb.....
Orange.....
Citron.....
GREEN FRUITS			
Cocoanuts, per sack.....
Pineapples, each.....
Tomatoes, per basket.....
Californian pears per box.....
Black currants, per basket.....
Lemons, per case.....
Harvest apples, per basket.....
Watermelons each.....
Red currants, per basket.....
Bananas, per bunch.....
Lawton berries, per quart.....
Canadian peaches, per basket.....
SUGAR			
Granulated St. Lawrence and Red.....
Granulated, Acadia.....
Paris Lump, bbls. and 100-lb. bx.....
“ “ in 50-lb. boxes.....
Extra Ground Icing, bbls.....
Powdered, bbls.....
Phoenix.....
Cream.....
Extra bright coffee.....
Bright coffee.....
Bright yellow.....
No. 3 yellow.....
No. 2 yellow.....
No. 1 yellow.....

HARDWARE, PAINTS AND OILS

	Montreal,	Toronto,	St. John Halifax.
Wire nails, base.....
Cut nails, base.....
Barbed wire, per 100-lb.....
Smooth Steel Wire (oiled and annealed, etc.), base.....
White lead, Pure.....
Linseed oil, 1 to 4 bbls., raw.....
“ “ “ “ boiled.....
Turpentine, single bbls.....

SYRUPS AND MOLASSES

	Montreal,	Toronto,	St. John Halifax.
Syrups—			
Dark.....
Medium.....
Bright.....
Corn Syrup, barrel per lb.....
“ “ “ “ kegs.....
“ “ “ “ 3 gal. pails, each.....
“ “ “ “ 2 gal. “ “.....
Honey.....
“ “ 25-lb. pails.....
“ “ 35-lb. pails.....
Molasses—			
New Orleans.....
Barbadoes, new.....
Porto Rico.....
Antigua.....
St. Croix.....

CANNED MEATS

	Montreal,	Toronto,	St. John Halifax.
Comp. corn beef, 1-lb. cans.....
“ “ “ “ 2-lb. cans.....
“ “ “ “ 6-lb. cans.....
“ “ “ “ 14-lb. cans.....
Minced callops, 2-lb. can.....
Lunch tongue, 1-lb. can.....
“ “ 2-lb. can.....
English brawn, 2-lb. can.....
Camp sausage, 1-lb. can.....
“ “ 2-lb. can.....
Soups, assorted, 1-lb. can.....
“ “ 2-lb. can.....
Soups and Boull, 2-lb. can.....
“ “ 6-lb. can.....
Sliced smoked beef, ½'s.....
“ “ 1's.....

FRUITS

	Montreal,	Toronto,	St. John Halifax.
Foreign—			
Currants, Provincials, bbl.....
“ “ Filiatras, bbl.....
“ “ “ “ ½-bbls.....
“ “ “ “ cases.....
“ “ “ “ ½-cases.....
“ “ Patras, bbls.....
“ “ “ “ ½-bbls.....
“ “ “ “ cases.....
“ “ “ “ ½-cases.....
Vostizzas, cases.....
Dates, boxes.....
Figs, 10-lb. boxes, per lb.....
“ “ 20 & 28-lb. boxes, per lb.....
“ “ Mats, per lb.....
“ “ Naturals, per lb.....
“ “ 1-lb. glove boxes.....
Prunes, California, 30's.....
“ “ “ “ 40's.....
“ “ “ “ 50's.....
“ “ “ “ 60's.....
“ “ “ “ 70's.....
“ “ “ “ 80's.....
“ “ “ “ 90's.....
“ “ Bosnia, A's.....
“ “ U's.....
Raisins, Fine off stalk.....
“ “ Selected.....
“ “ Layers.....
“ “ Malaga, 3-crown.....
“ “ Sultanias.....
“ “ California, 3-crown.....
“ “ “ “ 4-crown.....
“ “ “ “ seeded, 3-cr.....
“ “ Malaga, Lon. layer.....
“ “ Black baskets.....
“ “ Blue baskets.....
“ “ Dehesa clusters.....
“ “ Royal clusters.....
“ “ ½-flats black basket.....
“ “ ½-flats blue baskets.....
“ “ ½-flats Dehesa.....

PROVISIONS

	Montreal,	Toronto,	St. John Halifax.
Dry Salted Meats—			
Long clear bacon.....
Smoked meats—			
Breakfast bacon.....
Hams.....
Shoulder hams.....
Backs.....
Meats out of pickle 1c. less.....
Barrel Pork—			
Canadian heavy mess.....
“ “ short cut.....
Clear shoulder mess.....
Plate beef.....
Lard, tierces, per lb.....
Tubs.....
Pails.....

	Montreal,	Toronto,	St. John Halifax.
Wire nails, base.....	\$3 10	\$3 10	\$3 20
Cut nails, base.....	2 60	2 60	2 85
Barbed wire, per 100-lb.....	3 30	3 30	3 50
Smooth Steel Wire (oiled and annealed, etc.), base.....	3 00	3 00	.....
White lead, Pure.....	6 75	6 87½	6 80
Linseed oil, 1 to 4 bbls., raw.....	84	84	80
“ “ “ “ boiled.....	87	87	83
Turpentine, single bbls.....	69	69	70
.....	.....	.....	75
Syrups—			
Dark.....	2	.....	.....
Medium.....	2½	30	32
Bright.....	2¾	35	37
Corn Syrup, barrel per lb.....	2¾	.....	34
“ “ “ “ kegs.....	3	.....	36
“ “ “ “ 3 gal. pails, each.....	3½	.....	38
“ “ “ “ 2 gal. “ “.....	1 50	1 50	.....
Honey.....	1 20	1 20	.....
“ “ 25-lb. pails.....	40	40	.....
“ “ 35-lb. pails.....	90	1 00	.....
Molasses—			
New Orleans.....	1 20	1 40	.....
Barbadoes, new.....	25	23	29
Porto Rico.....	35	36	36
Antigua.....	40	41	37
St. Croix.....	41	38	42
.....	.....	.....	46
.....	.....	.....	34
.....	.....	.....	36
Canned Meats			
Comp. corn beef, 1-lb. cans.....	1 65	\$1 75	\$1 60
“ “ “ “ 2-lb. cans.....	2 80	3 10	2 60
“ “ “ “ 6-lb. cans.....	8 25	8 25	8 75
“ “ “ “ 14-lb. cans.....	21 00	22 00	20 00
Minced callops, 2-lb. can.....	2 75	2 60	2 50
Lunch tongue, 1-lb. can.....	3 00	4 15	3 00
“ “ 2-lb. can.....	6 00	8 00	5 80
English brawn, 2-lb. can.....	2 75	2 45	2 75
Camp sausage, 1-lb. can.....	.....	2 50	2 50
“ “ 2-lb. can.....	.....	4 00	4 00
Soups, assorted, 1-lb. can.....	1 50	1 50	1 50
“ “ 2-lb. can.....	2 45	2 20	2 25
Soups and Boull, 2-lb. can.....	2 50	1 80	2 30
“ “ 6-lb. can.....	5 85	4 50	1 80
Sliced smoked beef, ½'s.....	1 70	1 65	1 75
“ “ 1's.....	3 10	2 80	2 95
.....	.....	.....	2 00
.....	.....	.....	3 25
Fruits			
Foreign—			
Currants, Provincials, bbl.....	4¼	4¾	.....
“ “ Filiatras, bbl.....	4¾	4¾	.....
“ “ “ “ ½-bbls.....	4¾	4¾	6½
“ “ “ “ cases.....	4¾	4¾	7
“ “ “ “ ½-cases.....	4¾	5	.....
“ “ Patras, bbls.....	5	5½	6
“ “ “ “ ½-bbls.....	5	5½	6
“ “ “ “ cases.....	5	5½	6
“ “ “ “ ½-cases.....	5	5½	6
Vostizzas, cases.....	6	7	8
Dates, boxes.....	5	4½	6
Figs, 10-lb. boxes, per lb.....	75	1 10	12½
“ “ 20 & 28-lb. boxes, per lb.....	.....	14	18
“ “ Mats, per lb.....	.....	.....	8¾
“ “ Naturals, per lb.....	.....	.....	8½
“ “ 1-lb. glove boxes.....	.....	.....	13
Prunes, California, 30's.....	11	10	10
“ “ “ “ 40's.....	8½	8	8½
“ “ “ “ 50's.....	8	7½	8
“ “ “ “ 60's.....	7½	7	7½
“ “ “ “ 70's.....	7	6½	7
“ “ “ “ 80's.....	6½	6¼	6¾
“ “ “ “ 90's.....	.....	.....	6
“ “ Bosnia, A's.....	.....	8½	9
“ “ U's.....	.....	7½	8
“ “ “ “ 5's.....	.....	6½	7
Raisins, Fine off stalk.....	8	9	6
“ “ Selected.....	8	9	7
“ “ Layers.....	8½	7	7½

AUER GASOLINE LAMP

Money ...
back if
not satis-
factory.

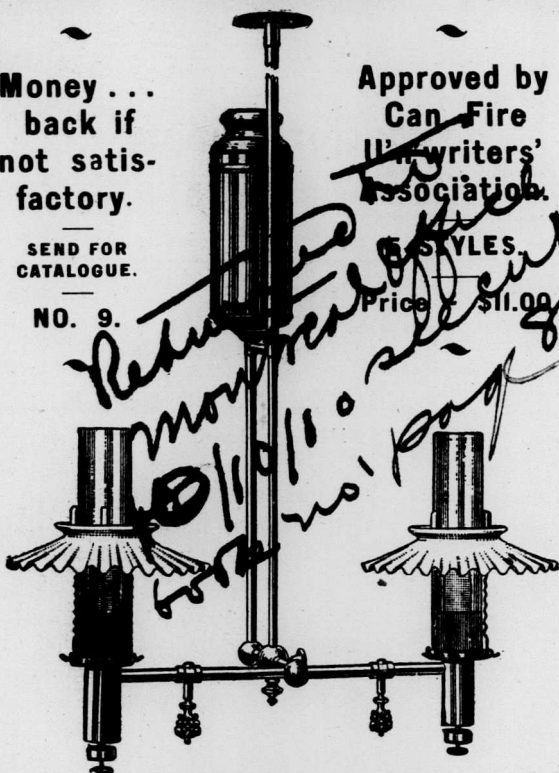
SEND FOR
CATALOGUE.

NO. 9.

Approved by
Can Fire
Insurers'
Association.

5 STYLES.

Price \$11.00

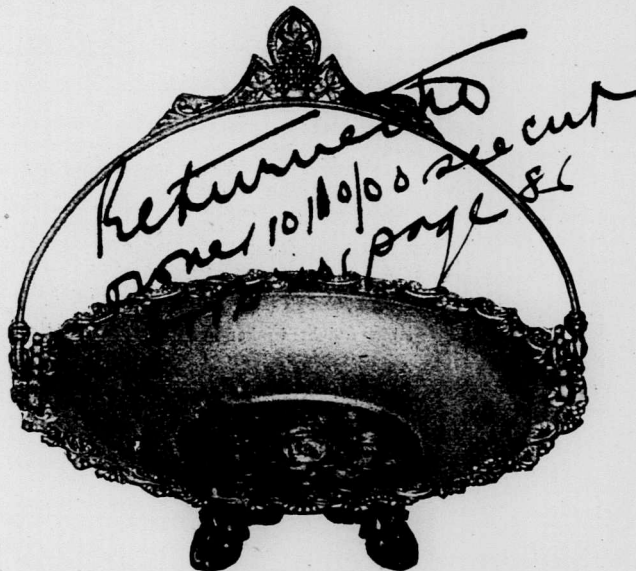


Auer Light Co., Montreal

The G. Weeton Mfg. Co.

MAKE A
SPECIALTY OF **SILVERWARE.**

If interested, write for Illustrated Catalogue.



NO 56—CAKE BASKET

With Fancy Border, Burnished Body and Richly Embossed Centre, \$4.00 List.

Toronto Address, - 326 1/2 Spadina Ave.

A popular name — “ROBERTS”

especially when connected with

KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.

Charlottetown, P.E.I.—Horace Hazard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, Imperial Buildings, St. James St.

Toronto—J. Westren & Co., 42 Colborne St

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue

Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

Ogilvie's Hungarian

Ogilvie's Glenora....

All BAKERS and GROCCERS handling this Flour exclusively are making money.

Superior Quality
Always Good

TRADE INQUIRIES.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London during the week ending August 3 :

1. A Scotch firm ask to be furnished with the name of a good and reliable freight broker in Montreal.
2. The manufacturers of steam derrick cranes, cableways and other hoisting and conveying devices desire to be placed in touch with Canadian mine and quarry owners and others likely to be interested in their goods.
3. The names of several reliable Canadian firms engaged in the packing of evaporated fruits, etc. are asked for.
4. A Glasgow firm inquire through the Government agent in that city for shippers of gypsum in large quantities—a large demand existing for a certain quality of this mineral.

[The names of the firms making the above inquiries will be supplied on application to the editor of THE CANADIAN GROCER. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries :

1. A Scotch firm of distillers and blenders are open to appoint a reliable resident agent possessing a good connection for the sale of their Scotch whiskies in Canada.
2. A firm of merchants who import large quantities of box materials wish to hear from Canadian firms prepared to quote on specifications of box boards cut to dimensions.
3. A Scotch house is open to place an order for 1,000 gross cheap clothboards, 28, 29 and 30 in. by 6 in. by ¼ in., and invites quotations.
4. An importer seeks supplies of heavy Siemens

steel plate shearings and other scrap, and invites offers.

5. The proprietors of a widely-known brand of Jamaica rum are prepared to appoint sole agents for the whole of Canada or local agents for the different centres for the sale of same.
6. A rolling mills company asks for names of Canadian shippers of old D.H. and B.H. steel rails.
7. An important manufacturer of tool steel, etc., wishes to appoint a Canadian firm possessing a good connection to take up and push the sale of their manufactures in the Dominion.
8. Attention is directed by a couple of firms of importers to a probable good demand this autumn for evaporated apple rings, in which line Canadian houses at present do very little United Kingdom trade.

THEY WERE COMMON PEOPLE.

Caller—"Your next door neighbors seem to be quite nice."

Mrs. Uppstart—"Huh! They're very plain, common people."

Caller—"Really?"

Mrs. Uppstart—"Yes. They pay spot cash for everything at the grocer's and butcher's."—Philadelphia Press.

ROBERT M. FLOYD IN MONTREAL.

Mr. Robert Mitchell Floyd, of Boston, Mass., treasurer of the International Congress of Grocers, vice-president of the National Association of Retail Grocers of the United States, and publisher of The Trade Press List, was in Montreal last week on a pleasure excursion, and gave THE CANADIAN GROCER a pleasant call. He is a gentleman who is extremely enthusiastic about matters pertaining to grocers, and while in the city did not fail to call upon several of the leading men in Montreal grocery circles, both wholesale and retail.

His invitations to the next International Congress of Grocers, to be held in St. Louis, 1903, were most pressing.

TRADING STAMPS IN AUSTRALIA.

THE coupon or trading stamp dodge has not "caught on" here to the same extent as in the Southern colonies. Whatever advantage a storekeeper gains from adopting the coupon or similar schemes is lost when his confreres have followed his example. I say this without at the same time acknowledging that benefit in the long run accrues even if a monopoly of the trading stamp could be enjoyed by any one retailer in a town. Unless he adds the cost of the trading stamps to his goods a shopkeeper cannot afford to give them. And, if he adds the cost, he is deceiving his customers, for the end and all of the trading stamp is to persuade the customer that he is getting something for nothing.

When all the shopkeepers in a community are giving trading stamps, it is obvious to everyone that they are all on an equal footing in that one respect. It is equally obvious that all are again towards each other what they were before being induced to go into the scheme. It follows, then, that he who would keep abreast of his competitors must rely not only on the coupon plan, but upon his own push and enterprise. And push and enterprise are more powerful in business-building than ever methods extraneous can be, even through a monopoly of them be enjoyed. Many retail houses profess not to see things in this way, but there are none so blind as those who do not wish to see.—The Storekeeper, Sydney, New South Wales.

HIGH-CLASS GOODS COMMAND SALES.

This is an old and tried maxim in the grocery business. When a grocer takes up a line of Hams and Bacon it is to his interest to be very careful in his selection. Inferior goods will kill his trade, while the best brands will help him to build it up.

We invite the most critical examination of the **BOW PARK** line of **PORK PRODUCTS**—absolutely pure, delicious in flavor—cured by a special process in the best equipped factory in Canada. May we quote you?

Brantford Packing Co.,

Brantford, Ont.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - - \$3.20 Per Dozen.
Less Quantity, - - - 3.30 "

GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - - \$1.40 Per Dozen.
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.

B

"BEE"
STARCH

B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS., - 10 Lemoine St., Montreal.

CO-OPERATIVE TEA GARDEN'S CO'Y
CEYLON

Awarded Gold Medal

At the Paris Exposition, 1900

For Fancy and Commercial Teas. This was the highest award made for Teas.

GILLESPIES & CO'Y, Montreal

Agents for Canada.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

HOW JOHN BLUNT TAUGHT THE SHOE CLERK
A LESSON.

"TALKING about slick tricks," said one of three men who was waiting his turn in a barber shop the other evening, "you never saw anything to beat a trick that was played on me when I was a youngster and clerking in a shoe store.

"In those days we didn't have the early closing, but kept open at night anywhere from 9 until 11. Our boss was a pretty good sort of an old chap and, except on Saturdays, never came back to the store after supper. This gave us fellows a good chance to fix things to suit ourselves, and we arranged to take night about going home early. There never was any great rush during the evening and one clerk could handle the trade easily enough.

"It had been raining to beat the band for the greater part of the day and after Old Dull, as we boys called him, had taken his departure for home, Jim, the other clerk, dug out and left me to take care of the store for the remainder of the evening. Well, I lighted one of Old Dull's cigars and for a time made myself as comfortable as I could in his chair, with my feet on his desk. I had a sort of 'I'm-monarch-of-all-I-survey' feeling, as I sat there and listened to the rain splashing against the windows. Old Dull smoked the very best of cigars, so I punished a couple of them before I quit.

"It was about 9 o'clock and I was thinking about closing the store when I suddenly remembered that there was an invoice of boots in the back room which Old Dull had told me to unpack and mark. If I left them until morning he would be sure to find fault with me, so I got the bill and proceeded to open the cases. In those days we sold a great many boots. They were just as much in demand then as shoes are now for men's wear. We had a rod down the middle of the store hung with a dozen pairs of boots, tied together by the pulls. It was quiet a handy arrangement, as the size was marked on the sole of each boot and you could select what you wanted at a glance. I never thought for a minute that a customer would come out in such a rain, so I worked away in the back room and left the store to take care of itself. I must have made a good deal of noise while taking the tops off of the cases, for otherwise I should have heard anyone who came into

the store. At anyrate the one customer of the evening came in without my hearing him. I was at work in the back room for fully half an hour. When I reentered the store-room, invoice in hand, there stood a slouchy looking fellow with a pair of boots slung across one of his shoulders. He accosted me with, 'Say, youngster, ye don't seem to keer whether ye wait on yer customers er not. I've ben a prancin' around here fer half an hour tryin' to find someone to fit a pair of rubbers on these here boots. I've tried every store in town; but thar ain't none of 'em got rubbers big enough to fit 'em.'

"Oh! that's what you want, is it?' I said. 'I'm sorry to have kept you waiting, but I think I can fix you all right.' I got the biggest pair of rubbers we had in the store, fitted them on to the boots, played smart by charging him \$1 for them, when the price was only 75c., and the fellow left the store, evidently well pleased. He had been gone about five minutes when I discovered that there was a pair of boots missing from the rod in the middle of the store. We never had more than 12 pairs of boots on this rod at a time, and I had filled it late that afternoon. I had been so very smart that I had fitted a pair of rubbers unto a pair of our own \$4 boots. The fellow had taken advantage of my absence

to secure the boots and then played a slick trick on me besides. You could have knocked me down with a feather. What would Old Dull say when I told him? I was worried and greatly put out; but it was useless to think of following the fellow, closed the store and went home.

"The next morning I was telling Jim, my fellow clerk, how the country jay had fooled me, when Old Dull walked in. He had a grin as broad as a washtub on his face, and he had that identical pair of boots and those same rubbers slung over his shoulder. I almost dropped dead, for I saw through the whole thing. The old man had fixed himself up and done a little investigating. He didn't say a word, but hung up the boots on the rod, pulled the rubbers off, and put them into the drawer where they belonged, and went back to his desk. For about 10 minutes you could hear Old Dull's pen scratching anywhere in that store, and then he called my name. I went back to his desk, and, without a word, he handed me my wages up to date. He also gave a written recommendation, which read as follows:

"To whom it may concern: William Smartly has been in my employ for one year. He is a good salesman when he is watched. He is also honest under the same conditions. If you have time to be always watching him, hire him; if you haven't, don't.

"It was a slick trick, but it was the lesson of a lifetime to me. I got employment after a while in a neighboring city, but you can bet I attended to business from the word 'go.' I truly consider that I owe my success in business to the lesson which John Blunt taught me."—MacAllan, in Michigan Tradesman.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.
LIMITED
MONTREAL, QUE.



CARR & CO'S

CELEBRATED

Cafe Noir Biscuit

(The Original and Genuine.)

We carry it in stock and we can Sample your Trade.

Send in a list of customers.

FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL.

Reliable goods bring you new customers.

Southwell's

Pure Fruit Jams

Are always reliable.

They stand at the head.

Send for reduced price list.



FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

August 23, 1900.
Quotations for proprietary articles, brand^d etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	140
8 oz. cans, 2 and 4 doz. in case	180
12 oz. cans, 2 and 4 doz. in case	270
16 oz. cans, 2 and 4 doz. in case	360
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
5 lb. cans, 1 doz. in case	14 40
18 00	

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

Diamond—

W. H. GILLARD & CO	
1 lb. tins, 3 doz. in case	per doz 2 00
" 2, in 3 "	1 25
" 1, in 4 "	0 75

JERSEY CREAM BAKING POWDER

1/2 size, 5 doz. in case	40
size, 4 doz. in case	75
" 3, in 3 "	1 25
" 2, in 2 "	2 25

OCEAN WAVE BAKING POWDER.

per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
1-lb. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 3 doz. in case	2 00
2-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING

P. G. FRENCH BLACKING

per gross	
No. 4, 1/4 grs. bxs. \$4 00	
" 8, 1/2 " " 4 50	
" 10, 3/4 " " 7 50	
" 10, 1/2 " " 8 25	
" 10, Jet Enamel.. 8 25	

CARR & SONS.

per gross	
No. 2—1/4 gross boxes	2 70
No. 4—1/2 gross boxes	5 75
No. 5—3/4 gross boxes	8 00

SHOE POLISH.

HENRI JONAS & Co.

Per gross	
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

BLUE.

Keen's Oxford, per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.

Reckitt's, per box	1 15
Box contains either 1 gro, 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. size	

CORN BROOMS

BOECKH BROS & COMPANY doz net

Bamboo Handles, A, 4 strings	
" " B, 4 strings	
" " C, 3 strings	
" " D, 3 strings	
" " E, 3 strings	
" " G, 3 strings	
" " I, 3 strings	

BISCUITS.

PEEK, FRENK & CO.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 35c.
Venice Wafers	8 lb. tins 35c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 05
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

Mushrooms, Rionel	\$14 75
" 1st choice Duthell	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins	

FRENCH PEAS—DELORV'S.

HENRI JONAS & Co.

Moyen's No. 2	\$9 00
No. 1	12 50
1/2 Fins	14 00
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH SARDINES.

HENRI JONAS & Co.

1/2 Trefavennes	\$9 00
1/2 Rolland	9 50
Delory	10 50
Club Alps	11 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

CADBURT'S.

Frank Magor & Co., Agents.

per doz	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

TODHUNTER, MITCHELL & CO.'S.

Chocolate—

per lb.	
French, 1/2—6 and 12 lbs.	0 30
Caracocas, 1/2—6 and 12 lbs.	0 35
Premium, 1/2—6 and 12 lbs.	0 30
Sante, 1/2—6 and 12 lbs.	0 28
Diamond, 1/2—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—

Homeopathic, 1/2, 3 and 14 lbs.	0 30
Pearl,	0 25
London Pearl	13 and 18 "
Rock	" " "
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

Chocolate—

FRY'S	per lb.
Caracocas, 1/2, 6-lb. boxes	0 42
Vanilla, 1/2, " "	0 42
"Gold Medal" Sweet, 1/2, 6-lb. bxs.	0 29
Pure, unsweetened, 1/2, 6-lb. bxs.	0 42
Fry's "Diamond," 1/2, 14 lb. bxs.	0 24
Fry's "Monogram," 1/2, 14 lb. bxs.	0 24

Cocoa—

per doz	
Concentrated, 1/2, 1 doz. in box	2 40
" 1/2, " "	4 50
" 1 lb.	8 25
Homeopathic, 1/2, 14 lb. boxes	
1/2 lbs. 12 lb. boxes	

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.

per lb.	
Mott's Broma	0 80
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/2 lb)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracocas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liqueurs	0 19

OWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	0 35

OHESSE.

Imperial—Large size jars, per doz.	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
Paragon—Large size, per doz.	8 25
Medium size	4 50
Small size	2 40
Individual size	1 00

COFFEE.

JAMES TURNER & CO.

per lb	
Mocca	0 39
Damasus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Etc.	0 12 1/2

The Montreal "GAZETTE"

25th July, 1900:

BIG PLANT FOR CARDINAL.

GLUCOSE WORKS TO BE DOUBLED, AND STARCH WORKS CAPACITY ENLARGED.

The glucose works of The Edwardsburg Starch Company, at Cardinal, Ont., which were completely destroyed by fire last April, are being rapidly rebuilt on a large scale. The buildings are of brick, and are of substantial construction, with a capacity which, in the opinion of the management of the company, should enable them to supply the trade of the Dominion with all the glucose and syrup that there is a market for. The works destroyed were modern in every respect, but the new plant,

besides having more than double the capacity of the old, will have several improvements, which the company think will not only make their product equal to anything on the continent, but will add to the economy of production. The bye-products' plant will also be enlarged and improved, and the new building constructed for this purpose will be completed in August, after which the starch department of the works will be run to its full capacity, nearly doubling the starch production of the company.

The manager of The Edwardsburg Starch Company complains that they have been much handicapped in their starch production since the

fire, and have not been able to turn out any more starch than last year, although a large amount of money was spent during the early winter in improvements on the starch department alone, all the advantages of which were lost on account of the fire destroying the plant for handling the refuse. Before long, however, they expect to have everything throughout every department of the works in full working order, with increased capacity and improved facilities, and the company will then be in a position to supply all the trade will take of the different lines of starches, glucose, and syrup, as well as the bye-products known as gluten and germ meal and corn oil.

ESTABLISHED 1858

THE EDWARDSBURG STARCH CO.,

Works, CARDINAL, ONT.

Limited.

53 Front street East,
TORONTO.

164 St. James street,
MONTREAL.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

TODHUNTER MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28
Maracalho.....	0 18
West India.....	0 18
Rio, choice.....	0 12

CLOTHES PINS.

BOCKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

EXTRACTS.

P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$6 00
4 oz. ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. ".....	3 00
3 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00



HENRI JONAS & Co.

Per gross.	
1 oz. London Extracts.....	\$8 00
1 oz. " (no corkscrews).....	5 50
2 oz. ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. ".....	9 00
2 oz. Anchor extracts.....	12 00
4 oz. ".....	21 00
8 oz. ".....	36 00
1 lb. ".....	70 00
1 oz. Flat ".....	9 00

2 oz. Flat, Anchor extracts.....	18 00
4 oz. Square ".....	21 00
4 oz. " (corked).....	36 00
8 oz. ".....	72 00
Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

FOOD.

per doz.	
Robinson's Patent Barley, 1/2 lb. tins..	1 25
" " " 1 lb. tins..	2 25
" " Groats, 1/2 lb. tins..	1 25
" " " 1 lb. tins..	2 25

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black Currant ".....	1 85
Other Jams, W. F. ".....	1 55
Red Currant Jelly.....	2 75

P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 50c. per doz.	
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P. G. ICINGS.	
Chocolate, 2 doz. cases	\$1.25 per doz.
Lemon, white, pink, canary and Kernelle	2 doz. cases, \$1.00 per doz.

T. UFTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 06 1/2
7-lb. wood pails, 6 " "	0 06 1/2
14-lb. wood pails, per lb.	0 06 1/2
30-lb. " "	0 06 1/2

LICORICE.

YOUNG & SMYLLIE'S LIQ.	
5-lb. boxes, wood or paper, per lb....	\$0 40
Fancy boxes (25 or 50 sticks) per box..	1 25
" Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can..	2 00
"Acme" Pellets, fancy boxes (40) per box.....	1 50
Tar, Licorice and Tolu Waters, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars....	1 75
"Purity" Licorice, 300 sticks.....	1 45
" " 100 sticks.....	0 75
Dulce, large centsticks, 100 in box...	0 75

MUSTARD.

COLMAN'S OR KEEN'S.	
D. S. F., 1/2 lb. tins, per doz.....	\$1 40
" " 1 lb. tins, ".....	2 50
Durham, 4 lb. jars, per jar.....	5 00
" " 1 lb. ".....	0 75
F. D., 1/2 lb. tins, per doz.....	0 85
" " 1 lb. tins.....	1 45

BAYLE'S PREPARED MUSTARDS.

Horseradish..... per doz., 1/2 lb. jars 1-lb. jars	\$1 20 \$1 75
English Sandwich.....	1 20 1 75
Mustard (with fine herbs).....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

English Sandwich Mustard, Mustard (with fine herbs)

Bbls.	Half	10-gal.	5-gal.	1-gal.
	Bbls.	Kegs.	Kegs.	Jugs.
50c.	55c.	60c.	65c.	70c.

JONAS' FRENCH MUSTARDS.

HENRI JONAS & Co. Per gross.	
Pony size.....	\$1 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

MINCE MEAT.

Wetley's Condensed, per gross, net	\$11 40
per case of 3 doz., net....	3 85

ORANGE MARMALADE.

T. UFTON & CO.	
1-lb. glass, 2 doz. case, per doz..	\$1 00
7-lb. pails 6 pails in crate, per lb....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 3 doz. n case, per doz.....	1 80

PICKLES—STEPHENS'

A. F. TIPPET & Co., AGENTS.	
Patent stoppers (pints), per doz.	1 00
Corked (pints), ".....	1 00

SODA.—COW BRAND

Case of 1 lb. (containing 60 pkgs.) per box, \$3.00	
Case of 1/2 lb. (containing 120 pkgs.), per box, \$3.00.	
Case of 1 lb. and 1/2 lb. (containing 30 packages) per box, \$3.00.	
Case of 50. pkgs (containing 50 pkgs.) per box, \$3.00.	



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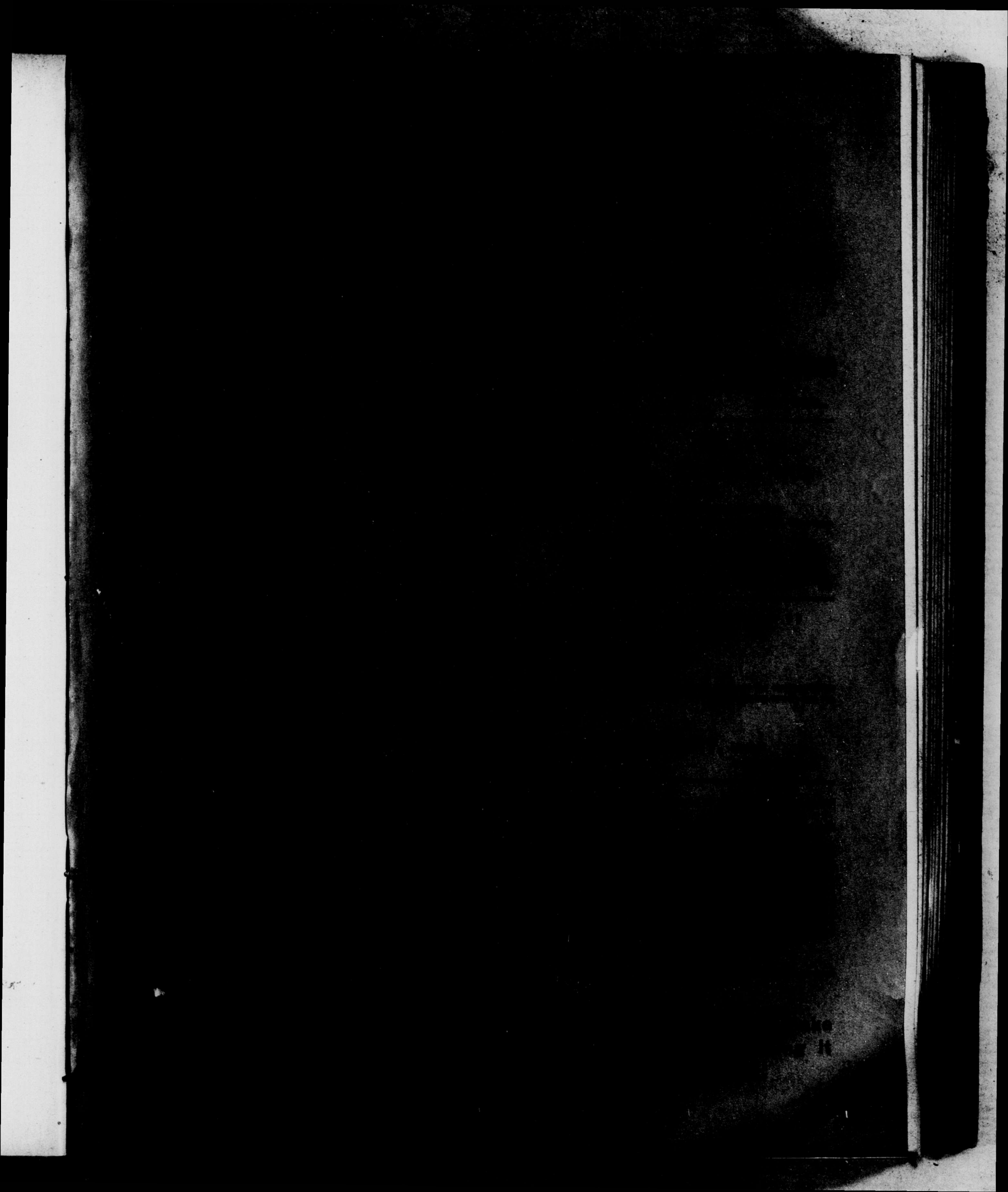
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