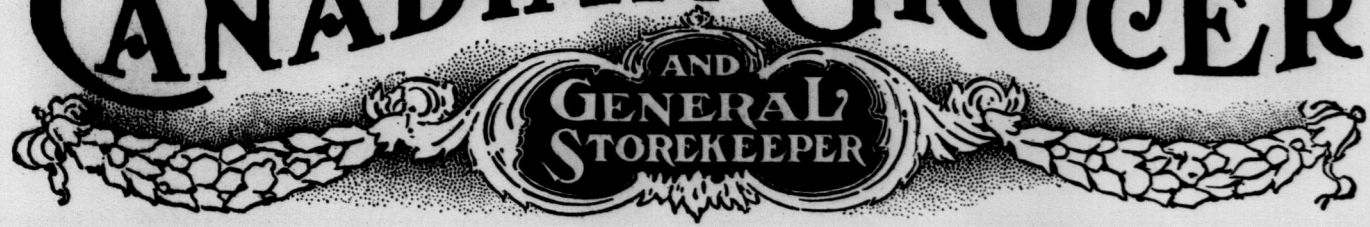


PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

BISCUITS

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Something Tasty and Delicious.

CARR & CO'S

FINGER CREAM

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

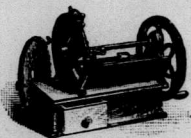
FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



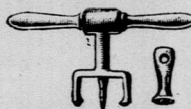
No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 18.00

Self-Priming and
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No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

"ENTERPRISE"

Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

Granulating 2 pounds of Coffee per minute
Pulverizing 1-2 pound of Coffee per minute

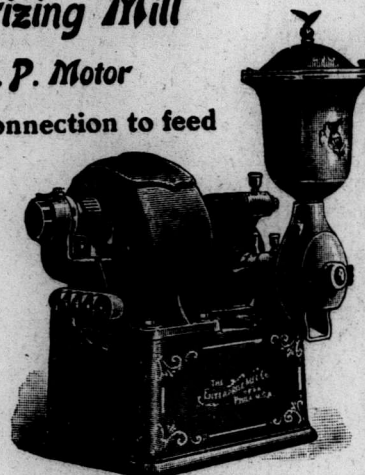
Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.



No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

SOME MERCHANTS' EXPERIENCE.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in The Eby, Blain Co., Limited, Toronto.
Canada by C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

MacUrquarht's Worcester Sauce.

A rich, "full-bodied" table sauce that has won a great name and fame in England. Piquant, appetizing, healthful. An honest table sauce, and most economical because of its great richness, strength. It goes twice and thrice as far as the common, everyday, thin, watery Sauces said to be "just as good."

"Griffin" Brand Seeded Raisins--Prunes, etc.

The "Griffin" Brand is the standard brand of the Pacific Coast Dried Fruits. The Dried Apricots, Peaches, Pears, Seeded Raisins and Prunes that are packed under the seal of the "Griffin" never vary in their high quality. They reach you in original packages just as they leave the luxurious vineyards. The "Griffin" Brand will "win new trade" for you.

Win New Trade!

Wheat Marrow.

Scarce four weeks have passed since we took the Agency for that ideal, sterilized Breakfast Food, and already your orders are taxing our resources to the limit. Perhaps the large profits it pays you is a great stimulant—perhaps you push it because the demand warrants your exertions. In any event, its superior points for the table and for use in frying oysters, fish, meat, etc., make it unlike any other Cereal Food on the market. Ask your wholesaler about it.

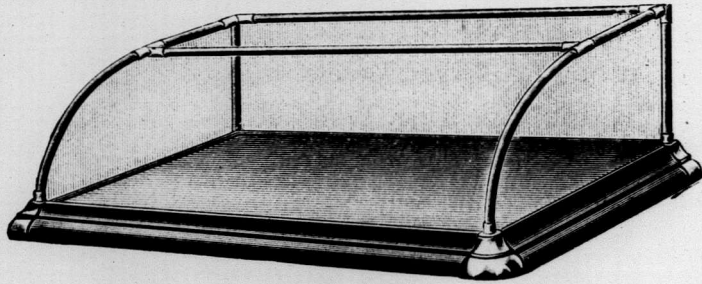
~~~~~  
*Sold by Leading Wholesalers Everywhere.*  
~~~~~

ARTHUR P. TIPPET & CO, AGTS,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

SPECIAL HOLIDAY OFFER.



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

\$25.00.

This offer means 56 per cent. profit for you.

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines, which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

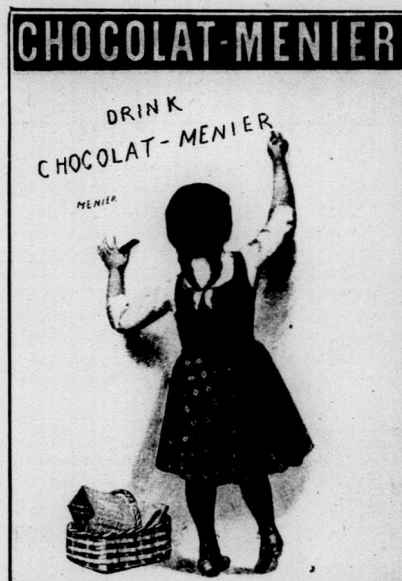
Proceeds from selling Toilet Soaps	- - - -	\$27.20
Value of Show Case	- - - -	\$12 00
		<u>\$39.20</u>
Our Special Net Price for a Limited Time	-	\$25 00
Your Net Profit		<u>\$14.20</u>

WRITE US TO-DAY FOR FURTHER PARTICULARS.

JOHN TAYLOR & CO.,

77 Front Street East, **TORONTO**

Annual Sales
Exceed
33,000,000 lbs.



Grand Prix
Highest Award,
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.



A Tickler!

My "Pharaoh" 10c. Cigar is a great "tickler." The man who has been smoking the ordinary 10c. Cigar opens his eyes wide and smiles broadly when he lights up the "Pharaoh." It is a revelation even to men who have been paying 15 and 20 cents apiece for their Cigars.

If you want to make a man good-natured, send in for a trial order of a thousand or more of my Cigars, including one or two hundred of the "Pharaoh." You can make a bigger profit and get better Cigars and give a man a "tickler" if you send in at my expense for a trial order. What's the use of waiting?—*I take all the risk.*

Payne's "Pharaoh" 10c. Cigar.

J. BRUCE PAYNE, Mfr.,
Granby, Que.

THE SEASON FOR MINCE MEAT

It is very near-by. A good trade is open to the grocer who sells

LYTLE'S MINCE MEAT

for it is the good kind that gives satisfaction to your customers, and helps to secure the best kind of trade.

- In 5-lb. fibre pails.
- In 7, 14, 28 and 60-lb. wood pails.

Ask your wholesaler for quotations.

T. A. LYTLE & CO.

124-128 Richmond St. West

TORONTO.

They Took The Hint.

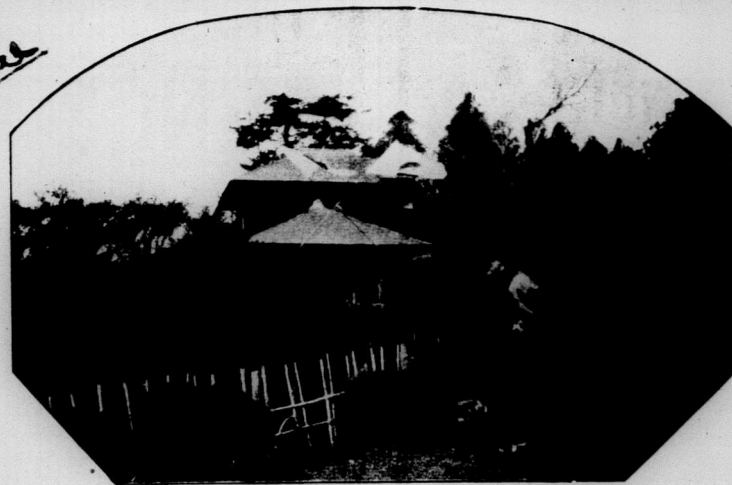
It is quite evident that a in our advertisement last likely to advance very soon. been pouring in, surely they themselves upon their pur-avail themselves, we are inclined to think it is not too late yet, as Oats are advancing steadily and we are kept busy issuing price lists.

goodly number took the hint week that Rolled Oats were By the way the orders have must now be congratulating chase! To those who didn't

Tillson's Pan-Dried Oats

are enjoying the largest sale in Canada, because of their unrivalled and uniform quality. That's the best reason why our shipping facilities are taxed to the utmost.

THE TILLSON CO., Limited, Tilsonburg, Ont.



A JAPANESE TEA-HOUSE GARDEN.

The World's Greatest Tea Country

— is —

JAPAN

The World's Favorite Tea

— is —

JAPAN TEA

The highest standard of purity, the choicest flavor and the greatest refreshment are represented in every package of JAPAN TEA. It is prepared with care and cleanliness from tender leaves and buds, and surpasses in flavor and excellence all other teas. Every pound is inspected by the Japanese Government before export.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.

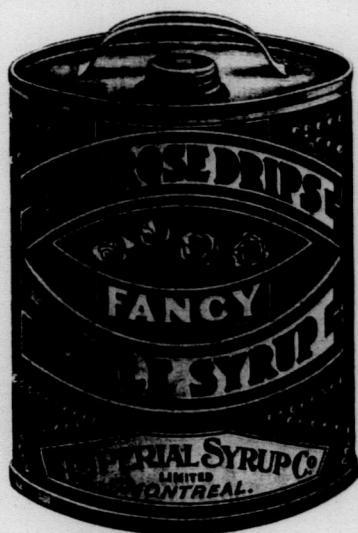
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Tel. Main 4142. MONTREAL, CANADA.

ALWAYS BE PREPARED

to supply your customers with our

TEA
ROSE
DRIPS



FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

ROSE & LAFLAMME,

Wholesale Distributors,

MONTREAL

Ivory Gloss Starch

Satisfies careful housekeepers because it gives such a beautiful finish, and satisfies economical housekeepers because of its reasonable price—hence, an increased demand is continually being evidenced for . . .

Ivory Gloss Starch

Manufactured by

THE ST. LAWRENCE STARCH CO., LIMITED,

PORT CREDIT, ONT.



FOR THE LADIES' SAKE

buy a good reliable line of Extracts. You cannot do better than sell

"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.

The goods are always right and the profits also. We please the grocer and his most particular customers.

ROBINSON MFG. CO.,

TORONTO.

THE BEST FRUIT ONLY is used in the preparation of

"Neilson's Home-Made Mince Meat."

The quality is always right, and the goods are guaranteed to give satisfaction.

In 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; and 65-lb. tubs. Order now.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., TORONTO.

RETURNED
SEP 5 1902



PARADISE
BRAND
SELECTED CURRANTS.

CAREFULLY SELECTED
BY THE GROWERS.
BY APPOINTMENT - W. H. GILLARD & Co., - SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

GREECE'S CHOICEST PRODUCTIONS
Now in stock in cases and half-cases.

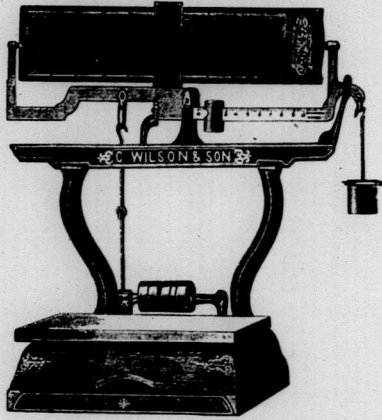
RETURNED
SEP 5 1902



HAY CASTLE
BRAND
CHOICEST SELECTED CURRANTS

CAREFULLY SELECTED
BY THE GROWERS.
BY APPOINTMENT - W. H. GILLARD & Co., - SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON




False Economy

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card, and we will call—you will be under no obligation to buy.

C. WILSON & SON

69 Esplanade Street East,

TORONTO, ONT.

A 
Sure
Seller.



PINT AND HALF-PINT
BOTTLES.

Sold by all Wholesale Grocers



Batty & Co.

ESTABLISHED 1884

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.



The Canadian Manufacturers in Convention

A Notable Gathering at Montreal, Where Important Subjects were Discussed and Significant Speeches by Public Men Delivered.



THE thirtieth annual convention of The Canadian Manufacturers' Association was held in Montreal on Tuesday and Wednesday, November 5 and 6. This was the first time in its history that the association has met outside of Toronto. About 150 delegates were present from all parts of the Dominion and it was doubtless as representative an industrial gathering as Canada has ever seen. The Montreal conferees attended the meetings in large numbers and the two evening sessions saw an attendance of over 400 of Canada's wealthiest citizens.

The first item on the programme was of a character to make the visiting delegates feel thoroughly at home. It was a civic reception at the City Hall at which his worship Mayor Prefontaine, in the name of the citizens of Montreal, extended a hearty welcome to the association. The City Hall presented a busy scene about 10 o'clock Tuesday morning as the delegates arrived. They were met by a number of aldermen and Hon. Mr. Rolland, who, by the way, took a warm interest in the entertainment of the visitors

throughout their stay, and escorted them to the council chamber which was pretty well filled. Mayor Prefontaine then read the following

ADDRESS OF WELCOME.

" Mr. President and Gentlemen,—It gives me the greatest pleasure to address a few words of welcome to your association and to express the satisfaction of our citizens at being privileged to entertain your association in a city which owes so much, and which will owe much more to the manufacturing industry of Canada before Montreal's destiny is attained.

" I am one of those who believe that this

GOOD CITY OF MONTREAL,

at present by far the largest, most wealthy and most influential community in the Dominion of Canada—is destined to be one of the three principal cities of the American continent. And in arriving at this conclusion, I have been influenced, among other things, by a recognition of the sterling character and indomitable enterprise of her manufacturers, and a firm belief in a vast development of her manufacturing industry. Of course, I take into account Montreal's unrivalled position as a great seaport in the very heart of the most productive of the continents, and I anticipate the steady improvement of all of her unrivalled

natural trade facilities. I do not fail to recognize the importance of advancing our educational methods, and of perfecting our municipal system of government, and I admit the value of the proverbial energy, industry and skill of our mentally strong, northern-bred working classes—the bone and sinew—yes, and the wholesome heart—of our community. I am perfectly aware, too, of

THE ESSENTIAL IMPORTANCE

of maintaining the soundness—the reputation for scrupulous integrity of our great financial and commercial institutions; but I firmly believe that none of the other interests working for the future greatness of the city in which you are to-day, is of greater importance than the one with which your association is so intimately and so profitably connected.

And, as Mayor of Montreal, I am proud to say that this good city is almost as much interested in the development of the industrial institutions throughout the length and breadth of this Canada of ours, as it is in those located within our own municipal boundaries.

Our harbor is the national port. Montreal is, as the metropolis, the

HANDMAID OF THE WHOLE COUNTRY.

Every extra bushel of grain raised in Canada means that much more export trade for Montreal, or will, when our terminal facilities are put on the footing they ought to rest on; every factory established or enlarged means increased trade. So our interests are identical, whether we live here under the shadow of Mount Royal, or are engaged in the development of industrial activity along the busy shores of the great lakes or in the prairie towns of the Far West. It is to your advantage, as well as to ours, that the manufacturing industries of Canada should flourish and that Montreal should prosper and succeed in that gigantic work of perfecting the terminal facilities in the harbor, to which she has set her hands.

Perhaps I may be permitted to say here that I hope the time has about come when we good Canahians from every hamlet, every village, every town, every city, every Province, of Canada, will regard the interests of our most remote fellow-countrymen as identical with our own. Montreal, I hope, and really believe, has got far beyond that foolish stage when it regards the progress of a sister community with an eye of jealousy, and of all the things which make me proud of the city which has been so generous to me, that is one I especially admire. With our

MARVELLOUS UNDEVELOPED RESOURCES

before us, we have plenty to demand our attention besides squabbling and the cultivation of little sectional jealousies. We are all Canadians, whether by accident of birth we speak French or English, let us do our duty as such in the special sphere of operations in which we happen to be thrown, feeling that while doing our duty by our own district we owe a duty to Canada as a whole, and have a share in the progress and happiness of the whole Dominion. The future of the country depends upon the friendly cooperation of all sections of its widely-spread population, and it is because The Manufacturers' Association is devised with the noble object of securing this very cooperation within one of the most important interests in the country that I take special pride in welcoming you here to-day.

As I am told that I am to have the privilege of addressing some further remarks to you upon another occasion, I will content myself now with assuring you that you are

THOROUGHLY WELCOME

and that the citizens of Montreal trust that your visit will be productive of much practical benefit and of personal pleasure."

Mr. P. W. Ellis, president of the association, in reply, thanked, on behalf of the members, the Mayor for his kind reception. He said that 300 years ago Montreal was the principal trading post in Canada, and it was still so to-day; it was the gateway of the Dominion. The association was one of great importance; and, no doubt, this convention in Montreal would lead to the forming of plans which would greatly advance the interests of the manufacturers in the Dominion, for none of the members of the association were more enthusiastic than those of Montreal.

Mr. J. D. Rolland, Chairman of the Reception Committee, spoke a few words of welcome, and referred to the growth of manufacturing interests in the city and country.

The delegates then proceeded outside, where cabs and hacks were awaiting them, for a drive through the city and around the mountain. In the vehicle with Mayor Prefontaine were Ald. Sadler, Mr. R. Munro and Mr. P. W. Ellis.

WOOLLEN BRANCH MEETS.

But while the majority of the members were being entertained, a section of the association was already getting down to work. Forty-two members of the woollen branch met in the ladies' ordinary at the Windsor Hotel where they held a private meeting. A plan of operations was outlined after a full discussion of the existing grievances of the woollen industry, and a resolution was framed to be brought before the general meeting. The following officers were elected for the year. They are:

Chairman—Mr. J. B. Henderson, Paris, Ont.

First vice-chairman—Mr. S. T. Willett, Chambly Canton.

Second vice-chairman—Mr. E. T. Dufton, Stratford, Ont.

Secretary—Mr. T. A. Russell.

Committee—Messrs. R. K. Stevenson, J. Turnbull, Montreal; J. P. Murray, Toronto; J. Kendry, Peterboro', Ont.; G. Forbes, Hespeler, Ont.; G. Pattinson Preston, Ont.; J. Dick, Toronto; J. F. Morley, M. Boas, St. Hyacinthe, Que.

The first business session of the association was held in the afternoon in the ladies' ordinary of the Windsor, the president, Mr. P. W. Ellis, Toronto, occupying the chair. After expressing pleasure at the large attendance, he asked the members to be terse and concise in their remarks to facilitate the transaction of business. He appointed a committee on resolutions, composed of Messrs. Hees, Roden, Murray, McNaught, Munro, MacMaster, and others, who had resolutions to bring before the meeting.

A letter was read from Vice-President C. C. Ballantyne regretting his enforced absence from the city and his inability to attend the convention. He trusted that the meetings and banquet would be eminently successful, expressed thanks to Messrs. Wm. MacMaster and Frank Paul for their cooperation during the past year and concluded with his warmest wishes for the future.

IRON AND STEEL INDUSTRY.

Mr. George E. Drummond then rose to ask if the association would take in consideration the iron and steel and chemical industries. He pointed out how gratifying it was to Canadians to have seen the immense expansion in the iron and steel industry of the past year. Steel has been carried to a higher point than ever and he considered it would be necessary to afford parallel protection to the industry. A committee was later appointed to look into the matter.

REPORT OF THE TARIFF COMMITTEE.

The report of the Tariff Committee was read by Mr. Hees as follows:

Your Tariff Committee begs leave to submit the following report covering the work of the past year, during which time we have held several meetings to discuss tariff matters, brought to our attention by our members:

DRAWBACK FOR EXPORT.

The first was in the form of a resolution from the Executive Committee asking whether the drawback of duty paid on articles entering into goods for export should be allowed when these articles were manufactured in Canada. The matter was carefully discussed by representatives here on both sides. It was finally resolved, however, that the Committee could not support the request asking that the drawback be not allowed on these classes of goods.

WOOLLENS.

The second matter under consideration was the request of the woollen manufacturers to have the duty increased on woollen goods entering into Canada. This matter has been fully placed before the Committee and before the Association in general. We have voiced the sentiments of our members in strongly submitting to the Government the request last year for protection, and instructed our secretary to assist the woollen deputations in every way possible. So far no concession has

been made, and we have to commend the matter to the attention of the assembled convention again this year.

IRON TUBING.

The third matter under consideration related to the duty on iron tubing and angle iron for the manufacture of spring beds. A request was made for the admission of it free for this purpose as well as for the manufacture of iron bedsteads. This request was recommended to the Government, and we hope that it will yet be adopted.

OATMEAL.

The fourth matter related to the duty on oatmeal. The oatmeal millers asked that the Association endorse their request for such alteration of the tariff as to prevent the duty on raw material exceeding that on the finished product, as is often the case under the working of the Customs tariff, where the duty on the raw material is on a specific basis, while that on the finished article is on an ad valorem basis.

LUMBER.

A request was made by the lumber manufacturers of British Columbia that the Association endorse their request for a duty of \$2 per thousand on lumber. Your committee consisted of representatives of the Ontario lumber interests, and also those of the furniture interests involved, but was unable to do further than recommend to the Government the position of the duty on such lumber as is not manufactured in Canada. We have, therefore, submitted the matter for your attention at this meeting.

BABBITT METAL.

Certain manufacturers of babbitt metal, which at present carries a duty of 10 per cent., while the raw material entering into it carries a duty of 15 per cent., have asked that this duty be increased to 25 per cent. We corresponded with a number of members of the Association interested in this material, but have not yet been able to get strong enough support to present it fairly to the Government.

LEAD.

The question of the duty on lead and lead products was brought to our attention by correspondents during the year. As this is an important question affecting many interests, we have held it over to be considered also to-day.

GOVERNMENT IMPORTATIONS.

One of our members urged that the Association should express itself against the Government importing articles without paying duty. Your committee had not, however, before it sufficient information to enable it to act in this matter, and it was felt that the Government would in all cases give the preference to Canadian products where these were obtainable.

One of our members drew attention to the desire of securing a higher duty on paper boxes entering Canada. We were not able, however, to get any support on this from other paper-box manufacturers, so the matter has been allowed to rest.

BEE-ROOT SUGAR MACHINERY.

The announcement of the Government to allow the entrance of machinery for the manufacture of beet-root sugar into Canada free of duty for one year was brought to our attention by some of our members interested. While we felt that this was not the proper manner for the Government to take up the encouragement of an important industry looking to the beet-root sugar manufacture, still we felt that as the concession was granted only for one year with a view to starting the industry in Canada, it should not be strenuously opposed by manufacturers.

OIL.

The question of the tariff on oil was raised by one of the members of the Association that we support the somewhat general petition that had been presented to the Government asking that the duty should be removed. The Tariff Committee, after considering this question, had the matter fully discussed before the Executive of the Association, the result being the passing of a resolution in which the committee of the Association declined to support the request for the removal of duties on oil products.

At this meeting several matters have been brought to our attention, viz., the tariff on the following items:

- (a) Woollen goods.
- (b) Oatmeal.
- (c) Lumber.
- (d) Folding boxes.
- (e) Coal.
- (f) Agricultural implements.
- (g) Flour.
- (h) Shirts and collars.
- (i) White lead and resulting products.
- (j) Spades and shovels.

It is the recommendation of your Tariff Committee that one or two names of persons who may be interested in these be added to the representatives of the particular interests involved, that they report to the committee of the whole at the meeting to-morrow morning and discuss the tariff items referred to and then report to the general meeting of the Association. We commend this policy for your adoption.

There are also a number of other tariff items to which attention has been drawn since this circular has been sent out, and it is for the meeting to decide whether you will have any of these discussed or not. It was the opinion of the Tariff Committee that this could not well be done. If, however, you wish to make provision for recommendation to the general meeting, on tariff items other than those mentioned in the circular, we would recommend that you decide upon it at once.

All of which is submitted, on behalf of the committee for the year.

GEO. H. HEES, Chairman.

Investigations into other tariff matters were also asked for, notably, on granite, on reeds and rattan, for the proper appraising of goods (with considerable applause).

and on finished licorice for confection purposes. The following committees were appointed to draft resolutions in regard to the different matters, which resolutions were to come before the general convention for final approval:

PERSONNEL OF COMMITTEES.

WOOLLEN.—Messrs. J. B. Henderson, Forbes, Dick, Pattinson, Warner, J. R. Shaw.

OATMEAL.—Messrs. Thomas Martin, J. D. Flavell, W. Thompson.

LUMBER.—Messrs. W. K. MacNaught, W. B. Tyndall, J. R. Shaw, E. J. Koyse, D. W. Karn, Newcombe, Saunders, Curry (Amherst, N.S.), Craig (Firstbrook Box Co.), Mason and Frost.

FOLDING BOX.—Messrs. A. Jephcott, D. F. Brown, J. Wilson, Geo. A. Mace, Millar, Ritchie, John M. Laae, Wm. Stone.

AGRICULTURAL IMPLEMENT.—Messrs. James Maxwell, Cockshutt, Verity, representative of Massey-Harris Co.; Frost, Cox, and representative of Whitman & Barnes.

SHIRT AND COLLAR.—Messrs. Tooke, Skelton, Gor



President Robert Munro, Montreal.

don, Wilkins, Sims, Morrice, Greene, Kendry, Winnett, Hudon and Beaudry.

PROPER APPRAISING.—Messrs. Brainard, Travers, Verity, Greene, Cockshutt, Rosamond and Gill.

IRON AND STEEL.—Messrs. G. E. Drummond, A. J. Moxham, J. M. Taylor, Hobson, Cockshutt, Verity, Bertram, J. O. Thorn, Peters, Gill, Moffatt, Birge and Travers.

CHEMICALS.—Messrs. George, James McCall, Smallman, J. P. Murray.

REPORT OF RECEPTION COMMITTEE.

The report of the Reception Committee was then read by the chairman, Mr. Thos. Roden, after which it was adopted:

MR. PRESIDENT AND GENTLEMEN,—

Your Reception Committee begs leave to report that we have followed in part the suggestions made at our last year's general meeting re. the planning of a series of dinners, associated with discussion of interest and import to the manufacturing industries of Canada.

January 25 a banquet was held after which a lecture was given by Mr. Harvey on the Metric System of Weights, Measures and Currency, associated with general discussion.

In February a lecture was given by Mr. Kennedy on the development of the steel and iron industries in Canada.

On March 22 a lecture was given by the National Cash Register Co., under the auspices of the Association. The meeting was well attended

and was the means of suggesting many reforms in our manufacturing establishments

April 25 a dinner was held, followed by addresses on Chemistry as applied to the Arts and Manufactures, by Professor Lang and Dr. Ellis. An evening of enjoyment and profit was spent, from which influence the college theorist and practical business man were brought into closer sympathy in the solution of the problems of the day.

October 20 a luncheon was tendered to the foreign and Canadian correspondents associated with the Duke of York's visit.

We are pleased to report that all of these meetings were very successful, and we take this opportunity of thanking the officers and members of the Association for their generous sympathy and support in making them so. It will also be gratifying to you to know that in every case but one the receipts exceeded the expenditures, and that, as shown, your committee has a balance to its credit.

We are strongly of opinion that it will be advisable to continue this form of entertainment, and we trust that the same hearty support accorded in the past will be given in the future.

The arrangements for the present convention have been carried on by this committee, through the secretary, Mr. T. A. Russell, working in conjunction with the Montreal branch, reports of which cannot be given until its conclusion.

We regret that it has not been possible to arrange for meetings in the different cities as suggested in last year's report. The membership in most localities not being sufficiently large to warrant the expense, we felt it advisable to await improved conditions.

We take this opportunity of expressing our sincere appreciation of the work of our secretary, Mr. T. A. Russell, in rendering such hearty and invaluable assistance in bringing our efforts to such a successful issue.

Respectfully submitted,

THOS. RODEN.

Some discussion took place upon the advisability of adopting the metric system. Mr. Mason, of Mason & Risch, thought that the association ought to urge the Government to take it up without regard to the action of other countries. "We ought to take an initial step in this important matter, and our own Government's action would be an object lesson to other Governments. Thus the metric system would soon come into general use." Mr. Mason also referred to Mr. Hardy's able address upon the metric system, delivered in Toronto.

INDUSTRY AND MEMBERSHIP.

Mr. James P. Murray, the chairman, read the report of the Industry and Membership Committee, as follows:

Your Industry and Membership Committee begs leave to submit its report of work done during the past year.

In connection with the membership portion of our work, attention was first directed to the possibility of securing an increased representation of members in our Association from the city of Montreal. Through the active cooperation of our first vice-president, Mr. C. C. Ballantyne, arrangements were completed for a meeting to be held jointly of the Montreal members of the Canadian Manufacturers' Association and the members of the Montreal Manufacturers' Association with a view to amalgamating the two. At this meeting, which took place at Montreal, it was resolved that the Montreal Association unite with the Canadian Manufacturers' Association, and that a local branch be also established in connection therewith for the city of Montreal. From that time our membership in Montreal has rapidly increased, until it numbers at the present time some 125, although even this number should be doubled during the coming Association year.

We have also had formed during the year local branches at Halifax, for the Province of Nova Scotia; Vancouver, for the Province of British Columbia; Winnipeg, for the Province of Manitoba, and one in the city of Toronto. During that time the membership has also grown at a satisfactory rate.

The other matters which we have entered upon and carried out have been the securing of the formation as sections of the Canadian Manufacturers' Association, the Woollen Manufacturers' Section, the Agricultural Implement Manufacturers' Section, the Oatmeal Section and the Piano Section, all being members of the general Association, having a special committee for their own section, and with our secretary as their secretary.

At our last annual meeting we reported with some considerable enthusiasm that our membership had increased to 342. We are able to report to-day that we have 825 members in good standing and 28 applications pending acceptance at the first meeting of our new Executive Committee—certainly a growth that must be satisfying to the members of the Association, for we must recognize that a strong membership is the first requisite for a good association. Unless we have a sufficiently numerous membership we shall lack funds to carry on our work; shall not have the men on our committees that we require, nor will our deliberations receive the attention that they require. The Membership Committee has therefore always most important work to do in connection with the progress of the Association. In addition, however, to the work done by the committee, we have to notice the special efforts put forth by some of our members. What these are, and who deserve the praise, may be seen from the following list of proposals for membership by different members:

NEW MEMBERS PROPOSED BY

Membership Committee, 225; J. O. Thorn, 87; C. C. Ballantyne, 39; J. P. Murray, 25; Wm. Stone, 10; W. K. George, 9; P. W. Ellis, 9; Jas. Davidson, 8; C. H. Riches, 7; F. H. Wright, 6; W. K. McNaught,

6; John McFarlane, 6; Thomas Roden, 4; F. B. Featherstonhaugh, 3; Geo. H. Hees, 3; J. J. McGill, 3; Lang Tanning Co., 3; Geo. Evans, 2; Geo. Booth, 2; R. E. Menzie, 2; J. J. Cassidy, 2; Wm. McMaster, 2; J. F. Ellis, 2; Robt. Munro, 2; N. A. Bent Chair Co., 2; J. D. Rolland, 2; W. E. Harris, 2.

INDUSTRY.

In connection with the Industry Section of the work of your committee, it is not necessary for us to report in any considerable detail. Several of the matters that are referred to in the report of other committees were first brought up in our committee, which was regarded as the pioneer in the work of the Executive Committee, and matters were then referred to the separate proper committees for final report.

We have to note, however, the increased interest that was taken through our efforts in the Metric System. On the recommendation of your committee this subject was made the basis of one evening's discussion at the first monthly dinner held under the auspices of the Reception Committee. Col. Jeffrey Burland was to have introduced the subject, but in his absence it was ably dealt with by Mr. Arthur Harvey, Toronto, Prof. Ellis and Principal Galbraith, of the School of Practical Science, and others. The result was the adoption of a resolution at that meeting recommending to the Executive Committee that it place itself on record as in favor of a conference between representatives of the English-speaking nations with a view to securing a uniform system of weights and measures, etc., on a decimal basis. The result of this discussion has already been made public, and has led to a considerable revival of interest in the subject in Canada.

MUSEUM OF PRODUCTS.

We have been able to arrange at the offices of our Association for a very considerable display of the products of several countries, notably, the West Indies, having received representative exhibits of their products with a view of encouraging trade with that sister colony. In the same way we have also received samples of Karui Gum, and other articles from Australia; some of the products of their own manufacture, and we hope gradually to add to our collection so that it will become one of the valuable assets of the Association.

Under the heading of work of this committee has also been grouped the work attaching to the proper furnishing of our head offices. These are now very adequately supplied with the necessary machinery for an up-to-date mercantile office, and we believe a credit to the Association. We cordially invite any members when in Toronto to visit the offices of the Association and there become acquainted with the different parts of its work.

In conclusion, your committee recommend that, as the work of the Reception Committee and the Industry and Membership were so identical in many respects, it would be well to amalgamate these two, making a committee to be known as "The Reception and Membership Committee," which would be able to adequately look after the work of the Association in these two important particulars.

All of which is submitted on behalf of the Industry and Membership report.

JAMES P. MURRAY, Chairman.

T. A. RUSSELL, Secretary.

REPORT OF PARLIAMENTARY COMMITTEE.

The secretary then read the report of the Parliamentary Committee, as follows:

Your Parliamentary Committee begs leave to submit herewith its report covering work for the past year. This work falls naturally under two headings: First, those matters of Dominion legislation that received attention; and, second, legislative matters in the Province of Ontario. Any matters affecting the interests of manufacturers in the Province of Quebec were looked after by the local section in Montreal.

The matters that have received the attention of your committee in the field of Dominion legislation may be outlined as follows:

First.—The Alien Labor Bill.—During the last session of Parliament, a Bill was introduced by the Premier amending the Alien Labor Act in several important particulars. Your committee carefully investigated the terms of the Bill proposed, and, while not in sympathy with this class of legislation, decided not to oppose the Act, but to seek for such amendments as would prevent some of the most serious hardships to manufacturers. We, therefore, secured the insertion in the Bill of a clause providing that the Act should not apply in the case of the importation of skilled labor not obtainable in Canada and required for the development of any of our manufacturing industries.

TRADE MARK ACT.

Another Bill was that introduced to amend the Trade Mark and Design Act by making the Union Label rank as a Trade Mark. This Bill had passed the Commons at the previous session of Parliament, and was last year introduced in the Senate. Your committee held special meetings to consider its opposition, and acting with the Montreal branch, sent a representative to Ottawa to oppose this Bill before the Banking and Commerce Committee of the Senate. Despite the support of it there by representatives of all the labor organizations, the efforts of your repre-

representative were successful in having the Bill reported on unfavorably by a unanimous vote.

PATENT ACT.

Patent Act.—A Bill was introduced seeking to extend the life of a patent that had not been used or developed by the holder during its natural term. This was considered as injurious to the interests of manufacturers, and on our opposition to it laid before the Minister of Agriculture, the Bill was withdrawn.

The other matters receiving the most careful attention of your committee were the Patent Act and the working of the Patent Office. At the annual meeting a year ago instructions were given to your committee to investigate this subject and place its views before the Government with a view to securing an improvement in the facilities afforded by the Patent Office.

Our work in this department divides itself under two heads: First, recommendations affecting the working of the Patent Office, on which our views were set forth as follows:

"It was resolved that the secretary prepare and forward to the Department of Agriculture at Ottawa a resolution dealing with this subject and embodying the following points:

"1st.—That the entire revenue derived from the Patent Office should be expended on the office in order that the work might be as efficiently done as possible.

"2nd.—That the services of an official thoroughly skilled in the work of a modern patent office should be secured for the purpose of directing the examiners in the Canadian Patent Office.

"3rd.—To print copies of patents so that they may be obtained at a reasonable price.

"4th.—To make it incumbent on examiners to take up applications as far as possible in the order of filing.

"5th.—To provide a sufficient number of examiners to expedite the business of the office.

"In presenting this resolution the attention of the Government was also to be directed to the following points:

"In support of suggestion No. 5 it was pointed out that the number of patents applied for during the year ending June 30, 1900, in the United States, was 39,815; that the number of examiners was 200; that, therefore, the number of applications to be considered by each examiner was approximately 200.

"On the other hand, the number of applications that have been received in Canada for the year ending September 30, 1900, was 1,576, and the number of examiners at present employed is seven, making a total of 663 applications to be considered by each examiner. Consequently an examiner in the Canadian Patent Office is required to look into at least three times as many patents as it is considered he is able to do in the United States Patent Office."

In this connection we have to note that during the year a substantial improvement has taken place in the working of the Patent Office; that the number of examiners has been increased, and that other facilities have been provided to expedite the work of the office. Other suggestions, however, covering the printing of patents, etc., have not yet been provided for. We commend our recommendations once more to your support.

The nature and scope of the amendments to the Patent Act proposed could not be better set forth than in the following statement, prepared for the committee by Mr. J. E. Maybee:

The Deputy Commissioner of Patents should not necessarily be the Deputy of the Minister of Agriculture (as now required), as the association has already suggested that a specially qualified person be employed to take charge of the Patent Office, and such a person should bear the rank of Deputy Commissioner of Patents.

Very important changes are suggested in section 7. We advocate amending the section so as to avoid the possibility of having a Canadian patent voided through a use of the invention by another party in some other country or by its description in a printed publication which has not reached Canada.

In this we will follow British precedent.

Of at least equal importance is the change suggested to section 8.

The committee strongly approves the amendment set out in Mr. Fisher's Bill of last session, which struck out that part of the section which limits a Canadian patent to expire on the date of expiration of the first expiring prior foreign patent for the same invention.

Much hardship has been caused Canadian patentees by this proviso, which in 1898 was struck out of the United States statutes. It is felt that a patentee in Canada who tries to protect his invention in foreign countries should not be placed in a worse position than the patentee who leaves his invention absolutely open to the inhabitants of foreign countries and contents himself with only a Canadian patent.

A very radical departure is suggested in regard to patent fees.

Fees are now payable in three instalments of \$20 each, \$20 payable on filing the application, \$20 before the expiration of the first six years of the life of the patent and \$20 before the end of 12 years. This arrangement is troublesome to all parties and many have lost their patents through carelessness or inadvertence in failing to pay their renewal fees. It is suggested that the filing fee be made \$15, and that a further fee of \$15 be made payable after the allowance of the application. The patent when issued is to remain in force for the full term of 18 years without requiring further attention from the patentee in regard to fees, but, subject, of course, to any other requirements of the Act.

The office revenue would not suffer by this, and Acts of Parliament (expensive and troublesome to obtain), would no longer be required to revive forfeited patents.

A complete change is suggested also in regard to the procedure relating to "Interferences," that is in those cases when two or more persons have applied for patents for substantially the same invention and which are pending in the office at the same time. At present the dispute may be settled either by arbitrators or by the Exchequer Court. Arbitration is expensive and uncertain, and it is suggested that interferences be settled by the Patent Office, primarily by an official to be known as the Examiner of Interferences, and, if an appeal is desired, by a Board of Appeal.

This Board of Appeal is to be composed of the Deputy Commissioner and two examiners, and its formation was considered desirable, primarily, as providing a court of appeal from the decision of a primary examiner who may have rejected any or all of the claims of a pending application; the extension of its powers to interference cases naturally followed.

In interference proceedings the commissioner has full power to make all necessary rules and regulations, but the United States rules of procedure are recommended as a guide.

Section 37 on manufacture and importation was left alone, but the secretary is desired to find out, either from Ottawa or England, what is the cause of the delay in Canada becoming a member of the Berne Convention as to industrial property. If the delay is caused by the necessity of changing this section, the committee recommend that circulars should be prepared setting forth any arguments that may be advanced both for and against the changes, and asking the opinion of the members whether, in view of such required changes, Canada should become a member of the Convention.

An important discussion arose over sections 25 and 26, relating to joint ownership of patents. As these sections now stand no intimation is given that an assignee of any undivided interest in a patent, no matter how small, is entitled to work the invention independently of the other owners and to pocket all the proceeds, unless a special agreement to the contrary is entered into. It is suggested that a clause be added to section 26 notifying the public that an assignment of an interest in a patent creates a tenancy-in-common between the joint owners, so that assignors will be warned to have special agreements prepared, when assigning, defining the rights of the joint owners.

It is also deemed advisable that a clause should be added to section 26 providing that assignments must be registered within three months of their date of execution.

In section 39 it is advised that the item relating to reissue fees be changed to read, "On every application for reissue of a patent after surrender the fee shall be \$20."

Owing to the loose wording of the present item it has been the practice to charge \$1 per year for every unexpired year of the 18-year term, making \$72 if a patent were reissued during the first year of its life.

In section 55 a change was made making it an offence to advertise articles as patented which were not so patented, as some manufacturers have sustained injury to their trade by this particular deception.

The words "for the purpose of deceiving the public" were dropped, as it is deemed the act of falsely marking

goods as patented should be sufficient proof of wrong intent.

A number of other changes were suggested, but the above are the most important, and for further detailed information the annexed schedule, showing the Act as it stands, and also as we have amended it, or have suggested it should be amended, may be consulted:

Section 5, to read: "There shall be a Deputy Commissioner of Patents, and the Governor-in-Council may, from time to time, appoint such officers and clerks under the Deputy Commissioner as are necessary for the purpose of this Act, and such officers and clerks shall hold office during pleasure."

Section 7, to read: "Any person who has invented any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement in any art, machine, manufacture, or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, which was not used or described in any printed publication, in Canada, by any other person before his invention thereof, and which has not been in public use or on sale, in Canada, with the consent or allowance of the inventor thereof for more than one year previous to his application for patent thereof in Canada, may, on a petition to that effect presented to the commissioner, and on compliance with the other regulations of this Act, obtain a patent granting to such person the exclusive property in such invention."

Section 8. In line 1: Change "person" for "inventor"; in line 2, "any other" for "a foreign"; in line 7, strike out "foreign," and add after "patent" the words "in any other country."

The committee approves of the amendment of this section adopted during the recent session of Parliament, dropping the last clause of the section which reads "and under any circumstances if a foreign patent exists the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires."

Section 16.—The first clause to read: "The commissioner on the recommendation of an examiner shall object to grant a petition in any of the following cases:"

Section 16: "Recommendation is made that an additional clause be added to this section provided that the action of the commissioner in granting or refusing a patent shall be subject to revision by any court of competent jurisdiction."

Section 16, part e, to read: "When it appears to him that the invention has already been patented in Canada or elsewhere to another person, unless the commissioner has doubts as to whether the patentee or the applicant is the first inventor."

Section 19: This whole clause should be struck out, the policy of appointment of arbitrators being condemned.

In its place substitute: "In case of conflicting applications for any patent, the matter shall be referred for decision to a skilled person in the employ of the Patent Office, to be known as the 'Examiner of Interferences.'"

2. "The Examiner of Interferences shall be appointed by the commissioner to hold office during his pleasure."

3. "An appeal may be taken from the decision of the Examiner of Interferences to the Board of Appeal, provided same be entered within six months from the date of the decision of the Examiner of Interferences."

4. "The commissioner may, from time to time, frame such rules as he may deem necessary to govern the procedure before the Examiner of Interferences, the taking of the necessary evidence and the procedure of appeal."

It is deemed desirable that the rules of the United States Patent Office relating to interferences be followed in the main, particularly as to the filing of the preliminary statements of the opposing parties.

Section 22, clause 1: Strike out all the words after "18 years" in line 2, beginning "but at the time of the application." The clause is to read: "The term limit for the duration of every patent of invention issued by the Patent Office shall be 18 years."

Section 22: Clause 2 to be struck out.

Section 22: Clause 3 to be struck out.

In section 23: "Whenever any patent is deemed defective or inoperative by reason of insufficient description or specification, or by reason of the patentee claiming more or less than he had a right to claim as new, etc."

Section 23: That a clause be added to this section, providing that the date for application of reissue of a patent shall be limited to two years.

Section 21, clause 4, to read: "In case of death of the original patentee, or of his having assigned the patent, a

like right shall vest in his legal representatives or assigns, any of whom may make disclaimer."

Section 26: Recommend that the words "and such an assignment shall create a tenancy-in-common between the joint owners of the patent unless a special agreement to the contrary is entered into between the parties" be added after "in writing" in the third line.

Section 26—line 3: "Any instrument" should be "an instrument." Further, an addition should be made to this section providing that an assignment must be recorded within three months after the date of the execution of the assignment.

Section 29: Add in line 2, after the word "patentee," "or his legal representatives," so that it would read, "Every person who, without the consent in writing of the patentee or his legal representatives, makes, constructs, etc."

Section 37: In connection with this section, recommendation is made that the secretary ascertain from the Department in Canada, or, if necessary, in England, what changes in the present Patent Act are necessary if Canada is to become signatory to the Berne Convention; and then a circular letter should be prepared setting forth briefly both sides of the question, and this should be sent to all members of the association to ascertain their views as to whether Canada should adopt these changes, and become a party to this convention or not; and, also, that we ask the Department not to make any changes in the Patent Act which may be necessary for adherence to the Berne Convention until the views of the manufacturers on the changes proposed can be ascertained.

Section 39—Item 1, to read as follows: "The full fee for a patent of 18 years shall be \$30, \$15 of which shall be payable on the filing of the application, and the remaining \$15 within six months after the allowance of the patent."

Strike out the next four items of this section, and amend item No. 11 of this section to read: "On every application for reissue of a patent after surrender the fee shall be \$20."

Section 43: Strike out all after the word "Act" in line 3, so that the section will read, "No person shall be exempt from the payment of any fee or charge payable in respect of any services performed for such person under this Act."

Section 46, to read: "Every person, who, before the issue of a patent has purchased, constructed or acquired with the consent or allowance of the inventor any invention for which a patent is afterwards obtained under this Act, etc."

Section 47, to read: "All specifications, draughts, models, disclaimers, judgments, and other papers except caveats and pending applications for patents shall be open to the inspection of the public at the Patent Office under such regulations as are adopted in that behalf."

Section 55—line 17: Drop the words "For the purpose of deceiving the public," so that this clause will read: "Who advertises or offers for sale as patented any article not patented in Canada is guilty of a misdemeanor."

The following to be added as a section to the Patent Act: "Every applicant for a patent or for the reissue of a patent, any of the claims of which have been finally rejected by the examiner in charge of the application, may, within six months after the date of such rejection, appeal from the decision to a board of appeal composed of the Deputy Commissioner of Patents and two examiners in the employ of the Patent Office to be appointed by him, neither of whom shall be the examiner whose decision is appealed from."

Our recommendations re the amendment of the Act were not taken up by the Minister of Agriculture last year, the reason being given that with the entrance of Canada into the Berne Convention, certain changes might possibly have to be provided for, and that in the meantime the Patent Act should remain as it stood until revision could take place bringing it thoroughly up to date.

TRADE MARKS.

Trade Mark Fees:—Recommendation was also made to the Minister of Agriculture that the present trade mark fees be reduced from \$35 for general trade marks, and \$25 for specific trade marks, to \$7.50 and \$5 respectively.

With this was also a couple of recommendations that means be devised to protect illustrations, labels, and novel advertising matter at a slight cost.

The committee also recommend the substitution of the words "Copyright in Canada," in place of the lengthy notification now required, as the long form now in use

often considerably mars the appearance of articles which it is intended to protect.

INSOLVENCY LEGISLATION.

At the annual meeting a year ago a strong resolution was adopted placing on record the opinion of the members present there, that we should have a uniform Insolvency Act for the Dominion of Canada. During the year a special sub-committee was appointed to deal with this question and to investigate the special conditions surrounding same. In doing so, the sub-committee reported that they had discovered difficulties in the way of putting into force a Dominion Insolvency Act, that had not been formerly anticipated, from different conditions in different parts of the Dominion.

After consideration of these, however, your committee desires to place on record our thorough appreciation of the advantages to be derived from the securing of a uniform Insolvency Act for Canada. We believe, however, that it is only possible to secure this by the cooperation of the Government in power, through their taking it up as a Government measure. We would urge, therefore, that our Parliamentary Committee for the coming year endeavor to have the Dominion Government bring in a measure to provide for an Act on the lines suggested.

COMPANY LEGISLATION.

Over a year ago at the time when our association was being reorganized, attention was drawn to an Act introduced in the Ontario Legislature to charge a license on all extra Provincial companies doing business in the Province. At that time attention was given by your committee, who understood that it was only intended to apply to underground insurance companies.

The measure was hastily passed through Legislature, and since that time our manufacturers in every Province have found that it applied to many classes of firms and corporations not previously expected.

The Act has become law, and the time for its disallowance by the Dominion Government has passed. The question again comes up in the form of a Bill respecting outside companies of the Legislature of the Northwest Territories. By this Act, the company has to pay a license fee of \$150 in order to do business in that territory.

This Act has come into force, and can only be affected now by a disallowance of the Dominion Government. It is for you, as manufacturers, to consider whether or not we should take any steps to endeavor to do away with such legislation, and to prevent its enactment in the future. It simply means that the obtaining of a charter to do business in any one Province, or, in fact, in the Dominion itself, no longer carries with it any guarantee as to what rights are actually involved even in the Dominion of Canada.

LEGISLATIVE MEASURES IN THE PROVINCE OF ONTARIO.

ASSESSMENT COMMISSION

The most important matter receiving the attention of your committee in Ontario legislative measures was the assessment commission appointed to ascertain the views of different bodies as to the most equitable form of assessment.

Your committee after properly formulating its views on the question, corresponded with every member in the Province of Ontario, asking their opinion on the matters under discussion. The result was an expression of opinion from practically all our Ontario members to strengthen our hands in going before the commission.

Acting on the information obtained in this way the committee conferred with the association's solicitor, and prepared a report, which was presented to the commission. Several of our most representative manufacturers were present, and our memorandum was submitted. It has already been printed in *Industrial Canada*, and is therefore in the hands of our members.

Briefly, the two points strongly urged were, first, that the present system of assessment on personalty was unfair and unjust, and should be abolished; and, second, that if some tax is required to replace it, a business tax based on rental values as determined by assessment would be the most preferable.

We understand that the assessment commission is reporting favorably on the recommendations of The Manufacturers' Association.

FACTORY ACT.

A Bill was introduced to amend the Ontario Factories Act, by requiring the use of the natural drop fire escape. This was successfully opposed.

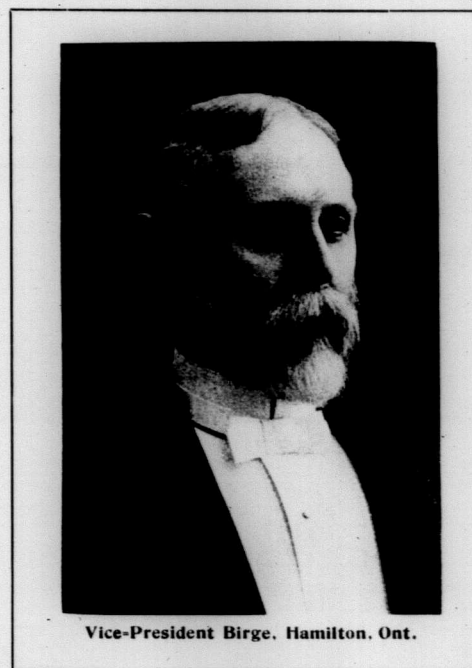
Another Bill, introduced by Mr. Carpenter, to provide for the use of some special form of fire escape, was also opposed successfully, the committee taking the stand that no one form of fire escape should be required, as conditions vary with different factories.

The Bill introduced by Hon. John Dryden, Minister of Agriculture, to amend the Factories Act, with reference to fire escapes, was discussed, and on advice of your committee an amendment was added, whereby any device for a fire escape might be made satisfactory by order of the Lieutenant-Governor-in-Council.

The Bill to provide for boiler inspection, introduced by Mr. Carscallen, was considered to be onerous in its working out and was opposed. The Bill was withdrawn.

The Ontario Mining Act.—Your committee was also asked to support the request of certain mining interests of the Province of Ontario, asking for a disallowance of the Ontario Mining Act. We believed, however, that we had not sufficient information on the subject, and decided to take no action in the matter.

In conclusion, your committee would strongly recommend that you consider carefully the four questions we have sug-



Vice-President Birge, Hamilton, Ont.

gested for your consideration—the incorporation of the association; amendments to the Patent Act, and the working of the Patent Office; the question of Insolvency Legislation, and lastly, the question of extra-Provincial company legislation.

INCORPORATION URGED.

Each of the four subjects recommended for action were discussed. The president explained that the time seemed to have arrived when the association should have a legal standing, and that it should apply for incorporation at the earliest possible date after considering carefully what matters the incorporation should cover. It was decided on the motion of Mr. W. K. McNaught, seconded by Mr. D. W. Karn, that the matter be referred to the Executive, with instruction to take the necessary steps for incorporation.

PATENTS.

Mr. Featherstonhaugh objected to the wording of the report in regard to patents. He thought that while the association should press home its recommendations, it should also give the Minister of Agriculture credit for the improvements he had made.

Mr. J. O. Thorn opposed any such change. He claimed that sufficient credit had been given. Beyond the appoint-

ment of more examiners nothing had been done at Ottawa. There was not enough money spent in the Department at Ottawa and the receipts were out of all proportion to the expenditure. It takes 10, 11 or 12 months to get a patent in this country; in the United States similar patents are granted in three months. Printings had not yet been decided upon. He again argued that the Government got all the credit it deserved and that there was plenty of room for improvements.

INSOLVENCY URGED

The question of insolvency legislation was discussed and it was decided that there was still need for a Federal law.

Mr. Robert Munro reminded the association that British Columbia had lately passed a very good Act and that Nova Scotia was considering the same. He thought that, perhaps, the necessity of a Dominion Act would not be needed if all the Provinces adopted suitable legislation.

Mr. J. R. Shaw said he did not think the question of insolvency legislation should be dropped, but that the association ought to pass such a strong resolution as would let the Government see that they would get no rest till an insolvency enactment was granted. He complained that the banks had too much influence on legislation. Mr. Shaw was advised to prepare a resolution and place it before the Resolution Committee.

EXTRA PROVINCIAL TAXATION.

The subject of incorporated companies being taxed when doing business outside of the Province in which their charters have been granted provoked a good deal of discussion. Mr. Russell impressed the seriousness of the matter upon the convention. Mr. Frost contended that the Northwest Territories did not have the power to pass such legislation as has just been enacted, even though Ontario, as a Province, had.

Mr. Robert Meighen contended the Territories were quite within their powers to pass such an Act but thought the association should advise the Territories that they were asking for too many secrets of the extra-Provincial companies about their balance sheets and by-laws.

Mr. Bertram, of Dundas, thought that a Dominion charter should cover all the Provinces.

Mr. F. Braidwood, Westmount, said that over-legislation was the curse of Canada, and the sooner something was done to check it the better, not only for manufacturers but the country at large. It was high time the whole question was taken up by that association.

Messrs. Frost and Meighen were appointed to draw up a resolution in reference to the matter, to be placed before the Resolution Committee; and on the motion of Mr. D. W. Karn, seconded by Mr. J. O. Thorn, the report was adopted.

INDUSTRIAL EXHIBITION COMMITTEE.

Next came the report of the Industrial Exhibition Committee, which was read by Mr. W. K. McNaught:

Gentlemen:—Your representatives to the Toronto Industrial Exhibition have to report a considerable advance during the past year in so far as the interests of the manufacturers generally are concerned.

Owing to the action taken by this association last year, the number of our representatives to the Toronto Industrial Exhibition Association was increased from five members to 12. Two of your representatives had the honor to be elected on the board of directors, and one of them to the office of 1st vice-president of the association.

As a consequence of this increased representation, the various manufacturing departments of the Exhibition were practically placed under the supervision and control of the members of this association, with the result that an increased interest was manifested by our manufacturers as evidenced by the largest and best exhibit of manufactured goods ever shown at any Canadian exhibition.

It may be of interest here to note the importance of showing machinery in motion and the processes of manufacture were practical. Several fine exhibits of this kind were made at the recent Exhibition, and in every case they proved to be a valuable advertisement for the manufacturer showing them.

Your representatives would recommend that special awards be given for this class of exhibits, and that attention be called to this in the official prize-list and through the press. A sub-committee has been appointed for the purpose of securing exhibits of this character.

Your representatives are sorry to have to report that the money asked last spring was not voted by the citizens of Toronto, and, as a consequence, the products of our workshops had again to be displayed in buildings entirely unsuited to the needs of exhibitors. Not only were they totally inadequate for the effective display of the exhibits, both as to size and arrangement, but the roofs of nearly all of them were so defective as to positively endanger the safety of many of the exhibits during the severe storms that occurred during the first week of the Exhibition.

The responsibility for this state of affairs rests entirely upon the City Council, which, under the terms of the agreement now in force with the Exhibition Company, are bound to maintain all the buildings in a proper state of repair, and to erect such new ones as may be necessary.

While our manufacturers did all they could to make a good showing of their products, even in spite of defective buildings and other drawbacks, in order to impress the many visitors—including those from the United States and other foreign countries—it can hardly be expected that they will again take the risk of placing valuable goods in buildings so unsafe and unsuitable for exhibition purposes.

Indeed, the consensus of opinion amongst the exhibitors of manufactured goods seemed to be that unless new and up-to-date buildings were at once erected to take the place of those that have done duty for the past 23 years, it would be utterly impossible to secure the attendance of many of our leading manufacturers who have hitherto stood by it, and done their best to make it a success. So far as the manufacturers are concerned the Toronto Industrial Exhibition is now at the parting of the ways, and if it is to continue the erection of new buildings is imperative.

Your representatives feel that they cannot bring this report to a close without congratulating the manufacturers of the Dominion in general, and the members of this association in particular, upon the very great advance which they have effected in the quality of design and finish of their products during the past decade, as evidenced at the Toronto Exhibition. In many lines, notably, carriages, pianos, stoves, machinery and furniture, the display was not only notable in variety and extent, but the quality would fairly challenge comparison with similar goods manufactured in any other country in the world. The bringing together of such goods from the various sections of our Dominion not only has a good effect upon the manufacturers themselves, by enabling them to compare their products with those of their chief competitors, but it does much to impress the public with the fact that Canadian manufactures are equal if not superior to similar goods from foreign countries. To visitors from other countries, these exhibitions offer an opportunity of seeing the resources of Canada in such a shape that they are enabled to carry away some idea of our capabilities. This has oftentimes been the means of opening up trade relations with this country in lines that had never been exported before.

Generally speaking, such exhibitions are valuable national educators and should be upheld and encouraged in every legitimate way by our manufacturers. In this connection your representatives recommend that it would be a step in the right direction if our association had representation in the Ottawa, London and Winnipeg industrial exhibitions and any others deemed of sufficient importance, as well as that at Toronto. Our association should be represented on those organizations by members living in the several cities, and we think it would benefit this association as well as the exhibitions named, if they were thus brought into closer touch with the Canadian manufacturers.

ALL CANADIAN EXHIBITION.

This report brought home to manufacturers the utility of exhibitions. Mr. J. O. Thorn, said: "The time seems to me to have arrived when we should have an all-Canadian exhibition where we can show the people of this country what high-class goods are made in their own workshops. At present we are importing \$110,000,000 worth of goods from the United States, much of which should be bought right here (applause). The people of this country do not know what fine goods and what a great variety of manufactures we make in this country. Let us show them in an all-Canadian exhibition."

SIDE-TRACKED AT PARIS.

Mr. Cockshutt (Brantford), spoke about Canadian exhibitions in foreign countries. He felt that there was much

in this connection in which the association might interest itself. "At Paris, for instance, our firm was side-tracked, for we were put out eight miles from the Exhibition proper. Our goods were not properly advertised on this account. I feel that the manufacturers ought to be consulted when such things as division of space come up for decision and you might consider it advisable to appoint a committee to look after our representation at foreign exhibitions. At present some companies who do not try to export get the best places, while those that even go to the expense of sending a special representative are granted the poorest positions. That is my experience and it seems to me that the association ought to take some action in the matter."

SIDESHOWS.

Mr. R. Brown, Toronto, thought that too little attention was given to manufacturers at exhibitions, and too much to sideshows and such things.

Mr. Booth, of Toronto, did not agree with Mr. Brown. "The reason for the diminution in the display of manufactures is that the manufacturers have been too busy making money to make exhibitions. Even where space has been held at Toronto for certain manufacturers they have had to decline to take it at the last moment on account of press of business."

EXHIBITIONS AS EDUCATORS.

Speaking of the educative value of an exhibition, Mr. McNaught said: "I went through the Toronto Exhibition with Sir Wilfrid Laurier, and he expressed great surprise at some of the domestic manufactures that he saw. He did not know that such fine goods were made in this country. If the Premier can learn so much from an exhibition, how much more can the rank and file of our population learn? I believe we had a finer exhibit of pianos and furniture at Toronto than they had at Buffalo." He also emphasized the importance of making displays and sending them around to the different shows at Toronto, Ottawa, London, Winnipeg, etc. "Let the men in the same line combine to do this."

EXHIBITIONS AND FURNITURE

Mr. Shaw said his company had made a \$6,000 exhibit of furniture and it was sold six times over at Toronto this year. He believed that it is just as important to have a national exhibition as it is to have a national port. An all-Canadian exhibition would be productive of an immense amount of good to the manufacturers, and he called upon the different sections to drop petty jealousies and have one. "Why, the people of this country have no idea of what is manufactured within their own gates. We make mahogany furniture, yet the retailers have to say it is American Grand Rapids furniture to make it sell. We ought to show our people how excellent domestic goods are, and they can be informed in no better way than by an exhibition that will educate them through the eye."

It was also suggested that the manufacturing section of an exhibition ought to receive as many prizes as the agricultural section.

CANADIAN GOODS AT GLASGOW.

Mr. Cummings, lately returned from South Africa, said: "If the gentleman who sent \$6,000 worth of furniture to Toronto made \$30,000 on the Exhibition, the same display at Glasgow ought to have been worth millions to him. The Canadian agricultural display at Glasgow was first-class, but our manufactures deserved a better exhibit. See that a first-class representation is made at Wolverhampton next year, and I can assure you great results."

The programme of the evening session drew a large gathering, addresses being announced by P. W. Ellis, Jas. Cummings, the Canadian Commissioner to South Africa; Mr. Wm. Whyte, lately returned from Siberia, and C. J. Alexander, a Scotchman, who views Canadian manufactures from a cosmopolitan standpoint. The latter gentleman is a Scotch freetrader by birth, an American protectionist by conviction. The first announcement was a disappointment: Mr. Moxham found it impossible to come.

After the secretary had read letters from Canadian agents at different points, including Mr. Thomas Moffatt, at Cape Town; the Canadian agent at Brussels, Belgium; L. L. Horsford, St. Kitt's, West Indies, Port of Spain, Trinidad and Kingston, Jamaica, Mr. Ellis began his annual address amid loud cheers. He spoke as follows:

PRESIDENT ELLIS' ADDRESS.

In response to the kind invitation of our Montreal members we are assembled here to report respecting the work of the past year, and to formulate the policy for the year we are now entering upon.

The annual meetings of the Association have formerly been held in Toronto, where its officers are located; however, it has been deemed desirable that those important conferences should now be held in different industrial centres, and it is most appropriate that this change of policy should begin with Montreal, for not only is Montreal the most populous city in our Dominion, but also our most important financial and industrial centre. It is the home of many of our largest and most representative manufacturing establishments, and the head of ocean navigation in the east. All Canadians take a pardonable pride in this city, around which cluster so many important events of our early Canadian history.

HISTORICAL PERIOD.

Since we last had the pleasure of meeting in annual session in the city of Toronto, many momentous events have taken place.

The past fifteen months have been especially eventful ones in the history of the world, and of the British Empire, notably: passing the threshold into the twentieth century; the death of our beloved Mother Queen, which has brought the Empire into a closer touch by a greater bond of common sympathy; the accession of a king to the throne of the British Empire, a king of whom we may feel justly proud, for Edward VII. is aptly described as the most popular man in Great Britain to-day; the Boer War, a fight for British liberty, in which the sons of Canada and other parts of the Empire have taken such a creditable part, showing forth better than words their loyal attachment to the British throne; the confederation of Australian Provinces somewhat on the model of our Dominion; the occupation of China by allied troops representing seven different nations, the first occasion that the United States has been represented with European troops to settle an Eastern question; the most important financial and industrial event of the world's history, viz., the formation of the giant Steel Combine in the United States, which in its scope and vast capitalization has been fitly characterized as a challenge to the rest of the world; the tragic and deplorable death of one of the greatest of that country's presidents, President McKinley; the memorable visit to Canada of the Heir Apparent and his popular Consort, their Royal Highnesses, the Duke and Duchess of Cornwall and York.

INDUSTRIAL PROGRESS.

But I must not continue to discuss any one of these features that have so marked the political, social and commercial progress during the past year, but must rather devote myself to those matters on which, as President of the Canadian Manufacturers' Association, I have had exceptional opportunity of receiving information first hand, and I consequently turn to say a few words on the industrial and manufacturing progress of our Dominion.

In so doing, I feel that if there is one doctrine that we should emphasize at our annual gathering, it is the absolute oneness of the interests of all the great producing classes of this country.

We have heard of the evils of stirring up Provincial, racial and other divisions, but is it not even more disastrous to stir up divisions on industrial lines? Can the Canadian farmer be prosperous when the mines are closed, when the fish catch is small, or when the factories are idle? Or, again, who feels the loss of a crop in Manitoba more quickly or more keenly than the manufacturer who has made goods for that market, the half of which he cannot dispose of, and on the other half of which he is unable to realize satisfactory payment? Thus, while there may have been times when certain persons have tried to stir up feeling between the different producing classes of Canada, let us hope that in the light of the past and present experience such policy is forever dead, and it devolves upon this Association, as an integral part of the great producing army of Canada, to assist in the education of the Canadian people as to the intimate relation that exists between the welfare of the farming, mining, fishing and manufacturing classes. We must seek by every possible means to obtain from the Canadian people, on whom our industries depend for their support, an intelligent interest in the great factories that employ our workpeople and populate our towns and cities.

How often do we hear that our manufactures are insignificant as compared with the other great industries of this country? How often do we hear that our exports of manufactured goods amount to only \$16,000,000, a paltry 10 per cent. of the exports of the country? How often are we told that our exports require more assistance than those of any other class, and yet are the least important? But I have to-night a new phase of this question to present, when I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total exports of our country.

We have here an Association, to the membership of which there have been admitted those firms believed to be bona-fide Canadian manufacturing establishments, and I take the export of articles that are made by members of this Association. Thus, are not asbestos, mica and salt manufactured articles? Is not our canned fish a manufactured product? Is not our timber, when sawn into deals, laths, planks, scantlings, box-shooks, barrel staves, etc., an item in the list of manufactured goods?—at least, large factories employing many men, using millions of dollars of machinery, and paying large sums for factory insurance, are involved. Are not our canned meats, bacon, ham, etc., manufactured goods? If not factories what are we to call establishments like that of the Laing Packing and Provision Company, of this city? Are not our flour, oatmeal, etc., manufactured products? If not, how would you class an establishment like The Ogilvie Milling Company, also of this city? Hence, I go through the list of exports, keeping always in mind the difficulty of drawing a hard and fast line between the manufactured article and the raw material. I have not included the output of the mine, when shipped in its crude state, nor of the forest when shipped as logs, poles, etc., nor of our fisheries when exported without further labor than the catching; nor even such products of the farm as butter and cheese, which may, in the broad sense, be regarded as manufactured articles,

and are often made in large factories. In short, I include only those articles made in what we commonly regard as factories, using machinery and motive power.

I have no need to stretch the meaning of the term "manufacture," and yet I find that out of a total export of \$177,241,115 of all classes of goods last year, the exports of manufactured goods amounted to \$67,894,928, or 38.3 per cent. of the whole. Is not this significant? I will endeavor to show now what it means.

By the census of 1901, it is shown that 370,256 hands were employed to produce \$476,258,889 worth of manufactured products; that is, one person for every \$1,286 worth of goods produced. If this same proportion holds to-day, we have 52,874 people in Canadian factories producing manufactured goods for foreign countries. If, then, as is generally supposed, one person in employment supports four others, we have 211,496 people supported in Canada by our export manufacturers alone. But we always recognize that our export manufactures are only a small proportion of our total production. What this is will be shown by our census, the returns of which are now in process of preparation. To-night I can only approximate it.

Our export trade in manufactures has increased since 1891 by 106 per cent. If our home production had only increased half this amount then our total output would now be \$730,000,000. This illustrates to what a large extent Canadian manufacturers have taken possession of the home market. We may emphasize this condition still further by our knowledge of the imports into South Africa prior to the outbreak of the present war. The imports there to supply some 800,000 whites and 3,000,000 Kaffirs were as large as the imports into Canada to supply the numerous wants of over 5,000,000 highly civilized and prosperous inhabitants. What, then, does it represent if our output of manufactured goods last year amounted to \$730,000,000? It means the employment of approximately 575,000, and the support of 2,300,000 people.

Gentlemen, these figures amaze us, and we can only await the announcement of the census returns to verify their correctness. From them it is seen that approximately two-fifths of the people of Canada are supported by our manufacturing industries. What this means, as compared with the export only of raw products, may be gained by a glance at our last census.

The value of the raw materials used by our manufacturers was approximately \$256,000,000, the value of the finished product, \$476,000,000. In other words, the industries of the country were responsible for retaining \$220,000,000 of money within our own borders. Taking the figures of growth that we have already referred to, this would mean for the year in which we have already entered, that the manufacturing industries of Canada have been a net source of wealth to the country of approximately \$400,000,000.

IMMIGRATION.

And at this stage I wish to point to a feature connected with the immigration policy of our Government.

The Dominion Government, as well as the various Provincial Administrations, have been giving attention to the possibility of increasing the flow of immigration to our country, and rightly so. But, in so doing, they have pointed out only the value of Canada as an agricultural country, and the expressed opinion of some of the most prominent visitors from Great Britain to Canada during this year has been that we can never expect any great flow of immigration to a country that is represented as purely agricultural. If we ever expect to direct a steady stream of population to Canada from the crowded industrial centres of Great Britain and the Continent of Europe, we must point out that there are wide and varied occupations in which they may find employment, that our industries and our commerce, our mining and fishing also offer varied inducements for varied talents. But I must not dwell longer on this subject.

IMPORTANCE OF MANUFACTURING.

What I have endeavored to emphasize is that the manufacturer in Canada is not a monopolist, robbing the classes whom he employs, or those to whom he sells, but in the great fabric of national greatness that we are weaving, he constitutes a part so important that no one, save the most earnest student of Canadian statistics, can well estimate. In my mind we have a right to expect that our public men, our statesmen, and our press will so far forget party strife in matters that vitally affect the industrial progress of our country, that they will endeavor at all times to support any policy that tends to our commercial advancement.

This may be done in various ways. First, privately, by patronizing, so far as possible, home industries. By this I do not mean any narrow policy of buying only what we make, but the cultivation of national pride and confidence in our own products, and a willingness, other things being equal, to purchase that which is made in our own factories and by our own workpeople. Dictates of self-interest alone should justify this partiality.

ASSISTANCE OF MUNICIPALITIES.

The other method is by the aid of public policy. This is done in two ways. First, by bonusing industries by municipalities and towns, and, second, by tariff legislation. I think that there is no more striking testimony to the recognized value of manufacturing establishments to a country than the willingness that appears in almost every town and city in our Dominion to assist by bonuses or the granting of special privileges, the establishment of some industry that will employ workpeople and provide good substantial pay-rolls. In this we cannot too strongly condemn the foolish rivalry of certain towns which prompts them to outbid each other for the establishment of an industry already located in another town. Benefit secured in this is almost always overbalanced by the injury wrought. The policy of creating local well-being at the expense of one's own neighbors is strongly to be deprecated.

TARIFF LEGISLATION.

Still another method of encouraging the development of our industries is the undertaking of it, not as a local question, but as a Dominion and national one through tariff legislation. On this great question I do

not propose to say much. I believe that all the thinking people of Canada, the men who have her national progress at heart, breathe easier to-day when the tariff question is not a main feature of party politics. I believe that I voice the sentiments of the Canadian people in saying that in matters that are so sensitive and so nicely balanced as trade, where so much depends on mutual confidence and good faith, the less that trade questions become the dividing line in party politics the better for our country. Were it not that as a people we are jealous of seeing governmental rights transferred from us, we would gladly place such questions in the hands of a strong and impartial commission for administration.

We have to-day what may, I think, be fairly called a moderate tariff, one to which no section of the community with the well-being of the whole at heart, can take exception, for all must admit that in a new country capital will not invest itself in manufacturing unless it has some assurance that it will not be swamped by the manufactured goods of older countries who produce for a larger market. The situation of Canada is striking in this respect, on account of its geographical position, so contiguous to the great manufacturing Republic to the south of us. Under a practically prohibitive tariff, the manufacturing establishments there have reached a stupendous magnitude. We are so close to them that many of their centres are nearer to consuming points in Canada than our own industrial cities of Montreal and Toronto. Our styles in all lines are identical with theirs, and our market is suitable in every respect for any of their surplus production. These, and other conditions, generally make me feel positive in the statement that even the most ardent free trader must feel that we have now moved just as far in the direction of free trade as is possible until the growth of our population provides a home market sufficient to develop our industries to a competitive level.

RECIPROCIDY.

This brings me to the much-talked-of question of reciprocity—I mean much talked of in the United States, for I think that the cry fails to find a responsive chord in Canada at the present time. Without endeavoring to stir up the question, I believe the feeling in Canada to-day to be that, if we begin to talk reciprocity, the United States will reciprocity us out of business. Why this feeling? It is because the people of Canada feel that any substantial advantage to them would be contested, while every effort would be directed towards securing a freer access to our market. The people of Canada are not ignorant, they read and study. They see that our imports last year from the United States were \$119,306,000, while the exports to them of our products, not including precious metals, were less than \$44,000,000. While the United States has large cities that should be a market for our farm produce we find that we imported more than twice as much of their farm produce as they did of ours. Is this satisfactory? No, and gentlemen, I am much mistaken if there is not in Canada to-day a strong feeling in favor of terminating this most unsatisfactory arrangement whereby their goods have an easy access to our market, and ours are practically excluded from theirs. What seems to be the only way open is the adoption of a different kind of reciprocity than that proposed by our friends to the south, viz., a reciprocity tariff, placing ours on a level with theirs. Our farmers see that we purchase some \$60,000,000 of manufactured goods, two-thirds of which could be made in Canada. While this vast volume of the product of United States labor is purchased by us, the producer of food in Canada is practically prohibited from selling food products to the United States laborers who make the goods that he purchases. Some are not slow to reason that, were these goods made in Canada, our farmers would be called on to supply every kind of food product required for a new Canadian city not less in size and numbers than the present city of Toronto.

The manufacturers do not seek to foment trouble, but I am confident that before we can ever hope to gain from the United States any favorable access to their market, we must first assume, not a defiant or hostile attitude, but a determined, manly, national spirit, and show to them that we propose to guard our own interests first, last and always. This makes me feel that before any reciprocal arrangement is possible, we must adopt a scale of duties against their goods that will have the same effect as theirs has at present on ours, and by this means alone I think it possible to have the United States extend to us the reciprocal arrangement that will give us the benefit our people desire.

PREFERENTIAL TARIFF.

But I must turn now to a country with which our trade relations are more pleasant, Great Britain. The original preferential tariff, subsequently increased to 33 1/3 per cent., was a change in our fiscal policy which was much more likely to affect our manufacturers than any one class, and that they accepted the same without any determined protest speaks volumes for their loyalty and attachment to the British Crown. They understood it as a move intended to improve the feeling of the British people towards Canada, a feeling which it was hoped would show itself in larger purchases of our great output of farm products. While many manufacturers felt strongly that sentiment of this kind influenced business only to a slight extent, and while they pointed to the fact that Great Britain never entertained more friendly feelings to the United States than now, when her tariff is as nearly prohibitive as it is possible to make it, still they made no protest, feeling that if this policy assisted in developing a market for our farmers, and at the same time became the means of eventually obtaining some substantial advantage in the markets of the sister colonies and Great Britain, we would have little to regret. At the same time I am sure it is the opinion of Canadian manufacturers that the duty of the Government is to legislate, first for Canada, and for Great Britain afterwards; in other words, that the preference should give the British manufacturer a substantial advantage over his foreign competitor, but not over the Canadian, and, that when any Canadian industry has suffered, attention should be given promptly and fairly. This is only just to the men who have invested their capital in such particular industries. And I am one of those who believe that we render the greatest service to the Empire to which we belong when we take measures to develop our own strength and resources rather than handicap any section of our own people to give a trade advantage to any section of the British trading community. We strongly commend the policy of stability in tariff legislation, but, at the same time, feel that from

time to time attention should be given in a thorough way to this question in order that measures may be taken to meet any new difficulties that may have resulted from changing conditions.

In concluding this reference to tariff matters, it is well to refer to the strong feeling that I believe prevails among the manufacturers of Canada in favor of obtaining, if possible, some reciprocal trade arrangement between our country and the other sister colonies, as well as Great Britain herself. While we recognize the difficulty attending the bringing about of such an important matter, and the diplomatic rules that have to be observed, we would strongly urge our Government to keep this matter ever in mind, and to take every fair opportunity to press forward towards its accomplishment.

GENERAL TRADE CONDITIONS.

As President of this important Association, it is a pleasure to note the gratifying increase in the exports from our country. Last year our total exports amounted to \$177,241,115, the highest ever reached at any time in the history of Canada. Our exports for the three months of July, August and September, just closed, amounted to \$50,134,195 and from these I am pleased to note a satisfactory increase in the export of manufactured goods above those of the corresponding period of last year. This growing export trade strongly confirms me in the view that the unprecedented activity in all lines of manufacture and business generally has been sound and healthy and that so far we have no reason to anticipate any speedy relapse or depression. Our bank returns also indicate the same feature. In the month of September, just closed, for which the banking returns have been issued, we show several new records in banking statistics for Canada. In that month the total net circulation amounted to \$56,000,000, which is within \$11,000,000 of the total circulating power of our Canadian Banks.

ADDITION OF NEWFOUNDLAND.

As manufacturers, too, we have noted, with considerable satisfaction the renewed interest in the question of confederating Newfoundland with the Dominion of Canada. While many of us are not in a position to go into all the political aspects of this question, we would, as producers, gladly hail the incorporation of the Island of Newfoundland as a part of the Dominion bringing it under our tariff laws, and opening to us a market which is at present very largely supplied by the United States.

The Association's influence has been largely instrumental in creating a greater interest in industrial life in our universities.

It is technical and commercial education which has placed Germany in the position of a dangerous rival to Great Britain, and there is need for energetic action to face the keen and growing competition of industrial countries, such as Germany and the United States, countries which have given attention to practical, as well as theoretical education.

One proof that our people are eager for a more scientific knowledge of their special trades is that there are 25,000 Canadians receiving instruction by mail through the United States National Correspondence Schools. This indicates that our artisans feel the need of a more practical education.

Capable, well-trained men are as important in business as in professional life. The great majority of students in the past have gone into the so-called learned professions, but, if I can read the tendency of the times aright, a much greater proportion will enter commercial life in the future. Why should not the student, if he chooses, instead of confining himself to theories and economic conditions of days long past, devote himself to the study and solving of the great vital problems of our own time and country? Modern conditions are such that men must be trained to handle large matters, and select the rank and file to attend to smaller details. They must be able to organize, arrange the division of labor, grasp and understand opportunities, and nowhere should the liberal and broadening tendencies of our industrial life be better assisted than in the colleges of our Dominion.

The field of industry will never be fully occupied, but will always offer rewards to the right kind of ability.

It is true our country presents great natural advantages, but, without the inventive skill and its intelligent application, backed up by enterprise and energy, we shall fall in the scale of nations, for the survival of the fittest is a law which never changes.

SKILLED ACCOUNTING.

I wish to emphasize the importance to our manufacturers of having skilled accountants. In our offices we are accustomed to obtain the best help available to keep our accounts, regulate our credits, and attend to our banking: though often—too often—this help is not as skilled and as highly trained as it should be: but, in the factory, where we deal with materials, time, machinery, waste and wear and tear, all representing money, the same regard for skilled help as a rule is not observed, and indeed the services of skilled accountants, capable of following all these items accurately, and of formulating reliable cost accounts, are difficult to obtain. In these days of keen competition it is highly important that the manufacturer should know, to the fraction of a cent, the cost of his goods.

TRADE AND NAVIGATION RETURNS.

At the same time we have given close attention to the securing of reliable information for our members upon the progress of trade in which they are interested. Through representations made to the Government by our Association, it was decided to issue a monthly trade and navigation report, classifying the exports and imports under some 1,400 headings. These reports are issued shortly after the close of each month, and are a credit to the Department of Customs by whom they are issued. I commend this blue book to the study of every member, in order that he may inform himself properly as to what extent his foreign competitors are taking possession of the Canadian market, and at the same time I desire to praise the Government for their prompt action in this matter.

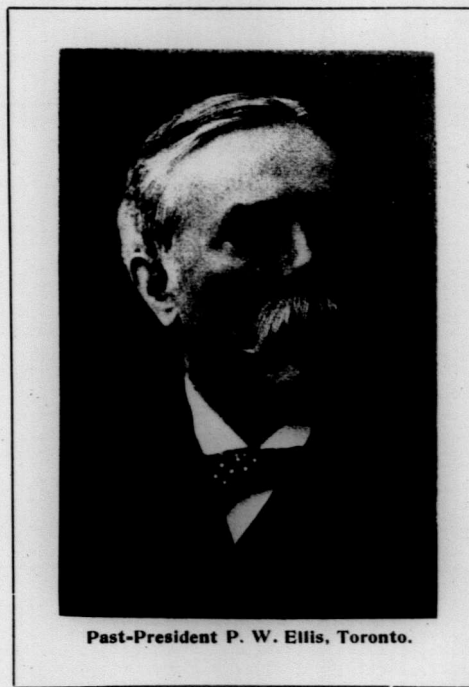
We also hope, in the offices of our own Association, to give special care to the working out of such statistical information as may be of practical advantage to our members.

CHEMICAL INDUSTRY.

In the same line I would point to the success that has recently attended our efforts in the formation of a Canadian section of the Society of Chemical Industry. This important society, with headquarters in Great Britain, publishes a journal full of most valuable information for every class of manufacture into which industrial chemistry enters. The formation of a Canadian section, whose membership is composed both of practical manufacturers and of the teaching chemists of our country, will afford many opportunities of discussing questions that should greatly affect the cost of production in many important lines of Canadian goods, and the utilization of various classes of waste material.

LABOR QUESTION.

Another important topic on which I might be expected to say a few words is the relation of our Association and our members to the Labor Question and the Labor Unions of Canada. At the outset let me say that our Association has never had any connection with labor questions as such, that we have no organization for industrial warfare, and that in the past our relations with labor organizations have been most cordial. We must deplore, however, the occasional strikes that have occurred during the past year, and we believe it to be important that all possible provisions should be made to prevent these ruinous contests, which injure employers and employes and entail heavy loss on the general public as well. The practical question of improving this situation is a most difficult one. We hear much to-day of compulsory arbitration and its operations in New Zealand. While this matter has never been discussed at any of our meetings, I am sure that the members of our Association would view with alarm any hasty experimental legislation along these lines. The great difficulty attending the securing of impartial arbitrators,



Past-President P. W. Ellis, Toronto.

who are also competent to judge of the merits of questions at issue, and the still more serious difficulty of enforcing decisions in a country like Canada, so contiguous to the manufacturing republic to the South, should cause hesitation. There are very conflicting opinions expressed as to the working of this system in New Zealand, and it is well to note that even a successful operation in that country would not guarantee any success here. New Zealand is a country at least a week's sail from any neighbor. It is entirely self-contained, and its problems are mixed up in no way with any other country. Here in Canada, however, the case is entirely different. We are so close to the United States, and our questions are so interwoven with theirs, that the adoption of any similar policy here might have serious effects. I feel, therefore, that it would be little short of an industrial misfortune if any aggressive legislative policy were adopted by our Government, while the success would be, to say the least, highly speculative.

There are one or two features in connection with Trade Unionism, however, that we must deplore to-day. One is the policy of some international trade unions, which have declared industrial strife in Canada at the incentive of organizations whose headquarters are situated in the United States, and whose interests are entirely opposed to the furtherance of the industrial progress of Canada. The other is the growing tendency of certain unions to claim privileges relating to the government of businesses which practically mean the handing over of the management of those who have the responsibility to those who have not. It will ever be the aim of this Association to assist in the promotion of the very best feeling between master and man, and to encourage among our members, as much as possible, a policy of liberal treatment of their work-people, but the labor question is at present no part of our work. Should

any occasion arise, however, that might check Canadian industrial development we could not stand aloof.

TRANSPORTATION.

But to turn to a new subject. There is no matter of more vital interest to our manufacturers to-day than the question of transportation, and we commend to the earnest attention of the Government the careful consideration of the best means of extending our transportation facilities. As yet only a very slight proportion of the produce of the farm, the forest, the mine, and the factory find their way to consuming markets abroad through Canadian channels. We commend to the attention of the Government the encouragement of Canadian shipping from Canadian ports, and with it also the encouragement of Canadian shipbuilding. There is no industry that requires the product of so many different classes as shipbuilding, and any aggressive policy in this direction should commend itself at once to the attention of the whole Canadian people.

MEMBERSHIP AND INFLUENCE.

But I must now say a few words about the Association over which I have had the honor of presiding during the past year.

We started the past year with a membership of 342, and I am pleased to announce to-day that we enter the new year with a membership of over 825. This increasing membership is widening the influence of our Association, which is continuing to attract members by the vigorous and aggressive manner in which it applies itself to all matters affecting manufacturers. We may now fairly claim that we represent the widest expression of industrial public opinion.

The serious consideration that has been given to the suggestions of this Association by our legislators will give added strength and influence. Our increased membership supplies us with the funds necessary to continue the work with energy, to employ a competent staff, whose entire time is devoted to the interest of our members, and to provide roomy and well-equipped general offices. I must here testify from personal observation to the large amount of time devoted, and valuable work accomplished by the Executive and other committees of our Association, whose voluntary service speaks volumes for their public spirit, interest in and attachment to the Association. The reports of the various committees, which will be placed before you, will review at some length the work undertaken, and what has been accomplished.

GENERAL OBJECT OF THE ASSOCIATION.

The general object of the Association, first and foremost, is to serve our country faithfully and loyally, and, so far as is consistent with this, to help each other in the promotion of our manufacturing industries, and according to By-Laws 1 and 2:

1. To secure by all legitimate means the aid of both public opinion and Government policy in favor of home industries and the promotion of Canadian manufacturing enterprises.

2. To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert, as a united body, whenever action in behalf of any particular industry or the whole body becomes necessary.

It is also our purpose to bring into harmony the views of our manufacturers from all parts of the Dominion. We must meet together in a spirit of mutual concession that we may aim in obtaining the objects of the Association with oneness of purpose. In all our transactions, we know no party; the Association is absolutely non-political and non-partisan, devoting all its energies to advancing the industrial interests of the Dominion.

ORGANIZATION.

Our Association is now thoroughly organized. We have the Central Executive Committee, on which are representatives of every section of the Dominion, and we have as well local and Provincial branches organized to take up questions of local and municipal interest. We also have various committees who give careful attention to the working out of those matters which relate to the important subjects allotted to them. The Association has nothing to do with prices or combinations to affect prices, but aims only at acting together to show the direction of Canadian industrial opinion, and to advance the manufacturing interests of our country.

PARLIAMENTARY COMMITTEE.

Our Parliamentary Committee also has important work before it. Our large financial, transportation and other cooperate interests are represented at Ottawa by able agents well qualified to place before our representatives the views of those important interests. The manufacturers of Canada should also be represented by one capable of imparting reliable information to the members of Parliament, that they may deal with questions affecting the industrial interests of Canada, and be fully acquainted with our side of the question, which has not been altogether the case heretofore.

COMMERCIAL INTELLIGENCE COMMITTEE.

Our Committee on Commercial Intelligence was organized for the purpose of investigating special questions relating to the interests of manufacturers, the development of our export trade, and other important matters.

EXPORT TRADE AND TRADE INDEX.

I would refer also to the important work undertaken by the Association in connection with export trade. Last year we issued The Canadian Trade Index, which is a classified directory of the membership of our Association, published in English, French and Spanish. 15,000 copies of this work have been distributed, advertising our members and their products to one another, and also to buyers outside of Canada. We cannot well conceive the vast amount of good this will do, for already hundreds of inquiries have poured into the office as a result, and many firms have reported new trade connections obtained through this medium.

We have appointed correspondents in various foreign countries to post us on trade conditions there. We have advertised in foreign journals that we will furnish any information with reference to Canadian

trade, and every foreign mail brings inquiries for different classes of goods. These are at once communicated to our members by special bulletins, and afterwards published in Industrial Canada.

GENERAL INFORMATION.

At the office of the Association there is kept on file as complete lists of foreign tariffs, freight charges, etc., as possible, for the information of our members. We have obtained exhibits from some foreign countries showing the products that can be exported to Canada, and also the class of manufactured goods that they purchase. We have arranged to obtain reliable confidential reports on the standing of foreign firms at the minimum of cost. As a result of this work, I am able to report that over forty firms have arranged for the representation of goods outside of Canada through the direct efforts of the Association.

DEATH OF MEMBERS.

In closing, I must refer to the breaches that have been caused in our membership through death during the past year. These have been not a few, and we have from time to time chronicled the death of members in almost every Province of the Dominion. I note to-day the especially sad circumstances attending the death of one of our esteemed members, who was to have taken an active part in this annual meeting. I refer to Mr. Walter E. H. Massey, President of the Massey-Harris Company in Toronto, one of our best members, and Vice-Chairman of the Agricultural Implement Section of this Association. In Mr. Massey, Canada has lost one of the most enterprising of her sons.

Mr. Ellis sat down midst the prolonged cheers from the attentive audience.

In reply to a vote of thanks, Mr. Ellis said: "I wish every manufacturer in Canada would esteem it his highest ambition to be president of The Canadian Manufacturers' Association, and that he would get every brother manufacturer to become a member of the association. You have guarding your association sincere, thoughtful men; your money is well spent. I feel sure the interest we have in one another will bind all our hearts. This is the proudest day I have passed."

SOUTH-AFRICAN TRADE.

Mr. James Cummings then gave an address on the "South-African Trade." He had been sent out to see why Canadian trade was so slack in that country, and he spent four months looking over the field. After describing the topographical, zoological and other features of the country, he said that the white population did not work, and the dark did not want to work. For 20 years the loyal man's position there was bad. The Dutch sneered at him, and though he stood by his flag it will be long before South Africa becomes much from an agricultural standpoint. But it will be one of the greatest buying countries in the world, as there were between 8,000,000 and 10,000,000 souls, and the working classes were not to be depended upon. The work of the Canadian soldiers had paved the way for Canadian goods. After describing the four points in that country, the speaker referred to its products, which, he said, were principally ostrich feathers, wool, hair, and copper. Johannesburg will soon be a much larger city than Montreal, and will consume twice as much goods as that city. Canada will be able to send agricultural implements, carriages, boots and shoes, canned goods, bacon, and cheese. Now, these products went by way of New York and London. What was needed was a direct line from Canada there. There was also a big demand for Canadian lumber and furniture. Timber should be sent there in a finished condition. The speaker emphasized that goods should not be sent on "spec." or sent extravagantly. A dozen good live Canadians should be sent there, too, to push Canadian goods. Only finished goods should be sent. The speaker concluded by saying that he did not believe in reciprocity, which would only lead to the Canadians being hewers of wood and drawers of water for the Americans.

A hearty vote of thanks was accorded Mr. Cummings for his interesting address.

CHANCES IN ASIATIC RUSSIA.

Mr. William White, of the Canadian Pacific Railway, who recently made a visit there in the interest of his company, followed. Mr White's interesting and very specific

paper formed part of the report which he made to the president of the road on his return. In Mr. White's absence the paper was read by Mr. T. A. Russell, the secretary of the association.

Mr. White's paper stated that the meat products are shipped to Western Russia, France and Germany. The stock consists chiefly of horses and cattle. Caravan routes run into all the stations on the railway from small settlements in the north and south. The whole of this western region, or rather the whole of Siberia, right through to Vladivostock, is watered by large rivers. The good lands will accommodate many millions of people yet to come.

TARIFF AGAINST UNITED STATES.

During Mr. White's visit a tariff war was on between the United States and Russia, and the trade done by the former in axes, electrical apparatus and other lines was diverted to England and other countries. Implements are admitted free. After the tariff war is over there will be a large increase in imports from the United States, chiefly of implements, portable engines, etc. The ordinary Russian tariff is a heavy one. The duties on woollen goods are absolutely prohibitory, while those on flour, cottons, sheet iron, glassware, woodenware, etc., are very high. The policy of Russia is to encourage home industry. At the same time when Eastern Siberia begins to be peopled and the mines to be worked, the demand for foreign goods will be considerable, because the Russians of Western Russia are backward in manufacturing, and the cost of carrying goods by rail to Siberia will necessarily be very great.

Mr. White was accorded a hearty vote of thanks.

FROM A BRITISH VIEW.

After a vote of thanks had been unanimously passed for this address, Mr. C. J. Alexander gave a brief address on "Canadian Manufactures from a British View." The speaker said that for 40 years he had been a merchant and a manufacturer in Scotland, and had been president of the South of Scotland Chamber of Commerce. Free trade was the general sentiment of the associated chambers of Great Britain and Ireland, and he still believed it to be for the best interests of Great Britain. He came here as a free trader before his eyes were opened by the X-rays of practical demonstration. He was now convinced that a tariff that does really protect is absolutely necessary. Under the reduced Wilson tariff all domestic industries suffered. Foreign importations increased and domestic manufactures were displaced, whilst under the Dingley tariff foreign importations were checked and correspondingly domestic manufactures took their place. The object of protection is not to increase prices, but, by getting our own home market, to reduce them. The development of our home industries is by far the most potent factor in giving us an increase of population. We should see our home industries are kept effectually protected, and that what now goes to the foreigner is kept in our own midst, so as to encourage skilled labor to come to our shores. The speaker went on to say that it made his heart sore to find our young men, well educated and well trained, going over to build up the States instead of remaining here. Prosperous industries afford an opening for the vigorous sons of our farmers, and he knew of no class who would benefit more by thriving industries than the farmers themselves. Of imported woollens, he would ask: Does your farmer get any market or demand for his wool? Not one ounce. Whereas by having woollens manufactured here he can increase his flocks and find a home demand to his hand. Referring to the preferential tariff, the speaker said that England stands pre-eminent the world over in the manufacture of woollens and in conceding this preference it has been granted to our greatest competitor, for which we cannot

point to one particle of reciprocal advantage. Of course, there is the sentiment of loyalty, but Canadian interests are not to be sacrificed to those of the Mother Country, and the speaker did not think Great Britain wished such to be done.

A vote of thanks was accorded the speaker, and it was voted and carried that his address be printed in the organ of the association.

The chairman then called on the audience to sing "God Save the King," and the convention adjourned till the following morning.

Wednesday was a decidedly busy day; in fact, the proceedings developed into a race against time. President Ellis and Secretary Russell worked hard and won out.

RESOLUTIONS REGARDING THE TARIFF.

The morning meeting was devoted to a discussion of the proposed resolutions, and was private. The result was the passing of resolutions pertaining to various trade commodities, from woollens to laths. Other resolutions were considered and passed, but not finally, and will go forward to the Tariff Committee in order that any other interests not yet represented shall have an opportunity to consider them.

The resolution on woollens passed finally, and was as follows: "The request of the Woollen Manufacturers' Committee is that you endorse their request to the Government for a net tariff after the reduction of the preferential tariff of not less than 30 per cent., or its equivalent, upon all classes of finished woollen, worsted, and knitted goods and carpets, and of 20 per cent., or its equivalent, on all classes of woollen and worsted yarns."

The committee on folding boxes urged that the present duty of 35 per cent. ad valorem be changed to a specific duty of 6 cents per pound.

The committee on shirts, collars, cuffs and blouses recommended the ad valorem duty to be at the same rate as paid on their raw material, plus a specific duty of 24 cents per dozen on collars; 48 cents on cuffs; \$1 on shirts, and \$1 on blouses. The specific duties which are strongly recommended being the only protection.

The committee on lumber urged the following tariffs on sawn lumber or timber:—"White pine, red (Norway) pine, hemlock, tamarac, spruce, Douglas fir, cedar, \$2 per 1,000 feet.

"Shingles, 30 cents per 1,000.

"Laths, 20 cents per 1,000."

The committee on oatmeal urged upon the Government the necessity of changing the duty on oatmeal from an ad valorem duty of 20 per cent. to a specific of 60 cents per 100 pounds. And that a duty of six cents per pound be charged upon lithograph covers on all package goods.

The Agricultural Implement Section Committee requested the association to strongly urge the Government to increase the duties on all agricultural implements.

The report of the committee on valuation states that the subject was so important that it did not think it possible in the short time at its disposal to make a full report. It believed that there are several subjects in this connection which deserve the best attention of the association, viz.: "The necessity of the Government's adopting better methods of obtaining information regarding the prices ruling in foreign markets by means of a service similar to that of the United States consular service; also, that there is a great necessity of using our influence to induce the Government to put a check to the present large importation of so-called job or imperfect goods and overplus foreign production at less than standard values. This is a growing evil, and we believe that in no case should such goods enter at a lower value. We also believe that there is room for improvement in the unification of values

at different ports of entry, and would like the association to consider this matter as well.

The committee whose reports regarding tariff were not finally passed upon were those on licorice, bleaching powder, granite (finished), iron and steel, and on reed and rattan furniture, and baby carriages.

REPORT OF THE COMMERCIAL INTELLIGENCE COMMITTEE.

The afternoon session opened half an hour late, with the report of the Commercial Intelligence Committee.

With your indulgence your Commercial Intelligence Committee offers the following brief report of its work during the year. The varied topics discussed by the committee only admit of the most general classification. We will refer first to those bearing on domestic affairs, and then to others more directly concerned with what we may term our "foreign relations," i.e., with export trade.

First, then, with regard to domestic subjects:

(1) Insurance for Registered Mail Matter.—We recommend to the Government that the English system of postal insurance be introduced into Canada. The representative of the Postmaster-General discussed the matter fully with us and informed us that the Government was already considering the partial introduction of the English system. In England the maximum insurance is much higher, viz., \$600. If the present experiment is successful, however, as there is no reason to doubt but that it will, the limit of insurance will be raised to that observed in England.

(2) Fire Insurance.—The heavy increases in fire insurance rates in Canada have drawn protest from many of our members, and the matter was referred to this committee for attention. A sub-committee is now engaged in collecting information. We regret that we are unable to present the result of their deliberations to-day. Whatever it will be, however, will be at the disposal of our members through the columns of *Industrial Canada*.

(3) Information on the Standing of Foreign Firms.—In order better to answer the many inquiries coming to our office for information on the standing of foreign firms with which trade is to be opened, the following plan has been adopted after careful consideration: We have selected two of the most reputable mercantile houses abroad to furnish us the required confidential reports at a moderate charge. These reports are then furnished to members of the Association at a minimum rate. Once the reports are in our possession they are available for other members than those at whose instance they were originally secured at half the original cost. This arrangement has been of much assistance to many of our members who have been doing an export trade, and will, we are sure, be taken advantage of by others as occasion arises.

(4) Better Import Returns.—Your committee found it necessary to ask the Government for more speedy and better classified returns, particularly of imports. Up to this time unrevised import statistics with a very inadequate classification appeared every three months. The Government recognized the importance of your committee's suggestion, and by centralizing much of the routine work of statistical tabulation was able to realize great improvement at Ottawa.

The Customs Department now issues a monthly statement of imports and exports, fully classified as in the annual tables of Trade and Navigation. We commend this monthly publication to any of our members who are not yet acquainted with it. It is practically our only means of following closely the course of trade.

(5) The Census.—Your committee had specially under its purview the industrial census. In its conference and correspondence with Mr. Blue, the Census Commissioner, many changes in the schedules were suggested and adopted. One of the most important suggestions also adopted was for the appointment of specially qualified enumerators for the census of manufacturers. The cooperation of the Association was also pledged the census officials in the work of harvesting the information sought for. Your committee also urged that the actual as well as the legal population of the country should be taken. The Government responded by preparing to this end a special schedule. What the result of this new schedule has been is not yet made public. The opinion is further held by your committee that the time has arrived for this country to place its census work upon a more satisfactory basis than at present.

(6) Mr. Larke Should Re-visit Canada—Your committee drew the Government's attention to the fact that Mr. Larke, the Canadian Commercial Agent at Sydney, Australia, has

not revisited his fatherland since his departure for Australia seven years ago, and represented that opportunity should be given him to return and inform himself carefully as to the industrial conditions here. We ask you endorsement of this practical request in order that the matter may be brought again to the attention of the Government.

(7) Canada's Representation at the Inauguration of the Australian Commonwealth—Your Committee passed a resolution urging that Canada be represented at this ceremony by Sir Wilfrid Laurier, or if not by him, by some other member of the Cabinet. The resolution was presented to Sir Wilfrid by a special deputation to Ottawa. We trust that the worthy representation of the Postmaster-General at this function will be evidenced in future trade negotiations between Canada and Australia.

(8) Information for the Visiting Journalists.—The visit to Canada of their Royal Highnesses and the distinguished journalists accompanying them was considered an opportune time by the Executive of the Association to supply the latter gentlemen with information on the industrial resources of Canada. Your committee accordingly prepared a handsome pamphlet of 23 pages, which was presented to the visiting journalists along with copies of the *Dominion Year Book* and the *Immigration literature* published by the Dominion Government. The pamphlet was also sent to all the daily newspapers of the United Kingdom, and to many of the journals of the sister colonies of South Africa and Australia.

(9) A Canadian Consular System.—Repeatedly during the past year your committee has had brought to its attention important questions bearing on the export trade of Canada. Time and again the inestimable value of that trade to the country has been impressed on it and on the Executive, as has the wisdom of any policy tending to assist its development. At the same time it has been forced upon our attention that our shippers are handicapped in various ways through lack of organized commercial communication. There is no use closing our eyes to this fact. In the first place, Canada is not so well known in the world's markets as are her competitors. In the second place, we have no machinery for the securing of reliable and up-to-date information as to the needs of foreign countries such as is supplied bounteously to industrial interests in other lands. How these difficulties are to be met has been the problem before your committee, and to-day we submit to your recommendation, which we trust you will take into your serious consideration as the most important single subject coming before the present convention. Its significance for the country at large cannot well be overstated.

At the outset let us be clear as to our position. We do not believe in relying too much on Government support or Government interference in trade matters. At the same time we feel that in a work of this particular kind success can be secured only through active Government cooperation. The practice of the whole world recognizes the correctness of this attitude, and our own Government does not fail altogether in this respect. The Dominion already expends some \$18,000 on large commercial agencies abroad. It also provides for the distribution of information and the answering of certain inquiries through our Immigration Agencies, such reports being then printed and circulated in the monthly trade and commerce blue books. We do not underestimate these efforts but rather wish to bear tribute to the assistance they have already rendered our exporters. But much remains to be done. For example—some of our commercial agents only receive a trifling fee of \$250 per year, and consequently have most of their time and interest taken up with private business, which may, and too often does, conflict with their impartial representation of Canadian interests.

In the second place, it is notorious that our present system of trade agents is inadequate and disappointing. In London, the heart of the Empire, we have been making use of the High Commissioner's office, though this office is organized for political, rather than for commercial ends.

The Canadian Section of the Imperial Institute has also been of some service, but it is far removed from the business part of the city and is accordingly out of touch with actual business.

Further, as already pointed out, our representative in Australia has not been enabled to return and post himself on Canadian affairs during the past seven years and is not provided with adequate allowance for travel, etc. Our representative in South Africa has also no allowance for travelling expenses and no salary, his total revenue being allowance for office rent. At home, reports on trade and commerce, such as exist, are not issued until some eight weeks after the close of the month to which they refer. While we recognize then that work is begun in the right direction, still we feel that active steps should be taken to make it efficient.

We believe, in short, that the time has now arrived when Canada should be adequately represented in foreign countries, by permanent foreign offices, imitating in some respects, though not in its entirety, what is recognized as the most complete consular system in the world, that of the United States.

We recommend that the annual meeting endorse this decision, and that it press upon the Government the necessity of taking into its immediate consideration the establishment of a Canadian consular system. The term "Canadian consul" we believe more suitable for foreign use than the present term in vogue "commercial agent."

The consular offices we suggest should be established at the following places, which we name in order of their importance, subject to revision:

London, England; Sydney, Australia; Cape Town, South Africa; Yokohama, Japan; Kingston, Jamaica; Paris, France; Hamburg, Germany; Rio Janeiro, Brazil; Calcutta, India, and Shanghai, China.

The distribution of our representatives in this manner would practically cover the world. For example our consul at Hamburg could keep more or less in touch with Holland and the Scandinavian States, Austro-Hungary and Russia, while our consul at Kingston, Jamaica, would have an eye, not only to the British West Indies, but also to Central America and the North Coast of South America, which includes nearly all the South-American Republics.

We have carefully estimated the cost of such a policy, and believe that it could be carried out in its entirety, for some time to come at least, at a total cost of not exceeding \$75,000, from which we may deduct \$15,000 or \$18,000 already expended on our commercial agencies.

In making the recommendation, we commend to your attention certain pertinent points relating to the establishment of this system.

(1) That the posts should be graded according to their importance commercially, and consuls paid accordingly.

(2) That consuls chosen should be appointed for their seeming fitness for the position regardless of party affiliations.

(3) That consuls should be prohibited from entering into commercial or business pursuits, or enterprises of any kind whatsoever.

(4) That it shall be the duty of the consuls to provide weekly trade letters to the Home Government concerning such items of trade and commerce as may be of interest concerning conditions in any or all of the countries which may come within their jurisdiction.

(5) That these letters and reports be embodied in the monthly reports, but that same shall be sent out as received weekly in the form of advance sheets, to such as may request them, freely, and without charge.

(6) That the Home Office be so reorganized as to insure the proper and effective working of this system.

(7) That all consuls shall be loyal native-born Canadians, who will have the interest of their country at heart, and will work hard for the advancement of her interests among the nations of the world.

S. M. WICKETT, Chairman.

T. A. RUSSELL, Secretary.

Mr. Hees, in a neat speech, laid great stress on the need of a consular service.

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE.

The secretary then read the report of the Railway and Transportation Committee, in the absence of Mr. Campbell:

Your Railway and Transportation Committee begs leave to submit its report regarding the work of the past year.

It was the subject of regret to all members of our Committee that the chairman you elected a year ago, Mr. John M. Taylor, of the Dominion Radiator Company, was compelled to resign owing to absence from Canada for some months. The present chairman succeeded him in the month of May.

The matters brought to the attention of your committee during the year have been many, some of which have been dealt with successfully.

We have striven, as far as was in our power, to avoid making the committee a mere grievance section to assist in the presentation of every minor complaint to the railway companies, and have sought as much as possible to advance in a broad way the transportation interests of your members by dealing with those matters of most striking importance.

The work may be briefly referred to as follows:

CLASSIFICATION.

Many of our members have communicated their special grievances to the Association. Your committee gave these its utmost care, and selecting some of the most striking instances presented, asked for and secured an appointment with the Canadian Freight Classification Committee for discussing the changes desired.

Without going into detail your committee asked:

(a) That a lower minimum carload weight be placed on pianos and organs from that of 20,000 lb. previously prevailing. This really amounted to more than cost of shipment by open freight. As a result, the minimum weight was reduced to 14,000 lb., with second-class rating.

(b) For a carload rate on bicycles, always before shipped as open freight. This was granted, and a satisfactory carload minimum provided.

(c) A reduction of the minimum carload weight on woodenware, which, at the present time, is fully 25 per cent. above the capacity of the cars provided.

(d) That the classification of cased whisky be made the same as bulk.

These two last requests have not yet been acceded to.

CLAIMS.

At the same time the committee took special pains to dwell upon the slow and unsatisfactory method of dealing



Secretary T. A. Russell, Toronto.

with claims. Communications were sent to the railway companies, and replies received that the matter would receive their attention. Since then, however, we have had no intimation that it received any notice. Consequently, this point was strongly referred to in our report to the Government Railway Commissioner, Mr. S. J. McLean.

NOTICE OF CHANGE OF RATES.

Reference has often been made to the fact that changes in rates and classifications are often put into force without any notice from the railway companies to those who may be seriously affected and who might wish to oppose the changes.

Your committee, on investigation of this point, brought out the fact that all changes in rates, classification, etc., must be submitted to the Governor-General-in-Council for ratification before they were legal. The Hon. the Minister of Railways in Canada, was therefore asked that all proposed changes in rates and classifications be submitted to your committee before final ratification. The Minister graciously acceded to your committee's request, and we believe that we have gained a point of considerable importance in regard to fixing rates and regulations. During our experience, since the

granting of this request 11 months ago, only one proposition has been submitted that had reference to an obscure piece of railway in British Columbia in which your members had comparatively slight interest. Since that time, no further matters have been brought to your committee's notice.

We strongly commend this general meeting to instruct the new committee to ascertain from the Department of Railways and Canals if it has kept its promise to the committee or whether it be the case that railway companies arbitrarily change rates, etc., without submitting the same to the Government as required by law.

NEW YORK CHARGES.

Some of our members pointed out that they had been subjected to vexatious and unnecessary delays and exorbitant expenses in their shipments via New York to seaboard. Your committee took up the matter with the offending parties, and is happy to report that substantial improvement has been noted in the manner in which Canadian freight has been handled by these agencies since that time.

CROW'S NEST RAILWAY.

Your committee was asked to support the application of the Crow's Nest Railway Co. for charter to the United States boundary. It felt that it had no special information on this subject, and declined to express itself.

PREFERENTIAL TARIFF.

A resolution asked that preferential tariff be applied only to goods entering Canada through Canadian ports. Your committee felt that a question of this kind should only receive attention at a large and representative meeting, and did not pass any resolution affecting the same.

SUBSIDY TO FRANCO-CANADIAN LINE OF STEAMSHIPS.

Similarly we were asked to express our opinion as to the advisability of the Government granting a subsidy to a line of steamships operating from Canada to France. As the Government had already acted with the facts before it, we did not feel called on to express any opinion.

LOCAL GRIEVANCES.

Special correspondence was laid before your committee by representative manufacturers in Windsor and Walkerville, Ont., complaining of distributive rates to these points, as compared with Detroit rates. The facts bearing upon this, as presented to your committee, were submitted to the Railway Commissioner, when in the city of Toronto.

RAILWAY COMMISSIONER.

One of the most important phases of your committee's work was the preparation of a statement of special grievances of shippers in order to lay the same before the Railway Commissioner appointed by the Government. Your committee, in the preparation of its report, dealt as far as possible only with transportation matters as affecting the Dominion, leaving any special local questions to be dealt with by local organizations, boards of trade, etc. The chief points to be emphasized were:

(a) Our opposition to the granting to competitive manufacturers situated in Great Britain and the Eastern States of better rates than given to Canadian manufacturers from important shipping points like Montreal and Toronto.

(b) Also certain injuries respecting classification.

(c) The unjust operation of several local rates, as compared with through charges.

(d) The injustice of charging higher rates to Western Ontario shippers to the seaboard than is charged to United States shippers from Detroit and Chicago when their freight passes over the same lines.

(e) Finally, the unsatisfactory manner of dealing with claims.

The report was presented to the Commissioner in the presence of representatives of the railway companies and was thoroughly threshed out.

OTTAWA FIRE.

The question of the relation of shippers who lost property in the Ottawa fire a year ago was carefully considered with a view not only to this one particular instance, but others of a like nature.

Your committee gave the matter careful attention and secured legal advice regarding the points involved, the result of the investigation being that the law as it stands at present provides that when any damage occurs in transit, which cannot be said to have arisen from any negligence or omission of the company or its servants, the company may, by the use of

apt language, contract itself out of liability, and this is done in the special contract under which shippers send their goods. Consequently, as the law stands at the present time, your committee finds that shippers cannot collect damages for loss unless the same can be shown to be the result of negligence of the company or its employees. But two things then remain to be done if shippers desire to be relieved of all risk is the safeguarding of goods in transit.

First,—Individually insure goods so shipped in such a way as to cover all losses that may be possible.

Second,—To induce the railway company to extend its present insurance policy, which protects it against losses which are the result of negligence of its own employees to cover all loss of any kind in transit. Whether this is possible of accomplishment or not is for you to judge to-day. Either the railway company would have to be approached with a view to having it assume this responsibility or the Government of the Dominion of Canada would have to be asked to pass legislation covering the question of the liability of railway companies for all losses in transit save that due to the negligence of the shippers themselves.

The committee leaves this open for your discussion to-day.

LOSSES IN OCEAN TRANSIT.

The attention of your committee has been directed by certain members to heavy losses involved in ocean shipping through rough handling of the goods consigned. We have not been able to investigate fully how far this complaint is general and is justified. It is a matter on which we require further information. In the meantime, we recommend all shippers suffering loss in this way to insure under the "All Risk Clause," whereby they are absolutely guarded against losses of any kind, and it is left for the insurance company to discuss with the steamship line whether the loss was one for which they were responsible or not.

STEAMSHIP SERVICE TO SOUTH AFRICA AND AUSTRALIA.

At several times during the year we were asked to pass upon the advisability of the Government assisting in the establishment of a direct line of steamships that would operate from Eastern Canadian ports to South Africa and Australia. We hesitated to deal with an important matter of this kind involving public policy until an opportunity was presented to test the feeling of our members. We have now, however, investigated the subject, and considered the total volume of freight now moving through United States channels to those colonies, and we now recommend for your consideration the adoption of the following resolution which covers the point at issue:

Whereas, the manufacturers and exporters of Canada now carry on a steadily growing business with our two sister colonies of Australia and South Africa, much of which is shipped via United States ports, with the consequent bonding, storage and transfer charges;

And, whereas, this trade would be largely augmented under conditions affording more direct, simple and economical transportation;

And, whereas, both colonies could be served by one line of steamships;

Be it resolved, that in the opinion of this Association, the time has now arrived when the Government of the Dominion of Canada should assist by subsidy a line of steamships that would operate from the ports of Eastern Canada to South Africa and Australia;

And, be it further resolved, that the Government be at the same time asked to retain such control over the freight rates as may be necessary to prevent the manipulation of freight charges over such a line by any shipping ring.

RE EXPORT SHIPMENTS.

Your committee has during the past year carefully considered the possibility of improving and cheapening the facilities at the disposal of Canadian manufacturers who do an export trade. As a great deal of this is now done through New York, where vexatious delays and costly storage charges are often involved, your committee has considered that by collective action we could greatly improve the facilities at the disposal of our manufacturers. We have already communicated with many of the largest and most reliable shipping firms in New York, with the result that we now recommend that arrangements be made with one of these firms to be afterwards determined by your committee. That these arrangements entitle our manufacturers to the best contract rates available through the firm with which we are connected; that they give every attention to the prompt despatch of our shipments; that the charges be fixed and agreed upon, and that in return the Association recommend all its members who have not satisfactory connections to use the firm decided upon. This would give each member the advantage of the contract rates of any of the large firms, and would at the same time strengthen our position, inasmuch as the Association could transfer its arrangement if satisfactory accommodation was not provided. We recommend this

policy and suggest that the committee next year take immediate steps to put it in operation by selecting a suitable firm.

RAILWAY COMMISSION.

Your committee also recommends that this Association do now place itself on record as in favor of the appointment by the Dominion Government of a permanent railway commission with stipulation that sufficient provision be made to secure the best men available, to provide sufficient remuneration and to furnish a sufficiently numerous and competent staff. Also with the further condition that full and sufficient power be placed in the hands of the committee to enable it to deal authoritatively with important railway grievances when these are submitted.

TRANSPORTATION PROBLEM IN GENERAL.

In conclusion we desire to impress upon our members the importance of the transportation question. What we need most in this country is cheap transportation, and if we can adopt any system by which the products of our manufacturers as well as the farmers can be transported at a lower rate we will confer upon them a great advantage.

In this connection your committee desires to express its approval of the course of the Government in improving the terminal facilities of the port of Montreal, as well as improving the entrance to the Welland Canal at Port Colborne.

When these improvements are completed we believe the cost of transporting the products of Canadian farms and Canadian manufactures to the seaboard will be considerably reduced, and at the same time a very much larger volume will go down to the sea via our own Canadian route—thus building up our own seaports and at the same time greatly stimulating the shipbuilding in Canada.

Your committee submits this as its report.

MR. ROWLEY'S POINTED REMARKS.

Mr. Rowley (E. B. Eddy Co.) "I would like to draw attention to this Ottawa fire section. It strikes me that the suggestions should be insisted upon. We had 60 carloads of goods destroyed in that fire, and have got no return. The ground the railway companies take is that the fire was the act of God, or the Devil or somebody."

Mr. McNaught recommended that the Government be asked to amend the Railway Act to govern such cases. The Government ought to dictate railway insurance policies just as they do ordinary fire insurance policies. He made a motion to this effect, which was seconded by Mr. Birge and carried.

SOUTH-AFRICAN SERVICE.

Then ensued a very interesting and profitable discussion on our foreign steamship service which culminated in two resolutions, one to ask the Government to subsidize a direct line of steamships to South Africa and Australia, and the other instructing the Transportation Committee to enter into negotiations with a New York exporting house to handle the goods of the members of the Association at that point, see that the best freight rates are obtained and that the goods are shipped promptly.

Mr. J. O. Thorn pointed out that those who had been doing business with South Africa via New York are acquainted with the vexatious delays experienced at the American port. "Canadian shipments are frequently allowed to lie on the wharf for want of space, which is reserved to American goods. It's high time we had a service of our own, and I'm in favor of asking the Government to subsidize one." He also complained of the C.P.R. service from Vancouver to Japan. Goods are often left on the Vancouver wharf for a month at a time. The service should be much faster.

Mr. Saunders, of Goderich, said he gained time by shipping to Australia via the C.P.R. He could also get better rates over the C.P.R. from Goderich to Vancouver than from New York to Australia. The C.P.R. never failed him. "We should not build up those exporters in New York."

Mr. Bertram said he was going to South Africa next month with \$30,000 worth of goods. Part of this went by New York, and he had to pay a freight rate of \$70 a car from

Montreal to New York. He thought the suggestion of a direct line quite timely.

Mr. Russell explained how the Executive had investigated the amount of Canadian freight that went to South Africa and Australia via New York, and had determined that there was plenty of traffic for a direct line. The Canadian steamship companies think the same thing.

Mr. Munro said he found it cheaper to ship from Montreal to South Africa via London, Eng., than via New York.

Mr. Russell reported how Canadian shipments to countries all over the world were delayed in New York, and he suggested that the Association enter into a contract with a New York exporting house to look after Canadian freight that goes through that port to South America, India, and, until we get our direct line, to South Africa and Australia. The committee were instructed to pursue the matter.

THE LABOR GAZETTE.

The report of the committee on The Labor Gazette was next read and adopted. It was as follows:

Last year the Executive decided to subscribe to The Labor Gazette, to the extent of supplying a copy for the year to each member of the Association. When the question of renewal came up, the Executive, having regard to numerous complaints on the part of members as to the management and influence of The Gazette, refused to renew its subscription, and referred the whole matter to a special committee for report to this annual meeting. Your committee, therefore, begs leave to report its conclusions as follows:

1st. It finds decided room for objection to the definition of labor implied in the general character of The Gazette. Labor, we venture to believe, conceived in its proper sense, is not limited to the employe, but embraces the whole field of industrial and commercial life. Industrial interests are essentially one; and an imperfect, narrow definition of labor is calculated to mitigate against the recognition of this community of interests which is at the basis of the relations between an employer and employe.

2nd. The committee finds that the system under which local information is secured for The Gazette is not such as to guarantee the country at large the most reliable and serviceable reports. Numerous objections have been raised by members in this respect against incomplete and biased information.

3rd. The committee is of the opinion that a monthly issue of The Gazette, as at present, is calculated to encourage the publication of much ephemeral stuff, and to militate against attention being given to the issue of matter of more permanent value. Our opinion in this regard may, perhaps, be made clearer by citing by way of comparison the well-edited and extremely useful Washington Labor Bulletin, which appears quarterly. A quarterly issue of our own Labor Gazette, we firmly believe, would be in the best interests of all classes of labor.

REPORTS OF OFFICIALS.

The report of Mr. Booth, the treasurer, showed that there were over \$500 to the credit of the Association.

The secretary's report stated that the membership of the Association was now 850. With regard to the offices of the Association, they had a splendid library of current literature; some 80 publications are regularly received, and are on file; the Association was endeavoring to accumulate a considerable library of Government and other publications, and directories and other material daily in demand by manufacturers. The Association had arranged with the Canadian Government agents abroad to direct inquiries to Canada. The work of furnishing information to and corresponding with foreign traders has the constant attention of one person, who devotes his whole time to this work in the office. Referring to the Canadian Trade Index, the report stated that it yielded a net balance of \$500 to the credit of the Association. Some 10,000 copies have been distributed outside of Canada. Regarding Industrial Canada, this periodical is now four times as large as it was 16 months ago. Its aim is to convey to the members as full and accurate information about all that transpires in the various meetings possible. The report then went on to eulogize the men who worked on the various committees during the year. In conclusion, the report states that the secretary had special opportunities of coming in contact with every phase of Canadian manufacturing activity.

TRADE WITH AUSTRALIA.

Resolutions were the next order of business. It was moved by Mr. McNaught and carried:

Whereas, the union of the Australian colonies into a great Federal Commonwealth has brought that country under the operation of a common tariff; and

Whereas, this confederation will necessitate the adjustment of the tariff relations which have hitherto existed between this country and the various colonies of Australia; and

Whereas, the peculiar conditions which at present obtain throughout the Empire generally render the time particularly opportune for the negotiations of preferential trade relations amongst the great British self-governing colonies: therefore be it

Resolved, that, in the opinion of this Association, the Government of Canada should at once take steps to secure reciprocal preferential trade between this country and the Australian Commonwealth: and be it further

Resolved, that this Association place itself on record as being heartily in favor of reciprocal preferential trade between Canada and every part of the British Empire, with which arrangements can be effected to their mutual benefit and by means of which each would receive substantial advantage as a result of its national relationship.

OCEAN STEAMER SERVICE.

Moved by Mr. J. T. Murray:

Whereas, the present ocean steamship service being most inadequate for carrying the freight of Canadian industries from Canadian ports to its destination across the sea: and

Whereas, the Governments of Canada have expended very large sums of money, given away extensive tracts of land, and granted great privileges in the building of railways and canals, necessary to bring freight to tide-water: and

Whereas, Canadian ports are suffering for want of a satisfactory ocean freight-carrying service: be it

Resolved, that the Canadian Government be memorialized to give such encouragement, whether by bonus on tonnage or otherwise, to the building in Canada of ocean steamships, as shall warrant capital entering into this industry

Referred to Railway and Transportation Committee.

PATENT OFFICE AFFAIRS.

Moved by Mr. F. B. Fetherstonhaugh and carried:

Whereas, the Canadian Manufacturers' Association has been informed that the Minister of Agriculture contemplates improvement in the Patent Office and amendments to the patent law. Therefore be it

Resolved, that this Association while conveying to the Honorable the Minister of Agriculture its appreciation of what he has already done, also submit the request that this Association be consulted on all proposed legislation to amend the Patent, Trade Mark and Design and Copyright Acts, before submission of such measures to Parliament.

TRADE AND NAVIGATION.

Moved by Mr. T. G. Mason, that it is highly desirable if not imperative that all matters relating to trade and navigation should be under the control of and be regulated by the Dominion Government of Canada alone; and that Provincial, municipal or other governing bodies should not have power to impose taxes, fines or other imposts, whereby the free interchange of commodities throughout the Dominion shall be in any way restricted.

Moved by Mr. J. K. Shaw, that this Association views with regret the continued delay of our legislators at Ottawa in earnestly grappling with the vital question of bankruptcy legislation in Canada, and hereby reiterates its demand for such, and requests that the Government deal with the matter as a Government measure at the next session of Parliament. Carried.

Moved by Mr. McNaught, that the thanks of the Canadian Manufacturers' Association are due and are tendered to Mr. Geo. Booth for his long and faithful services as treasurer of the organization; that he be elected a life member, and that \$200 be appropriated for the purchase of a testimonial to be presented to him. Carried.

Amendments to the constitution was the next business and all were carried with the exception of the one relating to "Fees."

The choice of the next place of meeting was left to the Executive Committee, with a suggestion that it be east of Montreal, preferably Quebec, Halifax, or St. John, N.B.

NEW PRESIDENT TAKES THE HELM.

Retiring President Ellis then introduced President-elect R. Munro, who was greeted with rounds of cheers. The new president in assuming office thanked the members in a graceful little speech for their kind reception, and averred that no man was more solicitous for the benefit of the Association than himself.

No matter throughout the convention provoked greater enthusiasm than did the little speech of ex-President Ellis, who, at this stage, took occasion to refer to the work done for the Association by the secretary, Mr. T. A. Russell. Never was there a more able or more conscientious secretary, and the manner in which he had carried out his work, and his labors during the convention, was a topic of eulogy among the

members. He deserved the trip to the West Indies, which the Association was presenting him with, after he had done the work of several men in a most able and thorough manner. Several members also spoke enthusiastically about the high merit of the secretary, who responded with a modest speech which was warmly received. He was then sung a jolly good fellow.

ELECTION OF OFFICERS.

The following officers for the ensuing year were elected by acclamation:

President—Robert Munro, The Canada Paint Co., Montreal.

First vice-president—Cyrus A. Birge, The Canada Screw Co., Hamilton.

Ontario vice-president—W. K. George, The Standard Silver Co., Toronto.

Quebec vice-president—J. J. McGill, Canadian Rubber Co., Montreal.

New Brunswick vice-president—C. J. Osman, The Albert Manufacturing Co., Hillsboro, N.B.

Manitoba vice-president—F. W. Thompson, The Ogilvie Milling Co., Winnipeg, Man.

British Columbia vice-president—J. Hendrie, The British Columbia Mills, Timber & Trading Co., Vancouver, B.C.

Treasurer—George Booth, The Booth Copper Co., Toronto.

Montreal Representatives—Frank Paul, Messrs. Belding, Paul & Co.; Hon. J. D. Rolland, The Rolland Paper Co.; W. W. Watson, The Canada Sugar Refining Co.; Robert Munro, The Canada Paint Co.; A. E. Ogilvie, The Ogilvie Milling Co.; J. J. McGill, The Canadian Rubber Co.; Wm. McMaster, The Montreal Rolling Mills Co.; James Davidson, The Thos. Davidson Mfg. Co.; C. C. Ballantyne, The Sherwin-Williams Co.

Quebec Representatives—J. Ritchie, Messrs. J. Ritchie & Co., Quebec; S. T. Willet, Chambly Canton; E. Guillet, Marieville.

British Columbia Representative—D. R. Ker, The Brackman-Ker Milling Co., Victoria, B.C.

Ex-Officio Members of the Executive Council—P. W. Ellis, P. W. Ellis & Co., Toronto; J. F. Ellis, Barber & Ellis, Toronto; A. E. Kemp, The A. E. Kemp Mfg. Co., Toronto; D. W. Karn, The Karn Piano Co., Woodstock; B. Rosamond, The Rosamond Woollen Co., Almonte; John Bertram, John Bertram & Sons, Dundas; R. W. Elliot, The Elliot Co., Toronto; Geo. E. Drummond, The Drummond & McColl Company, Montreal; Wm. McMaser, The Montreal Rolling Mills, Montreal.

Commercial Intelligence.—Chairman—Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. M. Wickett, Bickell & Wickett, Toronto; Jas. P. Murray, Toronto Carpet Manufacturing Co., Toronto; J. F. Smale, The Wm. Davies Co., Toronto; W. P. Gundy, The W. J. Gage Co., Limited, Toronto; J. B. MacLean, The MacLean Publishing Co., Limited, Toronto; A. S. Rogers, The Queen City Oil Co., Toronto; W. B. Tindall, The Parry Sound Lumber Co., Toronto; W. W. Watson, The Canada Sugar Refining Co., Montreal; C. C. Ballantyne, The Sherwin-Williams Co., Montreal.

Industrial Committee.—Chairman—S. M. Wickett, Bickell & Wickett, Toronto; W. K. McNaught, The American Watch Case Co., Toronto; J. F. Ellis, The Barber & Ellis Co., Toronto; Geo. Booth, Esq., The Booth Copper Co., Toronto; W. K. George, The Standard Silver Co., Toronto.

Reception and Membership.—Chairman—J. P. Murray, The Toronto Carpet Co., Toronto; G. P. Breckon, The Metallic Roofing Co., Toronto; Thos. Roden, Roden Bros., Toronto; Albert Brown, Brown Bros., Toronto; L. V. Dusseau, The Gendron Manufacturing Co., Toronto; Geo. Howell, The Grip Printing and Publishing Co., Toronto; F. H. Wright, Bennett & Wright, Toronto; F. Kent, Seaman, Kent & Co., Toronto; Robt. Munro, The Canada Paint Co., Montreal; Frank Paul, Belding, Paul & Co., Montreal.

Railway and Transportation.—Chairman—A. Campbell, A. Campbell, Toronto Junction; J. M. Taylor, The Dominion Radiator Co., Toronto; E. C. Boeckh, Boeckh Bros. & Co., Toronto; J. R. Shaw, The Canada Furniture Mfrs., Limited, Toronto; W. J. McMurtry, The Gold Medal Furniture Co., Toronto; J. H. Housser, The Massey-Harris Co., Toronto; R. Hobson, The Hamilton Steel and Iron Co., Hamilton; Wm. McMaster, The Montreal Rolling Mills, Montreal; Andrew Gunn, Gunn Bros., Toronto; Geo. Heintzman, Heintzman & Co., Toronto.

Parliamentary Committee.—Chairman—J. M. Taylor, The Dominion Radiator Co., Toronto; J. F. Ellis, Barber & Ellis,

Toronto; A. W. Thomas, Copp, Clark Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis, P. W. Ellis & Co. Toronto; A. Campbell, A. Campbell, Toronto Junction; J. O. Thorn, The Metallic Roofing Co., Toronto; R. A. Donald, The Pure Gold Manufacturing Co., Toronto; W. B. Rogers, Chas. Rogers, Son & Co., Toronto; Hon. Geo. A. Drummond, Drummond, McColl & Co., Montreal

Tariff Committee. — Chairman — W. K. McNaught, The American Watch Case Co., Toronto; J. R. Shaw, The Canada Furniture Manufacturers, Limited, Toronto; Fred. Nicholls, The Canadian General Electric Co., Toronto; P. H. Burton, The Merchants Dyeing and Finishing Co., Toronto; Geo. H. Hees, Geo. Hees, Son & Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis, P. W. Ellis & Co., Toronto.

THE BANQUET.

A Superb Menu, and Important Speeches.

The banquet was a most brilliant affair and a pronounced success. The Windsor dining-room was very appropriately decorated with flags, banners, and electric illuminations. Over 400 people sat down, and it would have been interesting to know just what income was represented there. The menu was superb, and the speeches were full of importance. The banquet was a complimentary affair to the visiting delegates, given by Montreal's commercial men. Hon. J. D. Rolland, chairman of the Montreal branch of the Association, presided, having on his immediate right, Sir Wilfrid Laurier; and on his immediate left, Lord Strathcona and Mount Royal. Others seated at the table of honor were: Hon. W. S. Fielding, Minister of Finance; Hon. Wm. Paterson, Minister of Customs; Hon. J. I. Tarte, Minister of Public Works; R. L. Borden, M.P.; Robt. Munro, P. W. Ellis, His Worship Mayor Prefontaine, Hon. Senator Mackay, United States Consul-General Bittinger, F. D. Monk, M.P., Principal Peterson, of McGill University; George Hague, Hon. H. T. Duffy, Henry Miles, president of the Board of Trade; L. E. Geoffrion, president of the Chambre de Commerce; A. C. Flummerfelt, Jas. Cooper, W. K. McNaught, W. K. George, Geo. Booth, Jas. P. Murray, J. C. Thorn, J. Bain, James Crathern, A. Campbell, John Bertram, D. W. Karn, B. Rosamond, D. W. Robb, C. J. Osman, Prof. H. T. Bovey, S. M. Wickett, J. J. McGill, W. Roach, T. A. Russell.

LETTERS OF REGRET.

The toast of "The King" was drunk with splendid enthusiasm, and then letters of regret at inability to attend were read from the Premier of Quebec, Hon. S. N. Parent, Hon. G. W. Ross, Hon. Wm. Mulock, Sir Richard Cartwright, Hon. Mr. Blair, Hon. Mr. Fisher, A. E. Ames, president of the Toronto Board of Trade; the presidents of the Halifax, Winnipeg, and Vancouver Boards of Trade; Sir Thos. Shaughnessy, and others. The president of the Winnipeg Board of Trade announced that Manitoba would this year produce the greatest crop on unfertilized soil that the world had ever seen.

CANADA AND THE EMPIRE.

The toast of "Canada and the Empire" was proposed by Mr. P. W. Ellis, of Toronto, the retiring president of the Manufacturers' Association. Mr. Ellis, in the course of his speech, alluded to a remark as to the possibilities of Canada, made in an address to the Toronto Board of Trade, by Mr. F. H. Clergue, in which he had stated that the mineral and chemical wealth of New Ontario was equal to that of the State of Montana, in the United States, and that of the Province of British Columbia, in the Dominion of Canada. Mr. Ellis also quoted Mr. F. W. Thompson's statement that the day would come when the wealth of the Manitoba wheat fields would equal the spring crop of the United States. Mr. Ellis counselled the people to take full opportunity of the great resources of the country. He saw no reason why

Canada should not make like progress with the United States, if every opportunity was grasped by Canadian citizens. The ex-president was loudly cheered on resuming his seat.

The "Maple Leaf Forever" should have been sung just here, but something had gone wrong with the orchestra, so Mr. W. H. Evans jumped upon a chair and whistled the tune through his fingers, concluding amid loud applause.

SIR WILFRID LAURIER.

Sir Wilfrid Laurier on rising to reply was heartily greeted. After the prolonged applause had subsided he spoke as follows: "Mr. Chairman and Gentlemen,—It is not my good fortune to be a manufacturer, I am but a simple and very humble consumer. But it has been my good fortune for the last twenty-five years to see a great deal of the development of the manufacturing industries of Canada. For, during twenty-five years and more it has been my privilege to be a member of the House of Commons of Canada. Twenty-five years is a long period in the life of a man; it is simply a dot in the life of a nation. But twenty-five years, whether it be in an individual's life, or in national life, is sure to develop a good many changes. I have seen the development in the relations between Canada and the Empire, I have seen with still greater interest the development of Canadian life. I have seen the ups and downs of politics. I have seen the surging rise and fall of party differences. I have served under Mr. Alexander Mackenzie, I have fought against Sir John A. Macdonald, and I believe I have felt; in fact, I am sure I have felt, as you have all felt, the loss of these two great men—one my chief leader, the other my chief opponent—both my personal friends. (Cheers.)

NATIONAL INDUSTRIES.

"But in these many changes and vicissitudes, there is one thing which has remained constant and unaltered: it is the devotion, if I may use the term, and I do use it advisedly—the devotion which all classes represented in the Canadian Parliament have ever bestowed and shown to the development of the industries of Canada. There has been more time consumed on the part of the Parliament of Canada in the discussion of the industries of Canada than perhaps all other questions put together. (Hear, hear.)

"I do not remember the time, or the year when, on the floor of that Parliament—the interests which concern you gentlemen—the manufacturers, have not engaged our attention and our deliberations. That these questions should be debated, that they should be discussed, that they should be scanned—is nothing but natural, and not too much time can be devoted to such a topic as that one. When once they have been debated and crystallized into legislation, you will agree with me that legislation should not be lightly disturbed. Tariffs are not permanent in a country like Canada susceptible to great development, everything changes, everything progresses, and the tariff, of course, must move with the times, but, at the same time, I have felt within myself, and you must have felt yourselves, that stability in tariff is one of the securities to manufacturing industries. (Prolonged cheers.)

"Of course I do not pretend that the tariff which has been framed by my friend, Mr. Fielding, the Minister of Finance, is absolutely perfect, but I am disposed to think a great deal of it. Still, I know perfection is not of this world. There are spots on the sun, as we know, as we are told, do not prevent the majestic orb to progress through the sky in all its beauty, and so it is with the tariff which exists at the present time, though perhaps—I do not know, you know better than I do because you have to deal with it more than I do—it may be that there are blemishes in it; but whether there are blemishes in it or not, I suppose on the whole the manufacturers are pretty well satisfied. (Several voices: "No, no. Laughter.")

TARIFF MAY BE IMPROVED.

"That only shows that there is room for improvement. (Cheers.) That only shows that there are some spots in the sun or in the tariff, but it does not prevent the orb from shed-

ding its beneficence upon Canada. What is engaging all the manufacturers, I assume, is the development of the markets. The home market was supposed to be the best of all. Unfortunately the home market has not developed as we had reason to expect; the last census has been a disappointment to all of us. But even in the face of the last census, for my part, my heart is filled with hope. It has been my privilege within the last few weeks to cross and recross the continent from Quebec to Victoria and from Victoria to Halifax, and then it has been my privilege to see some of the immense wealth that we have in the Northwest Territories, to see the broad plains covered with stacks and stooks, and to see the sulky plough and the threshing machine at work at the same time and to see the immense possibilities we have in that distant part of our domain. (Cheers.)

MOVEMENT OF POPULATION.

"There is a new movement which I have seen in that direction. For the last 60 years or so the movement of the population has been from north to south. Now a change has taken place, and a movement of population is now from south to north. For a great many years, the United States has received the best of our bone and sinew. Now, we are going to receive the best bone and sinew of the American cities. (Hear, hear.)

"For a great many years, our young men have emigrated to the United States, now the young men of the United States are emigrating by shoals to the virgin soil of the Northwest Territory, and they will be well received. They will not be treated like the Outlanders, deprived of political rights. On the contrary we will be happy to receive them, and share with them what we have and allow them to take possession of our soil, and to make them free citizens, and enable them to feel that British institutions are infinitely superior, even to the much-vaunted institutions of the American republic. (Hear, hear.)

"In connection with this, there is another feature which is now taking place. I remember, and you remember also, that since the abolition of the reciprocity treaty in 1866, we have sent delegation after delegation to Washington to obtain reciprocity.

RECIPROCITY DELEGATIONS.

"We are not sending any more delegations. (Loud and continued applause.) But I rather expect, and I would not be surprised if the thing were to take place even within a few years—I say—I rather expect that there will be delegations coming from Washington to Ottawa for reciprocity. (Cheering.) Having learned the lesson from our friends to the south how to receive such a delegation, we shall receive them in the proper way — (cheers) — with every possible politeness. (Laughter.)

"But, gentlemen, there is something else than the Northwest Territories. We have also a new Ontario—in new Ontario is untold wealth—mineral wealth, agricultural wealth, wealth of every kind. There is not only a new Ontario, there is also a new Quebec. North of the Laurentian range, there is a new Province of Quebec, equal at least to the one we know and love so well. There is also, if I may say so, a new Maritime Provinces. There is on the shores of the Atlantic Ocean, at Sydney, the development of an industry which will at some time astonish the world. (Cheers.)

"Three years ago, I was in the city of Washington, and it was my privilege there to meet the great manufacturer and philanthropist, Mr. Andrew Carnegie. Talking of many topics which interest manufacturers and also interest public men, he went on to say these words: 'The trade of Great Britain in iron is a thing of the past. We will capture the trade of England on every point in competition.' I said: 'Mr. Carnegie, you know these things better than I do. It is quite possible that you may capture the trade of England in iron, but let me tell you this, when you have captured the trade of

England in iron, we Canadians will capture the trade from you.'

CAPTURE THE WORLD'S IRON TRADE.

"And it is my expectation that at some time—not very distant—the works at Sydney will, indeed, not only compete with England—not only compete with the English—but capture the iron trade of the whole world. And in so saying, I do not think I am too sanguine at all. There is also the British market, and this is by far the most important to us Canadians. It would not do for me to enter into any political matter—to enter into any controversial matter; but, at all events, I am sure I am speaking the sentiment of every one here when I say that in my humble opinion, at all events, the life and security of the British Empire rests upon mutuality—the trade between all the component parts of it. The life of the British Empire depends upon the exchange of commodities sent from the other parts of that great institution. If we can suppose a condition of things—and it is not a hard supposition to make—it is possible for us to suppose it—if we can suppose there will be mutuality and freedom of exchange between the three hundred millions or four hundred millions who compose the British Empire, we shall have seen the greatest commercial development the world has ever yet seen. (Cheers.)

"The British Empire was not founded so much on conquest as it was founded upon colonization and trade, and it is in following the lines of trade that it shall attain its best development. The British Empire was founded upon the laws of equality and justice; and though at this time it is rent in some part by a war, let us hope that this war will be soon concluded, and that henceforth the laws of justice shall prevail throughout the whole length and breadth of the British Empire—those laws of justice, of equality and of equal rights in which England has been the foremost champion of the modern world."

The cheering re-echoed again and again as the Premier resumed his seat.

LORD STRATHCONA.

Toast-Master Rolland said: "I will now call upon Lord Strathcona and Mount Royal to make a few remarks in connection with the toast."

As the noble lord arose a perfect storm of applause broke forth. Every man in the audience was on his feet in an instant, and the large dining-hall resounded to singing of "For He's a Jolly Good Fellow," and "Three cheers and a tiger" were given with right good-will.

Lord Strathcona addressed the gathering as follows: "Mr. Chairman and Gentlemen,—I do assure you I deem it a very great privilege to be with you here this evening, at such a gathering as this of the manufacturing interests of Canada, not of Montreal alone, nor of Montreal and Toronto—but coming, as you gentlemen do, from British Columbia, all the way to Great Britain. (Hear, hear). It is a very excellent omen, and presage of what are to be the relations between the manufacturers of all parts of the Dominion. It has been said, and it has been felt, not so very long ago, that there was a slight feeling of jealousy as between commercial men of Montreal and those of Toronto. We are all conscious of that having taken place, but we have here a surety, an object lesson, in seeing you here to-night, and an assurance that nothing could be more friendly than the relations which exist among you. (Cheers.)

"I am here, like the right honorable gentleman, the Premier, not a member of the manufacturing body, but unlike him, I am not one of the crowd, because we all know that he is, and happily has been a Cabinet maker (laughter and cheers), so that at any rate, he may certainly be looked upon as an honorary member. I think it applies well, it speaks well for the true heartedness, for the loyalty, and for the devotion of the manufacturers of Canada, that not one word was heard as against that preferential tariff with the Old Country.

(Hear, hear; cheers.) We might have been expected to be the first to find fault with it. It is indeed a happy thing to find that self-interest—for some of you must have felt that they would have had a somewhat better chance without that preferential tariff—but it is a happy thing for us, and a happy thing for the Dominion as a whole, that we conceded these personal feelings of personal interest—to a large extent—and that we conceded to the general good, not of the Dominion alone, but of the whole Empire.

INTER-IMPERIAL PROGRESS.

"Progress, and a very great progress has been made within the last few years in transportation throughout the Empire. While we have here the toast of the 'Empire,' I do not think we are going very much out of the Dominion in our remarks of this evening, but it has certainly been greatly to the benefit of manufacturing interests, to the commerce, and to the general weal of the country, that transportation has been made as good as it is. (Hear, hear.) We have an instance, sir, and within the last month; the far-off district of Edmonton, where they were not very happy, I believe, in some parts, in their wheat harvest, but where they had a very great abundance of oats, and where they could find no market for oats, it has been found for them in South Africa, for supplies for the war, and, I believe, at a price which will pay them very well indeed. I think that our Minister of Agriculture deserves well from the country for having made it possible for these settlers there to profit by this trade of sending their oats to South Africa.

MARKET FOR HAY.

"We have also, within this month, I am speaking only of one month, I think there have been orders from South Africa, for some 20,000 tons of hay altogether. This alone, with the cost of transportation, will come up to, perhaps \$1,000,000 or £200,000 sterling. Surely all that is in the right way, and with that energy and that determination which the people of Canada will give to strengthen and improve their position, I have no doubt but that the market will soon be open to them, so that they will not apply to other countries—so that they will not depend upon other countries. (Cheers.)

"The right honorable gentleman has told you that happily now emigration is not going on, or migration is not from Canada to the United States, but that it comes from the United States to us (hear, hear), and we have the assurance that those people who come to us from the Western States into the great Northwest of Canada are even already amongst the best and most loyal subjects of the King, and that they will be so as of old. (Cheers.)

FAST LINE SERVICE.

"There is one thing which I may be permitted to say, speaking of the influx of people from the United States, which we are so glad to have. It is that I hope that we will soon also have a great many people coming—and those of the wealthy classes—coming by the high road through Canada on to Great Britain and to Europe—that we shall have such a service here that it will not be said by those in the Old Country that you must go through the United States to go to Canada, but that you will hear each and all of them, or a very great number, indeed, of them saying: 'We are going to New York and to the other towns of the United States through Canada, as the fastest, best, and safest route.' (Cheers.)

"But I will not detain you, gentlemen. We have all listened with the very greatest pleasure to the remarks of the Premier. I here find myself in a very happy position indeed. I am one of three with the privilege of responding to the toast. You have here the Premier at the head of the Government, you have the chief of the Opposition—ardent politicians both, but friends always (cheers), and I in the middle, not knowing politics. While not knowing party politics, I trust that I am not altogether indifferent to the best interests, or the weal of

the country. I thank you, gentlemen, and I thank you very much for listening to me."

MR. R. L. BORDEN.

After the cheering had subsided, the toast-master, Mr. Rolland, called upon Mr. R. L. Borden, the leader of the Opposition.

Mr. Borden was very heartily received, and spoke as follows:

"Gentlemen, I was very glad indeed to hear from the gentleman who proposed the toast that it is intended that the next meeting of this Association shall take place in the city in which I have the honor to reside—Halifax—and I can assure you that if you do come to Halifax, Halifax will at least give you as warm a welcome as is in her power, and, that, from the experience of those who have been there in the past, is, perhaps, as warm a welcome as can be given in any city in Canada. Now, I have not the honor to claim, as Lord Strathcona has claimed for my right honorable friend, Sir Wilfrid Laurier, that I am a manufacturer, on the theory that I am a Cabinet maker. (Cheers.)

"That is an honor which is reserved for years to come. I may claim in conjunction with my right honorable friend, Sir Wilfrid Laurier, that we are both manufacturers in a sense—we are manufacturers of law, and, though there may be now and then some differences of opinion between us, and among you, as to the quality of the finished product, still we do the best we can under the circumstances. (Laughter.) Our methods are not always those, perhaps, which would commend themselves to you manufacturers, but they are methods which have come down to us from the past; they are methods which, on the whole, both in this country and in every English-speaking country, give fair results

"It is a great pleasure to me to be here to-night and see such a representative gathering as I see before me. I believe that your Manufacturers' Association has not, up to the present time, taken very deep root in the Maritime Provinces. I know that my own Province is ably represented here to-night by two gentlemen whom I have had the pleasure of meeting, but not very numerously represented. I trust if you do meet next year in Halifax that a great deal of interest will be aroused in the Province in regard to the objects of the Association, and that you may on future occasions have more numerous representation from the little Province by the sea. (Cheers.)

RESOURCES OF CANADA.

"Now, with respect to what has been so well and so ably and so eloquently said by Sir Wilfrid Laurier and also by Lord Strathcona with regard to the extent of the resources of Canada, I wish to agree in what they have said, and particularly to say that to a man coming, as I do, from the Maritime Provinces, there can be no greater object lesson than a trip across the continent. A man living in Halifax goes through to the Province of Ontario, across the fertile plains which have been spoken of. He goes the ocean distance which separates Halifax from the Motherland and finds himself still in Canada, and sees the spreading thousand miles towards the setting sun. He crosses the Rocky Mountains and enters British Columbia, and comes to the Pacific, where the West looks out upon the East, and still he is in Canada, and there is nothing that impresses upon one the greatness of the future possibilities of this country more than to take a journey like that from one side of the continent to the other, from one great ocean to the other. (Cheers.)

"I still believe that in this Canada of ours the manufacturing interests of the country, the best—or, at least, equal with those of any other in the country—claim the attention of those in public life. (Hear, hear; cheers.)

FUTURE OF MANUFACTURES.

"We have inexhaustible quantities of coal in my own Province, and in other parts of this country. We have great

quantities of iron, we have raw material of various kinds in abundance, and surely if the manufacturing industries of the United States have prospered as they have, if we are of the same race and stock as they are, there is no reason why, in the future, our manufacturing industries cannot be placed on an equally high plane with those of the United States, which they are even now showing to the whole world. (Cheers.) Cherishing, encouraging and protecting the industries of Canada, we are not only true to the interests of Canada herself, but we are true to the interests of the whole Empire. We are trustees in this Empire, or at least a portion of it which is called Canada, and which has been entrusted to us, and we are responsible for its advancement and development, and we would be false to ourselves, nay, we would be false to the whole Empire, if we did not avail ourselves properly of those opportunities which are afforded to us. (Cheers.)

PROTECTING OUR OWN INTERESTS.

"And I also say that I see no reason why we cannot say with the utmost loyalty and the utmost devotion to the Mother Country, and to all parts of the Empire—I do not see that the depression of an industry in Canada, to the possible gain of an industry of a similar kind in the Mother Country is necessarily of any advantage to the Empire.

"Upon us in Canada is imposed a duty, as I have said, of developing our own industries, of seeing that they have fair play. And if we do that work in Canada, if we carry out that project in Canada, I think we can carry it out with the utmost sense of loyalty and devotion to the Empire, which any country or Commonwealth of the British dominions can fairly lay claim to. (Cheers.)

"Now, I do not disguise from myself, when I say that there may be Imperial interests which may, for the time being, and should, for the time being, overshadow the interests of some trade community either in Canada or in any other of the self-governing dependencies of the Empire, but I say in respect to matters of that kind that the trust which has been extended to the great colonies in the past must be left to be dealt with in the future."

Mr. Borden went on to speak of the probable future of Canada and her ultimate place in the British Empire, concluding amid prolonged applause.

OUR MANUFACTURING INDUSTRIES.

Mr. Robert Munro, the newly-elected president, was warmly greeted upon his rising to propose "Our Manufacturing Industries." He said:

"It is no ordinary honor to my esteemed predecessor, Mr. Ellis, to be able to say as he did last evening, that during the year of his presidency the number of manufacturers embraced within our Association, rose from 342 to 825, and that there are 28 more applications on the waiting list to be considered at next Executive. In addition to these there are some hundreds more who will doubtless be on the waiting list ere long. These with their operatives and families, with the addition of such as are otherwise dependent on them, estimated to represent an aggregate of over 2,000,000 of our people, are those we think of when we submit the toast of 'Our Manufacturing Industries.'

"Nor is this all, for in wishing prosperity to our manufacturing industries, we do in no way turn our back on our agricultural, our mining, or other industries.

"When, for example, we urge the extension of the harbor of Montreal, we do no violence to Quebec, Halifax or St. John, we know that our growth assures theirs, and so in like manner as our manufacturers extend we demand material from our mines, forests, and other channels, and we also furnish to our agriculturists their nearest and best market.

SUCCESS TO OUR PEOPLE.

"In asking success to our industries, therefore, we are asking success to our people generally, as well as growth and development to our country. The growing strength of this

Association is as I said, most honoring to Mr. Ellis, and those associated with him, as evidencing their lively and persistent interest in the affairs of the Association; but beyond all the labors of the Executive the figures manifest a living impelling energy pulsating in the manufacturing concerns of the country.

"I do not know whether any of the honorable members of the Government who have shown their kindly interest by being present with us, will admit us to a preliminary private view of the figures to which we are looking forward with much solicitude (I refer to the manufacturing census), but we are quite sure that these figures (always provided, the manufacturers have uniformly cooperated with the Government in procuring them), will exhibit a percentage of progress in the last decade to be met with in no other country in the world.

VALUE OF A SMALL FACTORY.

"The value to the country of our great factories is, I think, better measured by the smaller. When one comes to know intimately the value to a little town of what may be a very unpretentious factory, which pours its fortnightly blessing of well-earned wages on the little community; I say, when we note this intimately, we begin to realize the gain to the larger centres afforded by such establishments as they possess. A gain not to be measured simply by the amount of the fortnightly contribution, but by the fact that it is perennial, an ever-returning blessing. Turning from the operative to the manufacturer. Who is he?

He is a man who has
Faith in himself,
Faith in his methods or processes,
Faith in his products,
Faith in his country,

And who, generally speaking, backs his faith by every dollar he owns.

A BUSINESS UNION PURELY.

"We are not, therefore, surprised to learn that the membership of this Association represents a capital of \$200,000,000. This estimate I have from our secretary, who tells me it is within the mark.

"Now, in banding together, we have (as mentioned by our late president), nothing to do with making or maintaining prices, and if we have nothing to do with prices, neither have we to do with politics. We are not a political association in any manner of way—we are a purely business organization. Our essential bond of union is that we are directly interested in manufactures, and our object in uniting is to extend and develop that which has proved of the greatest material advantage to the country.

"In the prosecution of our work, tariff matters force themselves upon us and are discussed by men of all shades of all political opinion. Now, I wish to make clear that as an association we do not engage to endorse the views of any and every member. We do invite our members to avail themselves of our help in every reasonable way, but all fiscal matters are dealt with by our Tariff Committee, not on the representations of any section, but after united discussion among themselves of members interested in every phase of the question

TARIFF REPRESENTATIONS.

"The weakness of trade representations made to the Government is that they represent only one side of the question, whereas we had ample illustration this morning of the more moderate and more practicable conclusions arrived at as a result of the discussion of very complex questions by all the parties interested in their different phases.

"The result of such discussion is invariably a compromise, adjusting as far as possible the interests of each.

"The union of the various branches of industry places at the disposal of our Tariff Committee and Executive Council such facilities for determining the essential needs of the various industries that the endorsement of the council of the Canadian

Manufacturers' Association cannot fail to weigh heavily with the public, and, in the light of the enormous interests involved, will not be lightly set aside by our Government, so long as we strive faithfully and loyally to learn the true bearing of these questions which are of the greatest interest to the entire community.

FUTURE OF MANUFACTURING.

"Speaking for those whom you have to-day chosen to lead in the great work of the Association, I venture to say that we feel most keenly the responsibility attaching to the faithful discharge of our duty to the membership and the industrial community, but we are cheered by the knowledge that behind us there is so vast a store of material, that the possibilities of our Dominion as a manufacturing country are so tremendous that we go forward to our duties full of confidence and hope.

"And while those vast stores of material are at our disposal, so do we long to see more and more labor employed in the manufacture, the transportation, and the exportation, too, of the products of such material, and so long do we desire all Dominion manufacturers to band together under the banner of the Canadian Manufacturers' Association to devise measures for removing hindrances, for raising the standard of excellence, and generally for the greater material advantage of the country, of which we are all so proud.

"I have the honor to couple with this toast the names of Honorable Mr. Fielding, Minister of Finance, and the Honorable Mr. Paterson, Minister of Customs, to both of whom our Executive and members are ever indebted for a patient hearing of the troubles that perplex the manufacturer."

HON. W. S. FIELDING.

Hon. W. S. Fielding was very heartily applauded as he rose to respond to the toast.

He spoke as follows:

"Mr. Chairman, Ladies and Gentlemen,—I thank you most sincerely for the very kind manner in which my name was associated with this toast. This important toast was ably presented and was very cordially received, and I do think I have some difficulty in knowing exactly how I am to associate myself with the toast. Perhaps more difficulty than some of the gentlemen who preceded me. I have had a little experience in Cabinet making, but it was in a very small sphere, a little Province down east, and, therefore, I have not even the excuse of Sir Wilfrid Laurier, who has been a Cabinet maker, nor of my friend, Mr. Borden, who expects to be a Cabinet maker at some distant date.

"I believe the interests of the Manufacturers' Association are and ought to be seriously considered by the members of the Cabinet, and that we ought to do all that we can for the manufacturing interests of the Dominion of Canada. I want to thank you very sincerely, Mr. Chairman and members of the Association, not for the opportunity of making a speech—I could gladly pass that over to some of my colleagues, who like it better than I do—but I want to thank you for the opportunity that has been given me to meet so many of the industrial life of the Dominion of Canada. I think I shall hold as the most valuable experience in my public life, the fact that my official capacity has given me an opportunity time and again frequently of meeting the men who in one capacity are controlling the capital, the skill and the labor which make up the great industrial army of Canada. I am afraid that our acquaintance has not always been mutually agreeable. I am afraid that even in this room to-night there may be one or two people who may have come to Ottawa and submitted something to the Minister of Finance which was not acted upon." After telling a story of a good deacon who had a wicked partner who was to blame for all that went wrong, he said: "Well, I think in this business, as between members of Parliament, Ministers and their colleagues, there must be a wicked partner to blame, and that is why they have a Minister of

Finance. (Laughter.) I have no doubt there are many members of Parliament who could play the role of the good deacon. They will say we would like to do it for you, but the Minister of Finance stands in the way.

"Well, I want to say to my friends whom I have that such pleasing associations as we have here I would like to continue, and would like to treat you as nicely as I can.

TARIFF DIFFICULTIES.

"In relation to the great manufacturing industries, I will say that this is not a question of tariff, but it is a question that must be one of compromise between extremes. There are extreme views upon commercial difficulties which would lead to difficulties. There are men, there may be some here to-night, whose views on commercial questions would lead them to place the tariff so high that serious trouble would come because you would arouse such hostility to the great consuming mass of the country that there would be no chance of that stability of tariff which we desire and which my honored chief spoke of to-night as being of so much importance. Then there are other men who would carry their theories of political economy to such a point that they would discourage industry, and interfere with legitimate interests, with—I might almost say—vested rights. We stand for the happy medium between these extremes.

TARIFF LARGELY OUT OF POLITICS.

"A friend whom I met here to-night, an honored member of your Association, said: 'I want the tariff to be out of politics.' So do I; nay, more, I venture to say, and I hope I can say it without going beyond the line which no man should pass beyond at this non-political union, but I hope I can say that the tariff is largely out of politics to-day—(hear, hear)—and that if you will take the trouble to read the discussions at Ottawa you will come to the conclusion that there is not much difference of opinion between the two great political parties in Canada upon this great question. Both parties have had to yield up something, and, as a result, we have to-day a tariff policy which may not be perfect, but which, in the main, is helping out the prosperity of this Dominion, and I am glad to be able to say that in helping out the prosperity of the Dominion generally, it is helping out the manufacturing interests. My friend said to me to-night that he would like to have the results of the manufacturing industry as disclosed in the census. Well, this will all come, but I want to tell him that it is not new, for the books of the quarter of last year, when they are published, will show the prosperous business of your home market, and how you have had exports of manufactures to the wide world to a larger extent than any previous year in the history of Canada, and without advertising the exports of Canadian manufactures to the Canadian markets. (Hear, hear.)

"Surely, sir, that's something of which you may be proud. I venture to hope that as the years roll on the tariff will, to a large degree, be kept out of politics. I know how difficult it is to keep it out. I know how difficult it is to allude to the matter here to-night without passing beyond the ground which one should occupy. I believe it would be a mistaken policy for you to attempt to establish a tariff policy in this country which would antagonize the great consuming masses of the country. If I should turn over the business of making a tariff to a committee so intelligent and so able as the Tariff Committee of the Canadian Manufacturers' Association I should find you differed largely among yourselves; you would have almost—(No, no, no). No; well then, my friend told me what was not the case. He gave me erroneous reports, for I may tell you that he said you had almost as many differences as we have in Parliament; but, even if you were able to agree, if you should agree on a common policy, then you should remember that there are several millions of this country not represented at the convention, and it would be a difficult thing to get them to agree to a common

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policy on the particular goods in which you are interested, and so, I say, not only in the interests of the country generally, but also in the interests of the manufacturing industries themselves, to avoid these extremes which are sure to cause trouble, and to avoid keeping the tariff out of trouble for many years to come.

THE WOOLLEN INDUSTRY.

A Voice—"What about the woollen industry?" (Cheers.)

Mr. Fielding—"I do not think, Mr. Chairman, it would be wise, upon an occasion like this, that I should attempt to discuss that particular industry. (Hear, hear; cheers.)

"I have a theory on this tariff question. It is not new; it is older than I am. It is not my particular theory, but it is a good theory, and I think with the best assistance of a good Government it would be of great benefit to Canada. It is to fill up the vacant lands in the Northwest. Give us land, not empty, but filled with prosperous and patriotic farmers, and this is the best policy for encouraging the manufacturing industries of this country. (Hear, hear.) I hope and trust, sir, that that policy, which all parties in Canada are committed to to-day, will be carried out, and that we shall find that in the building up of the manufacturing industries we are building up also our common country. (Cheers.)

THE VISIT TO HALIFAX.

"I want to say how pleased I was to hear the suggestion of my friend Mr. Ellis to-night, that you were going to move down by the sea. This Association met a year ago in Toronto, and this year they meet in the great city of Montreal, and next year they are going to move down east to make a visit to Halifax. There is a story told of a little railroad down east, about four miles long, of which the president went to Mr. Van Horne—he was not Sir William Van Horne then—and asked for an exchange of courtesies that meant an exchange of passes. Mr. Van Horne went to look for the railway on the map, but the man said: 'Don't look for my railroad on the map; it is not there. It is not as long as yours, but it is just as wide.' So I want to say to you, that the city of Halifax is not as big as the city of Montreal, but you will find that the heart of Halifax is warm, and Haligonian hospitality is as broad and generous as that of Montreal, and what stronger compliment can I pay it?

BUY HOME-MADE GOODS.

"I have one thought further to add, and I will close. You may differ as regards the policy of Governments in relation to manufacturers in Canada. You may have a difference of opinion as to this, and I want to say to-night that I do not believe the people of Canada have done their duty by the private purchase of the Canadian-manufactured article. It is a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. There is the old saying, 'Distant hills are green,' and 'Distance lends enchantment to the view.' I know how prone people in

Canada are to buy foreign goods, not because they are any better, but because that seems to be the right thing—to buy goods that are imported.

"Our Gracious Queen, on the occasion of the coronation, has expressed the opinion that the people of England should honor the coronation by dressing in the products of English mills and English factories. Let us take that hint to heart of the people of England. No matter what Governments may be, they are sometimes better, sometimes worse, let us show that we are loyal citizens, loyal to the factories of the country, by purchasing Canadian goods in this coronation year, and that we are voicing the feeling of every loyal and patriotic Canadian." (Prolonged cheering.)

HON. WILLIAM PATERSON.

Hon. William Paterson, who was also cordially greeted when he rose to reply, said that he felt somewhat at home among manufacturers. He had been in the manufacturing business in a small way, until he had been called upon by the head of the Government, to take charge of the Department closely connected with the manufacturing interests. He would have preferred to remain a manufacturer, but he now had charge of those institutions in every city and town where obliging officials waited to receive the willing and anxious tribute of the citizens of this country. While he could say nothing as yet of the results shown by the industrial census, he advised all live manufacturers and business men to consult the statistics sent out monthly by the Customs Department showing the exports and imports. The statistical information thus secured was distributed in a manner more prompt and efficient than in any other country on the globe. (Cheers.) These statistics of manufactured goods, however, did not include all manufactured goods or the products of factories. The ham and cured-meat business, while it came under the class of cattle and their products, certainly required factories for the curing of the meat. Again, butter and cheese went as dairy products, in a separate class, whereas they were really manufactured products. The Minister spoke of the increase in the exports and imports of the country and pointed out that, comparing the trade of 20 years ago, for a term of five years, for instance from 1882 to 1886, inclusively, it would be found that during the three months, ending October 1, of this year, the exports were greater than in any full year of the five above mentioned. He was most sanguine in his expectations for the continued prosperity of the country, and the development of our manufacturing and other industries. Canada was a great country, with illimitable possibilities and he believed that we were called upon to surpass the United States before many years. Let us be engaged in whatever way we may, whatever our differences of opinion, we should try to work with the end of building up this beloved Canada of ours, and making it the greatest manufacturing and agricultural country on the globe." (Cheers.)

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CANADIAN COMMERCE.

The toast of "Canadian Commerce" was next proposed by Mr. Henry Miles, president of the Board of Trade. He coupled with it the name of Hon. Mr. Tarte.

Mr. Miles began by announcing that, owing to the unavoidable absence of Hon. Senator Drummond, who was to have proposed the toast, he was asked to take his place at the last moment. Mr. Miles proceeded to speak of the wants and requirements of the "Commerce of Canada."

HON. MR. TARTE.

Hon. Mr. Tarte, Minister of Public Works, in rising to respond to the toast, was given a hearty round of cheers. He said:

"How can any one help loving Canada? The country is supplied with all the raw material necessary for the building up of a nation. (Cheers.)

"Canada for Canadians!" That is the main doctrine of my political creed. Let us be Canadians in all questions. Let us be Canadians in the transportation question. We have encouraged a policy for the iron and lead industry. Cannot it be possible to devise a policy to make a port for Canadians? Only 10,000,000 out of the 40,000,000 bushels of grain grown in Canada this year will be exported by a Canadian route. This is not right. We have not done our duty in the past. I am responsible for what the Conservative party did in the past, and I am responsible for what I am doing now.

"We have neglected our harbors in the past. We have neglected the port of Montreal. We are doing better now, but it is a difficult job to please everyone.

THE ELEVATOR PROMISED.

"You'll have that elevator, which may God bless—(laughter)—as long as it only stands on its legs. (Loud cheers

and laughter.) They call me the 'enfant terrible' of my party, and I suppose I am.

"The United States takes us by the throat every time in trade matters. I cannot see why our Canadian Customs should not be as self-protecting as theirs. (Cheers.)

"I care not about words nor theories. The first principle is to defend ourselves. Do not think that I belong to a Government which thinks alike. You have no idea what a Cabinet meeting is. They fight like blazes sometimes. (Loud laughter.) I have been brought up in a protectionist school and I have not renounced my faith. (Cheers.)

"The Finance Minister thinks I spend too much money, but let us have confidence in ourselves.

"It may be at election times we make fools of ourselves, but that don't last."

The Honorable Minister concluded with an appeal to the manufacturers for faith in Canada and in the gradual development of the country into a great nation.

TECHNICAL EDUCATION.

Mr. F. D. Monk, M.P., proposed the toast of "Technical Education." In speaking to the toast, he took occasion to say that all true industrial progress was closely identified with technical education. This branch had been neglected in the past, but, through the munificence of Sir W. C. Macdonald, a very great advance was now apparent. Sir William was a manufacturer, and his generous gift in the cause of technical education has done much to advance the industrial development of the Dominion. Technical education should be encouraged so as to give help and encouragement to the men who, as manufacturers, had invested so largely in the industries of the country. In the matter of technical education, he and his colleagues would do all possible in Parliament, and Canadians to-day should be ready for every emergency.

UNIVERSITY PRINCIPALS' REPLY.

The toast was responded to by Principal Loudon, of Toronto University, and Principal Peterson, of McGill. Principal Loudon remarked on the slow growth of interest in technical education. Even in Germany, where such an advance

*Returned to them
NOV 19 1901
B. 3/178
Museum*



DO YOU SELL CHEESE?

If you do your stock is not complete without

MacLaren's Imperial AND MacLaren's Roquefort

Cheese in white opal jars.

They are sure to be asked for.



ELEME FIGS.

We can sell you. Don't place your order until you get our quotations.

THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

along this line had been made, the beginnings had been insignificant.

Principal Peterson, in representing McGill, was glad to be among those whose prosperity had brought them together. Regarding technical education, much was being done in Montreal, thanks mainly to private enterprise. Much might be said on such a big subject, but, so far as McGill was concerned, it resembled somewhat ancient Rome, which history taught the Emperor Augustus had found to be built of brick, and he had left it marble; while Sir W. Macdonald had found it McGill—well, McGill had left it Macdonald.

SISTER ORGANIZATIONS.

The toast of "Sister Organizations" was proposed by Mr. C. Birge, of Hamilton. In doing so he thanked the city of Montreal and her citizens for their hearty reception, and dwelt upon the necessity of national pride. Mr. L. E. Geoffrion, President of the Chamber de Commerce, responded in a neat speech. He said that the French Board of Trade was delighted when it was learned that the manufacturers had decided to meet in Montreal. He invited the visitors to have a look around Quebec and search out opportunities for investing capital of which they are many.

Mr. Kemp, M.P., fittingly proposed the toast of the "City of Montreal." "It gives me great pleasure to propose this toast, coming as I do from Toronto, a rival city. But I look upon Toronto and Montreal as two great national cities. Manufacturers are local but their industries are national. If the whole country prospers then Montreal and Toronto prosper. I have been asked not to forget to express the gratification of the visitors for Montreal's grand reception, and particularly for this banquet." He emphasized the importance of spending money on Montreal's harbor. He coupled with this toast the name of Mayor Prefontaine, who was happy in his reply and invited the manufacturers to come again.

The banquet closed with the hurling aloft in a horizontal position several of the dignified visitors, including Messrs. R. L. Borden, and Hon. Messrs. Paterson and Fielding. Sir Wilfrid Laurier escaped.

FINISHING TOUCHES TO THE CONVENTION.

Although the meetings of the Association were over, the Executive lost no opportunity to immediately start on another

year's work and on Thursday morning a conference was held with the members of the Government in the city.

Among the Ministers in attendance were the Premier, Sir Wilfrid Laurier, Hon. W. S. Fielding, Minister of Finance, and Hon. William Paterson, Minister of Customs, showing considerable interest in the somewhat lengthy discussions. The Minister of Finance showed much interest in the woollen question, and the resolution passed the previous day upon the subject.

Messrs. Paterson and Fielding discussed at length with prominent members of the committee the present condition of trade in iron and steel, and the change asked for in the tariff on oatmeal.

It is understood that the resolution with regard to the increase in the tariff on woollens will be further considered by the Government, and that when next it comes before members of the Cabinet it will be accompanied by certain trade schedules asked for by the Finance Minister and the Minister of Customs.

By the smiling faces of the members of the committee, after the conclusion of the conference, it seemed as though the manufacturers thought that the Ministers were coming over to their way of thinking on the subject.

Ex-President Ellis, in an interview after the conclusion of the conference, said:

"We have had a most satisfactory interview with the members of the Government at present in this city. In fact, I don't think our Association ever had a more pleasant conference with Ministers of the Crown. They showed the keenest interest in the matters under discussion, and seemed to thoroughly appreciate the situation. Some of the bigger subjects, such as the increase demanded on woollens, were not exhaustively discussed, owing to the impossibility of completely covering the ground in the time at our disposal. We are well satisfied, however, with the conference."

In the afternoon many members of the Canadian Manufacturers' Association visited McGill University. They also paid a visit, on special invitation, to the new Elder, Dempster & Co. steamship Lake Simcoe, then in port. Many of the manufacturing establishments were also thrown open for inspection.



Upton's Jams, Jellies and Marmalade

WILL GIVE YOU PROFIT AND YOUR
CUSTOMERS SATISFACTION.

A. F. MacLaren Imperial Cheese Co., Limited

51 COLBORNE STREET, TORONTO.

TEA-SEED OIL AND OIL-CAKE.

MANY attempts have been made by tea-planters to create a market for tea-seed and the fixed oil obtainable from it. Thus, in 1885 the seed was put upon the London market under the name of "taune" as an oilseed, but although the material excited considerable interest, the prices obtainable were not sufficient to cover the cost of importation. These products have, at the instance of the Indian Tea Association, recently been examined by Mr. H. H. Mann, B.Sc., and his report is published in the September number of *The Indian Agriculturist*. The seed had previously been examined by Mr. D. Hooper, who found that it contained 22.9 per cent. of a fixed oil, 9 per cent. of saponin, 8.5 per cent. of albuminoids, and 3.3 per cent. of mineral matter.

The fixed oil can be obtained by crushing the seed between hot rollers to the extent of about 26 per cent., but a better oil in smaller quantity is obtained by cold pressure. Produced in this manner it is a clear, light yellow, non-drying oil, possessing a more or less acrid taste. It is in common use among the Chinese for cooking purposes, and it might also be used in the tea districts of India in this way. It produces a soap of good quality which is hard and white, and this appears to be the most satisfactory use to which it could be applied. The saponin which was obtained from the seed by Mr. Hooper is a white amorphous substance, acrid in taste and leaving a tingling sensation in the throat. It is somewhat poisonous, and since it is entirely retained in the residue after the expression of the oil it is obvious that the oil-cake cannot be used as a cattle food.

It only remains, therefore, to consider the value of the cake as a manure. In this respect it is distinctly inferior to most oil-cakes in content of nitrogen and phosphorus, as the following table shows:

	Nitrogen (per cent.)	Phosphoric acid (per cent.)
Mustard cake	4 to 5	2 to 3
Linseed cake	4 to 5.5	1.5 to 3
Castor cake	5.5 to 6.5	2 to 3
Cotton cake	3.5 to 4.5	3 to 4
Tea-seed cake.....	1.92	.58

It will be seen that, as a manure, the cake produced by pressing tea-seed is of a very inferior character, and would hardly pay for carriage over very long distances, although it is quite good enough to use locally. Mr. Hooper has suggested, apparently because the cake is supposed to contain saponin, that a decoction of it might be used to spray plants for the destruction of insect pests, and this method of utilizing the cake, Mr. Mann thinks, might well be tried, although there are at present no data available with regard to the utility

of saponin-containing plants for such a purpose.

It might be remarked, in conclusion, that three small samples of tea-seed oil were received in the Scientific Department of the Imperial Institute for examination some time ago, but the amount sent was too small to admit of a careful examination of the oil and the determination of its properties, and, so far, larger quantities have not been submitted.

CANADIAN EGGS AT GLASGOW.

Attached is letter received by Jas. Hillman, clerk in Geo. R. Whitton's store at Rodney, the result of writing his address on an egg when making a shipment of eggs:

2 Globe, Craigie Road, Riccarton, Kilmarnock, Ayrshire.
J. R. HILLMAN, —SIR,—When turning over a case of Canadian eggs I found one pencilled with a written request to the effect that when the said eggs had been broken I had to write to the writer. Your egg was dated September 5, and broken by me on October 23 and was quite fresh, after being seven weeks in case; in fact, all in the case were quite fresh and no complaints about them. Hoping to hear from you at your earliest convenience regarding your egg trade, etc. We are selling country eggs at present bought from farmers who deal in our shop at 2s. and 2s. 2d. per doz., and Irish eggs 1s. 2d. upwards, and Canadian 1s. and 1s. 2d., and Danish 1s. I paid a visit to the Canadian section of the exhibition in Glasgow, and I think it one of the finest represented by any of the countries there. I have heard a good deal and read a good deal about Canada, but never have visited it. I would like very much if you would let me know something about the grocery and provision trade out there. Trusting to hear from you at your earliest convenience. I am,

Yours truly,
ROBERT HALL.

October 28, 1901.

ESTATE OF THE LATE W. H. GILLARD.

The late W. H. Gillard, of Hamilton, left an estate valued at \$91,000, of which \$82,000 is personalty. Application for probate of the will has been made by the following executors: Mrs. Gillard, James Gillard, Wm. Marshall, F. C. Bruce, M.P., and S. F. Lazier, K.C.

The property has all been bequeathed to the widow and family, and directions for the carrying on of the wholesale grocery business of W. H. Gillard & Co. are in the will. The probate of the will will be begun in a few days.

EXPORTS OF BUTTER AND CHEESE.

The total shipments of cheese from Canada for the first nine months of 1901, amounted to 1,744,360 boxes, while for the same period last year they were 1,980,484 boxes. This is a decrease of 236,122 boxes. For the first nine months of this year the butter shipments total 374,572 boxes, which is an increase over last year of 126,047 boxes. The decrease in the exports of cheese represents about 188,913,600 lb. of milk, while the increase in the exports of butter is equal to 180,693,800 lb. of milk.

Among the exports from Canada to the United States last week were 26,747 lb. of "Salada" Ceylon tea.

TRADING STAMPS IN OTTAWA.

A largely attended meeting of the members of the Retail Grocers' Association of Ottawa, held Monday, it was unanimously decided to take steps to do away with the present system of trading stamps. The by-law that was recently passed by the Toronto City Council, prohibiting the use of trading stamps, was read, and the grocers were in favor of a similar by-law being passed by the local council. The latter will be waited on at an early date by a deputation from the association, and will be asked to pass a measure that will put the trading-stamp practice out of business.

A clause was added to the constitution allowing the privileges of the association to other business men as associate members. Those who they propose to secure as associate members are principally wholesale and retail fruiterers, bakers, flour dealers and wholesale grocers. It is proposed that this clause will enable the association to form a kind of business men's club. The association rooms in the Fruit Exchange building will be fitted up for this purpose. The rooms will be open every night so that business men may gather in them for social intercourse and for the informal discussion of business affairs. It is hoped that as a result good feeling will be promoted and needed reforms will be gradually brought about. Of course, the Retail Grocers' Association will preserve its individuality and will hold its regular meetings as heretofore.

The meeting was held in Mr. G. W. Hunt's private office, which he has kindly placed at the disposal of the association until its rooms are finished.

FIRE IN TOBACCO FACTORY.

Fifteen thousand dollars' worth of plug and cut tobacco and unmanufactured stock, was either destroyed or hopelessly damaged by a fire that broke out shortly after 2 o'clock Tuesday afternoon in the Dominion Tobacco Company's establishment, 80-94 Papineau avenue, Montreal. One hundred and fifty men and women will be temporarily out of employment. The loss it is announced by Messrs. Goldstein, proprietors of the concern, is fully covered by insurance. It is estimated that all hands will be at work again in less than 10 or 15 days.

The Carthage Butter and Cheese Factory in the Township of Mornington, Perth county, Ont., has been purchased by J. T. Morrison, who had previously been in charge of the Spring Creek Factory, north of Woodstock, for four years.

ONE CHANCE IN A LIFETIME!

A portion of Stock in E. W. Gillett Company, Limited, which is just being formed, is offered to the trade handling Groceries, and is being rapidly subscribed for by shrewd dealers who have a thousand dollars or so to invest. With assistance of merchants interested in the Company, the sales of Royal Yeast Cakes, Gillett's Lye, Magic Baking Powder, etc., can be doubled, which will mean big dividends.

Shares, \$100.00 each. 10 per cent. payable with application, 15 per cent. on allotment, and 25 per cent. two months later. The balance will not likely be called up until late in 1902. Send applications for 10 to 50 shares and make cheques payable to

WILLIAM DOBIE,

32 and 34 Front St. West,

TORONTO, ONT.

*N.B.—Mr. Dobie has been
Manager of this business since
starting in Canada in 1886.*

POSITION OF TEA MARKET IN U.S.

[From New York Journal of Commerce.]

THE following statement has been handed us for publication by a well-known representative of the tea trade. The statistics are official, except those for current season, which are estimated, and have the endorsement of several leading members of the trade :

"The present strong condition of the tea market after a depression extending over two years is due to causes which are easily traced and which will repay careful study.

"When the duty on tea was imposed, in June, 1898, all branches of the trade were carrying stocks and there were many million pounds of duty-free tea distributed throughout the country. During the last three years these stocks have gradually been depleted, and now, outside of bonded warehouses, the country is quite bare of supplies. This is not only a matter of common knowledge but is shown in the regular increase and growing steadiness of the withdrawals, which must now closely approximate to actual consumption, for all branches of the trade have been buying from hand-to-mouth for a long time and duty is only paid when tea is actually required for immediate use.

"Usually when the market is high here teas are shipped in from London, but this

season on account of short crops in India and Ceylon prices in London are above New York values, so that source of supply will not be available.

"The following are the figures for the United States for the last three seasons and estimate for the current season from the most recent reliable sources. All are made up from the 1st of June to the 30th of May for each season :

	Season
Imports United States, lb.....	1898-1899. 73,219,697
Withdrawals and exports, lb.....	44,597,719
Surplus imports, lb.....	28,621,978
(Average withdrawals, 3 $\frac{3}{8}$ million lb. per month.)	
Imports United States, lb.....	1899-1900. 84,336,837
Withdrawals and exports, lb.....	78,549,051
Surplus imports, lb.....	5,787,786
(Average withdrawals, 6 $\frac{1}{2}$ million lb. per month.)	
Imports United States, lb.....	1900-1901. 89,651,925
Withdrawals and exports, lb.....	85,507,118
Surplus imports, lb.....	4,144,807
(Average withdrawals, 7 $\frac{1}{8}$ million lb. per month.)	
Estimated imports United States, lb.....	1901-1902. 71,000,000
Estimated withdrawals and exports, lb.....	87,000,000
Deficit imports, lb.....	16,000,000
(Average withdrawals, 7 $\frac{1}{8}$ million lb. per month—the rate of the first quarter.)	

"The periodical agitation for removal of the duty has heretofore been reflected by temporary decrease in withdrawals, but in the future this cannot be the case, as with hand-to-mouth buying over a long period the trade does not carry enough stock to tide it over and admit of lighter buying. There are no reserves and therefore lighter buying is not now feasible.



TENDERS FOR SUPPLIES, 1902.

THE undersigned will receive tenders up to noon on MONDAY, 25TH INST., for supplies of butchers' meat, creamery butter, flour, oatmeal, potatoes, cordwood, etc., etc., for the following institutions during the year 1902, viz. :—

At the Asylums for the insane in Toronto, London, Kingston, Hamilton, Mimico, Brockville, Cobourg and Orillia; the Central Prison and Mercer Reformatory, Toronto; the Reformatory for Boys, Penetanguishene; the Institution for Deaf and Dumb, Belleville, and the Blind at Brantford.

Exception—Tenders are not required for the supply of meat to the asylums in Toronto, London, Kingston, Hamilton and Brockville, nor for the Central Prison and Mercer Reformatory, Toronto.

A marked cheque for five per cent. of the estimated amount of the contract, payable to the order of the Honorable the Provincial Secretary, must be furnished by each tenderer as a guarantee of his bona fides. Two sufficient sureties will be required for the due fulfillment of each contract, and should any tender be withdrawn before the contract is awarded, or should the tenderer fail to furnish such security, the amount of the deposit will be forfeited.

Specifications and forms of tender may be had on application to the Department of the Provincial Secretary, Toronto, or to the Bursars of the respective institutions.

The lowest or any tender not necessarily accepted.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

J. R. STRATTON,
Provincial Secretary.

Parliament Buildings, Toronto, November 11th, 1901.

ADAMS' TUTTI-FRUTTI

*Chews Well
Sells Well
Pays Well*

Price \$1 per box, contents of which sells for \$1.80.

All jobbing houses carry it.

American Chicle Co.,

Defries-River Sts.,
TORONTO, Canada.

FISH

THE FIRST OF THE SEASON.

PRIME NO. 1 FALL CAUGHT { SALMON TROUT
FRESH WATER HERRINGS

KEGS 100 LBS. SPECIAL PRICES. F.O.B. MIDLAND, ONT.

NOTE— WE HAVE A FULL STOCK OF BONELESS FISH, BULK AND BLOCKS. PURE COD STEAK, 1's. SCALED HERRINGS. FLETCHED COD, CASES, 100 LBS., QUINTALS AND HALF-QUINTALS. NO 1 LABRADOR HERRINGS, BARRELS AND HALF-BARRELS**THE EBY, BLAIN CO., LIMITED**

WHOLESALE GROCERS, ETC.

TORONTO.**HINTS TO BUYERS.**

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

MALAGA loose muscatels and Bevan's table raisins are offered at low prices by L. Chaput, Fils & Cie. They have now a full supply of Tarragona almonds, new Sicily filberts and new Grenoble walnuts. They are still offering last year's peels at low prices.

S. H. Ewing & Sons have some interesting prices in flaxseed, linseed meal and ground nutmegs.

The Eby, Blain Co., Limited, are offering fresh water herrings and salmon trout for shipment from Midland at close figures.

John Sloan & Co. are showing some good values in Indian and Ceylon teas.

In teas, W. H. Gillard & Co. are showing exceptional values in all grades, large importations just being at hand.

Lucas, Steele & Bristol offer English sage, savory, etc., either in tins, glass or bulk.

L. Chaput, Fils & Cie have some table-layer figs in different qualities and sizes, which they are offering at low prices.

The Eby, Blain Co., Limited, have arriving per ss. Bellona a full shipment of

Malaga table raisins, which they are quoting at attractive figures.

"Big business in 'Kincora' is the result of our last week's ad. in THE GROCER," write J. Sloan & Co.

W. H. Gillard & Co. report a large sale for "Paradise" and "Haycastle" currants, which this season show exceptionally good quality.

L. Chaput, Fils & Cie have received 25 cases of the finest Californian asparagus, packed at Bouldin Island by R. Hickmott.

A NEW GROCERY IN HALIFAX, N.S.

T. P. Campbell & Co. have opened an up-to-date grocery establishment in Halifax, N.S. They have placed in a new and fresh stock of groceries, and express themselves as being in a position to sell the highest grades of groceries at lowest prices.

HEAVY RUSH FOR SPICES.

S. H. Ewing & Sons, Montreal, say they have not experienced such a rush for spices and coffees in years; it has been utterly impossible to cope with the inordinate amount of business that has been coming into their hands. They are now working their mills night and day, and the trade may rest assured that their wants will be filled with all possible despatch.

NEW CANNING CO.'S OUTPUT.

The Owen Sound Canning Co., Limited, have for the first time put their goods on the market. They have nicely labeled cans, the background being of blue and the lettering in white and gold, with a picture in the centre of a corn-cob, apples, tomatoes, or whatever the contents of the tin may contain, and the words: "Georgian Bay Corn (or whatever the contents may be) is noted for freshness and superior flavor."

POTATOES AND ONIONS WANTED.

There seems to be a good demand for good potatoes, R. W. Hannah, Toronto Board of Trade, is taking all the good potatoes which are offered. If you have anything choice, quote him the lowest price delivered at Toronto in car lots. He is also open to buy a carload of good "Yellow Danver" onions, in barrels preferred.

CLASSIFICATION OF GROCERIES.

Lieut.-Col. Davidson, of Toronto, and Mr. H. C. Beckett, of Hamilton, representing the wholesale grocers of Ontario, were in Montreal on November 12, conferring with Mr. G. M. Bosworth, freight traffic manager of the Canadian Pacific Railway, regarding freight classification of groceries.

Why Don't You Call It

"ROYAL RED ROSE"

Hereafter ?

This is the suggestion offered by a bright advertising man when writing me a few days ago, concerning the fact that **RED ROSE TEA** was used by the Duke and Duchess of Cornwall and York.

The name doesn't matter—it's good tea people want—that is why so many people use it, and why it was selected for the use of the Royal Party.

T. H. ESTABROOKS, Tea Importer and Blender, ST. JOHN, N.B.

“Good
Enough.”

The day of “good enough” has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply “good enough” and no more is she willing to use Salt of inferior quality to produce the best results. “Good enough” won’t do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won’t you prove it yourself by ordering it?---**prove it to-day!**

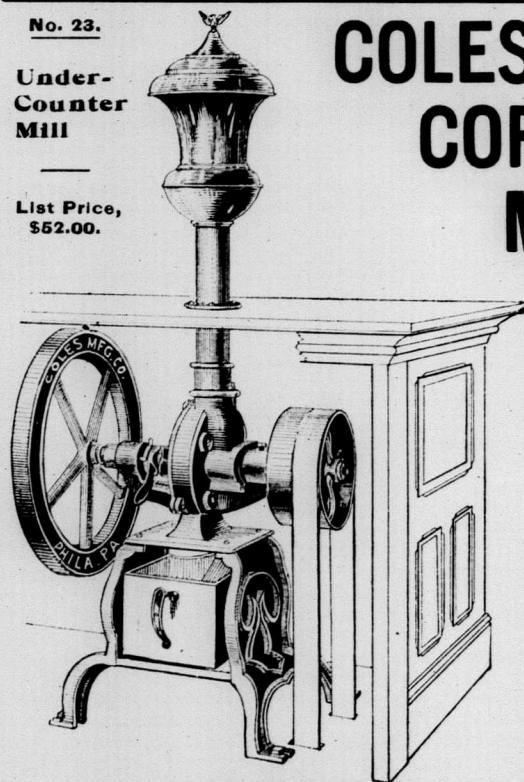
*Windsor
Salt.*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
grinders, thus reducing
wear of grinders.

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

Agents
TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.**

You Would Enjoy a Trip to the West Indies . . .

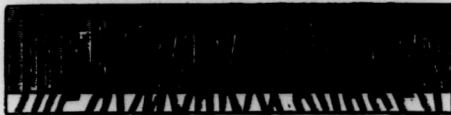
more than any other trip you have ever made, because everything the eye dwells upon is so different from the surroundings at home. The great scorching sun, the luxuriance of the tropical foliage, the glare of the various faces, black, yellow, white and copper, all impress the mind of the visitor with the fact that he is indeed in a strange country.

The voyage from Halifax to Demerara and return to St John, calling at twelve different islands, takes 42 days and costs \$130.00; but a shorter trip, to Barbados and return, 29 days, calling at all the northern islands and including a five days' stay at the "Marine Hotel" Barbados is offered for \$112.50. P. & B. boats are the finest in the West India service. Sailings fortnightly.

Write R. M. Melville, Toronto,

OR

Pickford & Black, Halifax.



President,
JOHN BAYNE MacLEAN.
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

COARSE GRAINS AND CEREALS HIGH.

THE market for coarse grains has been rapidly advancing for some weeks, and the end is seemingly not yet. Stocks in all hands have been reduced very low, and Montreal grain exporters and wholesale houses have found it exceedingly difficult this week to secure supplies to fill consumptive wants. The short crop of corn, coupled with the heavy demand for oats for South Africa, has affected all cereals.

Oats have advanced 3 to 4c. during the past week and are selling in Montreal in round lots at 47½ to 48c. per bushel for No. 2. In sympathy with the firmer feeling in oats, has been a further advance in oatmeal. Western millers are now quoting on a basis of \$4.90 f.o.b. Montreal, and while transactions have occurred at lower figures, wholesale houses are selling at \$5.10 to \$5.15 per bbl. in small lots. Corn is also firmer, and paper reports are to the effect that farmers west of Chicago look for an advance to \$1 per bush. This is, of course,

an extreme view, but, nevertheless, the market is tending upward. Cornmeal goes with it, and, although the demand is quiet just now, the Montreal quotation in round lots is \$1.85 to \$1.90 per bag and \$3.70 to \$3.75 per bbl.

Although peas are quoted nominally at 81c. afloat, grocers who want boiling peas are called upon to pay \$1.10 to \$1.15, round lots selling at 98 to 99c. The difficulty of getting clean peas free from bugs is increasing every year until now it seems to be absolutely impossible to get the clear first-class article. There have been northern sections of Ontario that provided bugless peas, but even this district is now seriously affected. Split peas are worth \$2.10 to \$2.12½ per bag in round lots and \$4.30 in bbls.

All feeds are likewise scarce and higher. Ontario bran in carlots is worth \$17.50 to \$18.00 and shorts are advanced to \$20.00. Moullies likewise show rises, and in a jobbing way are quoted at \$20.50 to \$26.50, about \$1 higher than two weeks ago.

OUR CHEESE WILL BE WANTED.

ON Wednesday one of the shrewdest of our Canadian exporters cabled his house here: "Cheese will be wanted and is good property."

This will be gratifying news to Montreal exporters who are holding large stocks of cheese costing around 10c. Our informant has been on the market for some weeks, and should be in a position to make a reliable and impartial judgment. Upon what considerations he bases his decision we do not know, but it is altogether probable that he finds English stocks rather short.

There is no doubt the English cheese importer has contracted a chronic "scare," and has refused to lay in a fall stock as he generally does, leaving the goods here upon the Canadians' hands. But the consumption must go on at present prices and the cheese must be wanted, if not as soon, then later. Buyers on the other side have over-estimated Montreal stocks, which do not run over 400,000 boxes. The fall production has been light, and as our total shipments for the season are 355,667 boxes behind those of last year, when prices were

much higher, there are to be no stocks go begging when the demand comes, as it inevitably must.

AN OBJECT LESSON FOR BUSINESS MEN.

ONE thing about the recent elections in New York that is most significant is the fact that public opinion has been aroused.

Communities that are neither hot nor cold in regard to the matters of public administration can no more have good government than can a stream whose source is foul furnish pure water. New York may not be as corrupt as some of the opponents of Tammany maintain it is, but that it is corrupt, and that to an alarming extent, is true beyond all question. Had public opinion been active instead of passive such a condition of affairs as now exists in New York would not have been possible.

Tammany has become a despot, but it is a despot by the votes of the people. In these days when every man has a vote the people themselves have no one to blame but themselves if they are governed by corrupt or incapable men. The recent event in New York has proved this. It was not that a new class of citizens was brought in to turn Tammany out. It was the old citizens who had been aroused that did it.

And in the work of cleaning out the Augean stalls none took a more active part in the work than the business men of New York. Seth Low, the man who led the forces of reform, is a successful business man, and we may look for his administration to be a businesslike one.

The experience of the business men in New York should be an incentive to the business men in Canada. In no city or town in this country are affairs probably so corruptly administered as in New York, but we know that in many of them incapacity at least abounds. And it is an effect of which apathy is the cause.

Six or seven weeks hence the electors in the different municipalities in Ontario will be called upon to elect their councillors or aldermen, and it is to be hoped the business men will arouse themselves and select men of integrity and of businesslike ability.

A CLASSIFICATION THAT DOES NOT CLASSIFY.

IN his annual address at Montreal last week, President Ellis gave some attention to the classification of the exports of manufactured products in The Trade and Navigation Returns. Under the classification in those Returns the total exports of manufactured products were \$16,012,502, or about 10 per cent. of the total export trade of the country. Referring to this, Mr. Ellis said: "I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total."

It is evident to everyone who has taken the trouble to analyze the statistics appertaining to manufactured products that the present classification in The Trade and Navigation Returns by no means gives justice to the export trade in that particular branch of industry. The articles which come under the official classification of "manufactures" are as follows:

Agricultural implements.	Hardware.
Books, pamphlets, maps, etc.	Manufactures of iron and steel.
Biscuits and bread.	Jewellers' sweepings.
Bricks.	Junk.
Buttons.	Lamps and lanterns.
Candles.	Leather.
Carriages.	Boots and shoes.
Carriages, parts of.	Harness and saddlery.
Carts.	Lime.
Wagons.	Liquors of various kinds.
Bicycles.	Molasses.
Bicycle parts.	Musical instruments.
Other vehicles.	Oakum.
Charcoal.	Oilcake.
Cement.	Oil.
Cinders.	Photographs.
Clay, manufactures of.	Plumbago.
Clothing and wearing apparel.	Rags.
Coke.	Sails.
Cordage, rope and twine.	Ships sold to other countries.
Cotton fabrics.	Soap.
Cottons, other.	Starch.
Cotton waste.	Stone, ornamental and building.
Drugs, chemicals and medicine.	Sugar.
Dye stuffs.	Sugarhouse syrup.
Electrotypes.	Tar.
Extract of hemlock bark.	Manufactures of tin.
Explosives and fulminates of all kinds.	Tobaccos, Cigars and cigarettes.
Felt.	Tow.
Fertilizers.	Vinegar.
Fur manufactures.	Wall paper.
Glass and glassware.	Barrels.
Grindstones, manufactured.	Household furniture.
Gypsum or plaster, ground.	Doors, sashes and blinds.
Hats and caps.	Matches and match splints.
Household effects.	Mouldings, trimmings and other house furnishings.
Ice.	Pails, tubs, churns and other hollow and woodenware.
India rubber manufactures.	Spool wood and spools.
Stoves.	Wood pulp.
Castings.	Woollens.
Pig iron.	
Machinery and machines.	
Scrap iron or steel.	

Anyone who carefully glances over the above list will readily conclude that there are articles of merchandise which do not appear there that are more properly manufactured products than some of those that are thus classified. In The Statistical Year Book, issued under the authority of the Department of Agriculture, the list of articles included under the classification of

"manufactures" is much more comprehensive. For example, ashes, treenails, staves, headings, shingles, box shooks and sawn lumber of all kinds are classified under "manufactures," while in The Trade and Navigation Returns they are defined as "products of the forest." This naturally causes a great difference (and one calculated to perplex those not familiar with the method employed in the compilation of the statistics in the two books) in the figures in The Trade and Navigation Returns and those in The Statistical Year Book. For example, in The Statistical Year Book of 1890, the exports of manufactured products for that year were given as \$39,397,277, while in The Trade and Navigation Returns the figures were \$14,224,287, a difference of 178 per cent. in the returns issued by two different Departments under the same Government! To put it mildly, such a difference is ridiculous.

The fact of the matter is that the whole system of classification should be reorganized, for there are articles now found under nearly every other classification that, strictly speaking, are manufactured products. Take, for example, canned fish. It is now under the fishery classification. Then there are canned vegetables, canned fruits, and cheese, all of which are under the "agricultural products," while canned meats, bacon and hams are to be found under "animals and their products."

As we have already pointed out, the exports of manufactures during the last fiscal year ending June 30, 1901, were \$16,012,502. Now, take the articles we have just enumerated, in addition to others, but which, while strictly speaking are manufactured products, are at present under different classifications, and we find that the value of each exported during the fiscal year 1901 was as follows:

	Value.
Canned lobster	\$ 2,283,930
" salmon	2,889,480
" mackerel	240
" herring	818
Butter	3,295,528
Cheese	20,696,951
Lard	58,602
Bacon	11,493,868
Hams	284,578
Canned meats	419,959
Flour	1,111,130
Oatmeal	467,807
Vegetables, canned or preserved	43,489
Fruits, canned or preserved	130,202
Total	\$43,176,582

Here is a total of \$43,176,582, which, added to the \$16,012,502, credited in the official returns as "manufactures," gives an aggregate of \$59,189,084. And then we have not taken into consideration ashes, tree nails, staves, headings, shingles, box shooks and sawn lumber, which are accounted manufactured products in the Statistical Year Book.

"Manufacture," according to Webster, "is the process of reducing raw materials to a form suitable for use by the hand, by art, or machinery." In the above table we have placed nothing that will not bear that definition, for everything therein is the product of a factory. And a factory is defined by Webster as a "place where workmen are engaged fabricating goods, wares, or utensils."

Mr. Ellis has done good service in pointing out the inequalities in the present classification of manufactures. It would be infinitely better were there no such classification than that which now does duty for it should be continued. It is to be hoped the Canadian Manufacturers' Association will press the matter upon the authorities at Ottawa until an improvement in the classification is secured.

THE PRICE OF TAPNET FIGS.

IF the business in tapnet figs is continued during the whole season as it is at present, the results are not likely to be satisfactory to the wholesale trade.

The trouble is in regard to price, some of the houses quoting as low as 2 3/4 c. per lb., a figure which dissipates all possibility of a profit. The importations this season are much larger than usual, and although the demand has been good, it is possible that some of those who are quoting the low figures are doing so through fear of the ability of the market to absorb the supply. It is possible, however, that some are doing so through a failure to recognize the actual cost of their goods. Some of the shipments which have come to hand this season for instance have shown a shrinkage of 10 per cent. in weight, a figure sufficient to wipe out the profit unless this loss is taken into account when figuring out the cost.

Whatever may be the cause, however, tapnet figs are being sold at a pretty low figure.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

OREGON PRUNE CROP PROSPECTS.

UNDER date of October 30, Henry A. Townsend, Salem, Ore., writes as follows on the State prune output: "The crop of 1901 will not exceed that of 1898, the only one with which it may be compared to any considerable extent, certainly not nearly so much as three years of age added to the trees and orchards newly come to bearing would have promised. Less than 25,000,000 is now indicated as the total of the Pacific Northwest's production. This is also the statement of the railroad men who know what is moving and to be moved.

"Oregon prunes will be better packed this year than ever, as some eight or ten large well-equipped packing plants are in operation, besides a large number of small houses with only grading machines, and a few appliances for boxing the fruit. All the large houses will process the fruit and present it in a very attractive fashion. In 1900 only a few plants put up processed fruit, but its superiority to untreated fruit is so apparent that a short time will probably see most of the fruit packed in this way, as it keeps better and appears more pleasing to the eye.

"If Oregon prune-growers would add some intelligent methods of advertising the produce and finding new markets to place it in, perhaps the demand would soon absorb the supply as to improve prices. One of the factors to this end will be the lessening of the acreage, as at present prices the owners of considerable orchards will give up the fight and cut down the trees. It is also probable that the annual death rate of trees exceeds the number replanted and new acreage. Perhaps there is some hope for the future of the industry, but with occasional years of no crop, sometimes two in succession, and with an average price like that of the present year, the prospect is not flattering for much profit."

CALIFORNIAN ORANGES RIPENING SLOWLY.

The new crop of oranges, Californian advices state, is ripening much slower than expected, notwithstanding the cool nights following the rain, and there will be few carloads shipped before the 20th. Reports from Porterville also state that the oranges there are not coloring up as rapidly as was anticipated, and that there will probably be few cars shipped from that place before November 9. Prices have not yet been generally named, and it is rather doubtful at just what figures the market will open, but Southern shippers are figuring on the market opening at \$2.25 for fancy River-

side Redlands navels, \$2 for outside points and \$1.50 for fancy seedlings. A good firm market at these prices is expected up to the last of November, when there may be a cut of 15 to 25c. per box. The market opened last year at \$2.50 per box.

CONDENSED MILK FIRMER IN THE UNITED STATES.

Commenting on the recent advance in condensed milk in the United States, a leading dealer spoke as follows to a representative of the N.Y. Journal of Commerce: "The advance for the most part is due chiefly to natural causes, namely, the usual shortage of supplies of fresh milk in all sections of the country at this season of the year. In the West, however, the drought cut down the summer pasturage and shortened the supply of milk both for local butter-making and condensing purposes. The little improvement noted of late in the supply has been called upon to make up the shortage in both butter and cheese, with the result that there has been a somewhat greater shortage in supplies for condensing. The higher cost of tin and tinplate has also been a considerable factor in the advances that have been made."

THE COLOMBO TEA MARKET.

Odell & Co., Colombo, Ceylon, in their report of October 5, say: About 26,459 packages have been offered since our last, of which 19,567 packages passed the hammer at an average of 37 cents. The market remains firm for good to fine brokens and low leaf teas, while medium Orange Pekoes and Pekoes are a little easier. Dusts have not been in such good demand and prices have somewhat declined. The quality has fallen off slightly. Shipments for September to the United Kingdom were 6,000,000 lb., and we estimate shipments for October at 8,000,000 lb. The Chamber of Commerce quote shipments from January 1 to September 30, 1901:

	lb. in 1901	lb. in 1900
London	77,675,383	84,375,947
Germany	371,164	267,616
Russia	6,959,327	6,584,343
Other Countries in Europe ..	595,307	656,186
Australia	15,342,156	12,525,799
America	2,013,234	3,502,286
China	2,243,626	935,252
Africa	250,754	150,496
Other Countries	1,082,195	664,680
	106,533,146	109,662,605

THE BRITISH APPLE MARKET.

"Market strong with an upward tendency" is the latest report cabled by Woodall & Co., from Liverpool, regarding the Liverpool apple market. Recently 7,300 barrels of apples have been sold there.

Greenings bringing 18s. 6d. to 23s.; Baldwins, 18s. 6d. to 24s. 6d.; spies, 16s. to 21s. 6d.; russets, 17s. 6d. to 23s. 6d.; Kings, 20s. 6d. to 27s.; seconds, 3s. less. It is cabled from London that the Loyalist is landing apples which are in much better condition than previous cargo.

TRADE WITH TRINIDAD.

The Department of Trade and Commerce has received a report from Mr. Edgar Tripp, Canadian Agent for Trinidad and Tobago, under date of Port of Prince, October 29th, Mr. Tripp speaks of the great boon the regular call of the Canadian steamers has proved to Trinidad's small dependency, Tobago, which is now placed for the first time in its history in steam communication without transshipment for supplies with customers in the Dominion. The trade is not very large at present, but it is growing, and Canada being the first in the field so far as the northern continent is concerned, should reap whatever advantage may be ultimately gained from that fact. Mr. Tripp noticed in a report from Mr. Larke, the Canadian Agent for Australia, that printing paper from the Dominion was selling to advantage there. There is also, Mr. Tripp states, a market for the same material in Trinidad, which might be tried. In 1900 £8,011 was imported, of which £2,749 came from the United Kingdom and £2,623 from France. Mr. Tripp thinks there is also an opening for Canadian live stock if the trade was vigorously pushed. Imports from Canada for the quarter ending Sept. 30th were in almost every item much in advance of those for the corresponding three months in 1900. Butter, cheese, fish, flour, timber and manufactures all showed in the improvement. Among other receipts were 824 gallons of wine in wood. A great deal of light wine is drunk in the island, and there is no reason why Canada should not share in the trade, which is now held principally by France and Spain.

WILL CHARGE STORAGE.

British Columbian salmon dealers, canners and brokers have had a habit which was very embarrassing to the railway companies, of allowing their goods to be in the wharf sheds and railway storehouses for some time before shipment. As a result the railway companies operating from the Pacific Coast have taken joint action in this matter and hereafter will charge storage at the rate of twenty-five cents per ton per month for all salmon lying in their storehouses or wharf sheds.

Dr. J. Newton Smith, Hampton, N.B., is opening up a store under his hall with a fine stock of groceries.

"Ceylon Uncolored Green" - The Rival of Japan Tea.

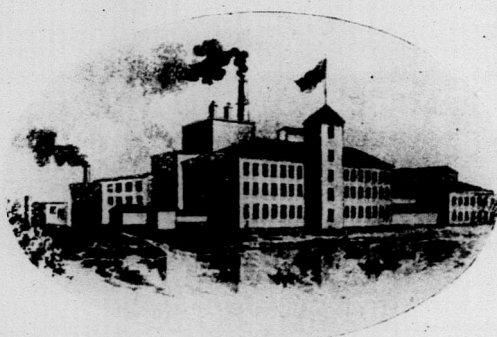
"It is certainly not a composition" of tea and something else as so many Japans are.
 "Not at all"--

"SALADA"

Being all pure, virtuous Uncolored Green, grown and prepared in the finest tea-producing country in the world—the Island of Ceylon. It is as superior in quality and value to Japans as "gold is to copper."

Sample cases lead to "repeats" in every individual instance and without exception.
Samples cheerfully and promptly furnished on application.

Address, "**SALADA**," Toronto or Montreal.



LILY WHITE GLOSS STARCH

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Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

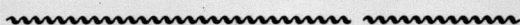
100-lb. Kegs—Extra Large Crystals.

Strongest, Whitest and Purest.

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We are headquarters for Cough Drops, Menthol, English, Oval and Canada.



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MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

ONTARIO MARKETS.

TORONTO, November 14, 1901.

GROCERIES.

A FAIRLY good trade is being done in wholesale groceries generally. The arrival of dried fruits ex the second direct steamer, Bellona, has caused quite a little activity around the different warehouses. The feature of trade is a reduction of 10c. in the price of white sugars by the Montreal refineries. No change was made by the Arcadia refinery, which, for the previous week or ten days, had quoted 15c. below the price of the Montreal refineries. Very little business is being done in sugar. In canned goods, there has been no material change in the situation. Prices, as a rule, are steady, but only a moderate business is being done. The coffee market has continued excited, but not much business is being done on account of the high prices that are ruling. Syrups and molasses are in moderate request. Business is fair in spices, and the same is to be said of rice and tapioca. The tea market rules firm, but business is rather light. A slight advance has taken place in currants in Greece, and further appreciation is to be noted in Valencia raisins, according to cable advices from Spain. Very little business is being done in Valencia raisins. Tapnet and natural figs are in good demand, but some complaints are heard this week in regard to the cutting of prices. Business, so far, in dates is quiet. A little business is being done in almonds and filberts, the new crop of which is now on the local market.

CANNED GOODS.

The situation in canned goods is much about the same as it was a week ago. The demand for canned tomatoes, peas and corn is still just moderate, and prices rule steady. Quite a business is being done in jams, jellies and marmalades. Owing to the high price of apples the demand seems to be rather better for jams, jellies and marmalades than is usual at this time of the year. There is a small sorting-up demand

for peaches, raspberries and strawberries. The movement in salmon continues good, and prices are steady and unchanged, Northern sockeye, \$1.25 to \$1.30 and Fraser River sockeye, \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes, \$1.05 to \$1.15, according to quality. Pink salmon, 95 to \$1 a doz.

COFFEE.

The coffee market during the past week has continued to tend upwards in spite of the heavy receipts. At the time of writing, however, a rather easier feeling has developed, due to cable advices reporting rain in Brazil. On the local market there is very little business being done, on account of the high prices that are ruling in sympathy with the outside market. Prices locally are rather firmer. We quote Rio coffee as follows: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

SYRUPS AND MOLASSES.

The demand for both syrups and molasses continues fair for this time of the year.

See pages 55 and 56 for Toronto, Montreal, and St. John prices current.

Advices from New Orleans report moderate arrivals of new crop molasses, and it is expected that within a few days the crops will be moving freely. Ruling prices for syrups, locally, are 30 to 35c. per gallon; New Orleans molasses, 25 to 28c.; Barbados, 36 to 39c.

RICE AND TAPIOCA.

There has been no change in the situation since last week, the demand still being only fair. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; Tapioca, 4¼ to 4½c. per lb.

SUGAR.

On Monday the price of refined sugar was reduced 10c. per 100 lb. in the United States. The Montreal refineries in sympathy with this decline marked their figures down 10c. on all grades of white sugars. The Acadia refinery made no change as its prices were already 15c. below the output of the latter refineries. The price of granulated in Montreal is now on the basis of \$4.10. The reduction has had no effect on the demand, which is still light. In London the raw market, at the

time of writing, is firm and ¼d. dearer on beet sugar, with cane dull and unchanged. The meltings of sugar in the United States last week were 30,000 tons, 3,786 tons in excess of the receipts. The total stock of sugar in the four United States ports at the end of last week was 176,613 tons, against 180,399 tons the same week a year ago. The demand for refined sugar in the United States is dull, being only of a hand-to-mouth character.

CANDIED PEELS.

There is a little business being done, and prices are unchanged. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c. per lb.

TEAS.

The position of the tea market continues satisfactory. Mail advices from London, under date of November 1, say that the tendency of the market for Indian teas continues in an upward direction. Teas for price were still attracting the most attention, although other grades participated in the competition noticeable through the auction. The advices state, in regard to Ceylon tea, that the better tone noticed during the two previous weeks had been further emphasized, teas for price being about ¼d. dearer. A cable advice received in Toronto this week indicates that the tendency on the London market is still upward. It appears that no teas of Ceylon growth are obtainable in London under 6¼d. On the local market there is a little doing and stocks are getting pretty well cleaned up in Indian and Ceylon descriptions. Advices from Japan indicate that teas there are still firm and that prices quoted a week or two ago would not now be entertained.

NUTS.

New season's almonds and filberts, ex ss. Bellona, are on this market, and some business is being done. The ruling prices are as follows: Filberts, 9 to 9½c.; Tarragona almonds, 11½c.; Formegetta almonds, 10½c. These prices, it will be noted, are cheaper than last year. Shipments of walnuts from all countries have been subject to delays on account of the wet weather, and the advices say that the quality and color have suffered considerably. Grenoble walnuts were shipped from Havre on November 8 ex ss. Verdande.

SPICES.

Advices to hand from Jamaica state that the crop of pimento is about one-third

shorter than last year, and prices are from 5 to 6s. higher than they were a month or two ago. On the local market a fair trade is being done in seasonable lines of spices.

FOREIGN DRIED FRUITS.

CURRANTS—Cables received this week from Patras indicate a firmer market there, and one cable reports an advance of 6d. Currants ex ss. Bellona, the second direct boat, are now in the hands of the wholesale trade here, and our quotations are slightly lower in consequence. The demand is fair. We quote: Filiatras, 5½ to 6½c.; Patras, 6½ to 7c.; Vostizzas, 7½ to 8½c.

VALENCIA RAISINS—The position of the Valencia raisin market continues strong in Spain. A cable received on Saturday last quoted an advance of 1s 6d. On Wednesday another cable reported as follows: "Market is now rapidly advancing and the indications are that there will be a still further advance." Quotations now being received from Spain are 4 to 5s. higher than they were a month ago. Local wholesalers are quoting as follows for present delivery: Fine off-stalk, 5¾ to 6c.; selected, 6½c. For later delivery ruling quotations are: Fine off stalk, 5 to 5½c.; selected, 5¾ to 6¼c. according to brand.

FIGS—The local market is somewhat demoralized in tapnet figs. This is due to the large importations and the evident desire of the trade to unload as soon as possible, although some hold that some of the houses are really making quotations before they have ascertained the actual cost of their goods, as on some of the shipments there have been rather heavy shrinkages in weights. The ruling price to the retail trade in tapnet figs is 3c., although some houses are quoting as low as 2¾c., which is about the cost price of the goods. Naturals are quoted at 3¾c. The demand for both tapnet and natural figs is brisk, and more so than is usual.

PRUNES—The demand for prunes continues good, and better than is usual at this time of the year. The price of prunes in California is holding fairly steady in spite of the fact that the association no longer exists. Owing to the high price and scarcity of green fruits a heavy trade is expected this season in prunes. We quote new Californian prunes as follows: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40 50's, 8¾ to 10c. French, 100's, 3½ to 4c.

DATES—The demand for dates is not yet good. New dates are quoted as follows: Hallowees, 4½ to 4¾c.; Sairs, 4¼ to 4½c.

CALIFORNIAN EVAPORATED FRUITS—Business in this line is still of a limited nature on account of the high prices ruling. We quote in 25-lb. boxes as follows:

Apricots, 13 to 16c.; peaches, 11 to 13c. per lb.

GREEN FRUITS.

Apples are quieter than they were last week. Choice lots are wanted, as the greater majority of those on the market are of inferior quality. The prices are unchanged at \$4.50, and they seem to have reached their limit. The season for quinces and Canadian grapes is about over and pears will soon be a thing of the past, as few are being received. Cranberries are selling well and the prices remain firm, both for Canadian and United States products. Malaga grapes are plentiful. Californian lemons are being received in large quantities and the quality has never been better. Pineapples are very scarce. There is a shipment due here at the end of the week, when prices will probably be from 23 to 25c. each in cases. We quote: Apples, \$2.50 to \$4.50 per bbl.; pears, 30 to 40c. per basket; Canadian grapes, 30 to 35c. per 10 lb. basket; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Malaga grapes \$6 to \$7; Jamaica oranges, \$5 per bbl., or \$3.50 to \$4 per box; Cape Cod cranberries, \$8 to \$8.75 per bbl., and \$2.75 to \$3 per case; Ontario cranberries, \$5 to \$7 per bbl. Pineapples will probably sell at 23 to 25c. each by the case,

VEGETABLES.

More lettuce is wanted and in some cases is sold for as high as 50c. per doz. bunches. Watercress, mint and parsley are 5 to 10c. per bunch higher. Cauliflowers are in good demand, but they are becoming hard to get and the price for them is higher in tone. Celery for choice lots brings the topmost prices. Hubbard squashes and citrons are scarce. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 25 to 30c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c. cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 50 to 70c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 10 to 20c. each; pumpkins, 10 to 25c. each; citrons, 10 to 15c. each.

COUNTRY PRODUCE.

EGGS—The egg market is in good healthy condition. The receipts are light, but there has been no change in prices. Dealers receive as much as 19c. and 20c. per doz. for good new laid eggs. Fresh gathered sell at from 17c. to 18c. Cold stored, 16c. to 17c.

BEANS—The season for this article has not fully started yet. The market is quiet and prices remain unchanged. Choice hand-

picked pea beans are worth \$1.70 to \$1.75, and unpicked, \$1.50 to \$1.60.

HONEY—The market is featureless, the demand being about equal to the supply. There is no change in prices. We quote: Clover, 10c.; in combs, \$2 to \$3 per doz.

DRIED APPLES—The market in this line is steady. The demand is improving as the season is just opening up. Evaporated apples are selling at 9c. in car lots and 9½ to 10c. for cases. Dried apples are worth 6c.

POTATOES—There is a steady demand for potatoes. The supply is good, but there seems to be a great deal of inferior quality on the market. In car lots, on the track, potatoes are worth 50c. per bag, and sell from 60 to 65c. per bag for good stock.

BUTTER AND CHEESE.

BUTTER—The amount of butter received has been large, but choice pound prints are wanted. Good butter is in brisk demand, but the second-grade butter is hard to move. The quality of the receipts of the tub butter has improved. The market is rather weak for butter and prices for choice rolls is lowered, the top price for this article now being 16c. per lb. Most of the tubs that are now coming in sell at 12c. per lb. and are suitable for bakers only. Extra choice prints of dairy butter bring as high as 18c.; choice rolls, from 15 to 16c. per lb.; choice butter in tubs, 14 to 15c.; medium tubs vary from 12 to 14c. Creamery prints are in good demand, and sell at 20c.; creamery solids, 19 to 19½c.

CHEESE—The cheese market is quiet. There is a good supply and the English consumers seem to have reached their limit of cheese consumption. Hence the market here is well supplied. There is a steady demand at 9¼ to 9¾c.

POULTRY AND GAME.

DRESSED POULTRY—The supply of dressed poultry during the past week has been poor, notwithstanding the favorable weather. Turkeys are now bringing as high as 9½c. Prices in other lines are steady. We quote as follows: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6c. per lb.; turkeys, 9 to 9½c.

LIVE POULTRY—The receipts of live poultry this week have greatly fallen off, owing to the wet weather and the proximity of Christmas. A large quantity of extra fine fowl is expected next week for a shipment to Great Britain for the Christmas market. Fat chickens of 2 lb. weight are in greater demand as broilers than those of heavier weight, both in the American and British markets. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live

Toronto Commission Houses.

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Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

Quote us if you have anything to offer. Ask for our prices when requiring fruit.

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POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

To
GROCCERS
IN SMALL TOWNS.

If you trade any of your goods to the farmers for Produce, you can get **CASH** for all your live chickens

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The Canadian Produce Co., TORONTO.

Butter Cheese
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Highest Prices. Prompt Returns.

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68 Front Street East, Toronto.

The Jones, Marshall, Rutherford Co.

Limited,
Exporters and Dealers in
Butter, Cheese and Eggs
27 William St., MONTREAL, QUE.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

GAME—Larger quantities of game have been received this week than last. Teal and butterballs are 5c. lower in lots. Otherwise the price is unchanged. The demand is very good this week. We quote as follows: Teal and butterballs, 20 to 25c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

FISH.

There is a good demand for both fresh and prepared fish this week. Oysters are selling well. Digby herring are more in demand and a large shipment has been received of this season's catch. The price of this article has lowered 15c. per bundle. Finnan haddie is quiet. We quote: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, 75c. to \$1; finnan haddie, 6½ to 7c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—No change in prices. Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—Owing to the high prices in Chicago Manitoba hard is now selling at 84c., grinding in transit, or 82c. Toronto and West; which is an advance of 1c. over last week. Buyers have advanced the price for red and white to 72c. for extra good samples. Goose wheat is 2c.; oats, 3c., and rye, 2c. higher. Receipts of wheat at the local market here are light. We quote: White and red wheat, 64 to 72c. goose, 66 to 66½c.; oats, new, 43 to 44½c.; rye, 55c.; barley, 50 to 59½c.; peas, 70 to 71½c.

FLOUR—There is a good demand in this line. Manitoba bakers' and Ontario patents have advanced 5c. Straight roller is from 10 to 25c. lower. Hungarian patents are unchanged. We quote as follows: Ontario patents, in bags, \$3.50 to \$3.60; Hungarian patents, \$4; Manitoba bakers', \$3.75; straight roller, \$3.00 to \$3.15 per bag in Toronto.

BREAKFAST FOODS—The demand from the Lower Provinces for oatmeal and rolled oats is steadily improving and prices for oatmeal have advanced 65c. in carlots; standard and rolled oats are 25c. higher. Some oatmeal and rolled oats have been exported to Great Britain where the prices are high. Oatmeal in carlots on track here, \$5.25; standard and rolled oats in carlots on track here, \$4.75; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas, \$4.50; pot barley, \$4.50.

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The AMERICAN TOBACCO CO.

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CUT TOBACCO

OLD CHUM.
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E. NICHOLSON

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115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

HIDES, SKINS AND WOOL.

The market is steady and the movement is normal in hides, skins and wool. A better quality of sheepskins are coming in. Deerskins are very few in number, and the receipts so far have been very light. Prices in all lines are unchanged.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.; deerskins, 12½c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

SEEDS.

The offerings in red clover continue large. The offerings in alsike still continue moderate. There is very little offering in timothy. We quote as follows: Red clover, \$4.50 to \$4.80 per bush. for good, choice quality at outside points. Alsike brings from \$6 to \$7.25 for extra choice seed, but the poorer qualities are quoted lower. Timothy remains at \$2 to \$2.25.

MARKET NOTES.

All white sugars are 10c. lower.

Currants are cabled 6d. dearer.

Quinces are no longer on the market.

Dealers are complaining that venison is not being received in such large quantities as it was last year.

The quality of 1-lb. prints of butter is a cause of complaint and good prints are very much desired.

The season for Canadian grapes is about over, as only a small quantity have been received this week.

The quality of the lemons that have recently been received from California has never been better.

A large shipment of live poultry is to be made to Great Britain next week for the Christmas market there.

Dealers expect that there will be a great demand for prunes this year, owing to the failure of the Canadian fruit crop.

The receipts of game still continue too large, although, on the other hand, the receipts of dressed poultry have fallen off.

A cargo of oatmeal and rolled oats has been shipped to Great Britain, where the prices for this line have slightly improved.

Valencia raisins advanced 1s. 6d. in Denia on Saturday, and a cable received since then reports the market firm and advancing.

From latest reports the crop of oranges and lemons has been good all over the world, and dealers expect that prices will be low this winter.

Poultry dealers prefer 2-lb. chickens to those of larger weight, as there is a greater demand in both the British and United States markets for them than for those heavier.

QUEBEC MARKETS.

Montreal, November 14, 1901.

GROCERIES.

THE arrival of the Bellona has led to a good deal of shipping out of the wholesale grocery establishments this week. Although retailers have secured most of their fruit stocks off the Escalona, yet many waited for the Bellona shipments. This last vessel also brought Tarragona almonds, filberts, currants in 1-lb. packages, and wines from Cadiz and Tarragona, all of which are being placed in retailers' hands this week. Fruits are in a particularly healthy condition; no one has overstocked this year, and, indeed, wholesalers are beginning to find that they are understocked. Tapnet figs are decidedly scarce this week and most houses have cleared the boards of these goods. Prunes are in fair request, and Malaga raisins, and have sold exceedingly well. Even new peels are now in light supply. Seeded raisins seem to be the only active Californian raisin. Indeed, muscatels are not being offered. Valencia raisins are the slowest line in the fruit market, yet they are having a fair sale. The feature of the week has been another decline of 10c. in granulated sugar; yellows remain unchanged. There has been quite a lot of Acadian sugar sold here within the past two weeks. Teas remain very firm on all grades and the low grades are now much higher in all hands. The only interesting feature in canned goods is an advance in blueberries which are now worth 95c. Lard and pork are lower. Skinless dressed cod and green cod are both higher. The spice mills say they have not been so busy in years. Cereals and coarse grains are scarcer and higher.

SUGAR.

On Tuesday the local refiners followed in New York's wake and reduced the price of all white sugars by 10c. per 100 lb. Yellows remain unchanged. Prices are now \$4.10 for granulated and \$3.35 to \$4.10 for yellows per 100 lb. As yet the Acadian refinery has not altered its quotations. There has been a large quantity of Acadian sugar sold during the past two weeks. Every indication would point to a continued low era in sugar owing to the increase in the production of both beet and cane. It is expected that the United States will, in a few years, be entirely independent of European supply. This week there has been a firmer feeling in sugar, London advancing to 7s. 3¼d., but there seems to be no hope of any great reaction from the present low figures.

TEAS.

Teas continue to show that strength that has characterized the market during the past few weeks. Indeed, a real scarcity has developed within the past few days and there are buyers on the street looking for samples. One dealer expressed himself thus: "For some time we have cried 'wolf, wolf,' and no wolf has come; but from all appearances we are soon to see that stringency that we have been predicting for a long time. Stocks in the city are abnormally light in almost every line of tea; that I am fully aware of. Country dealers have an exceedingly light supply and I expect to see the better demand which has sprung

up for tea continue for some time to come. The United States are also strong buyers in our market. Last year when we looked for an active trade in tea we did not reckon on the large stocks of old tea that were being held; these have all been cleared out now and I feel that the market must be strong for months to come. No consignments of Ceylon tea are coming forward from London or Ceylon and we can safely argue that blacks will continue to hold their present values."

Young Hyson points and gunpowders remain quite firm and sifted Hysons are fully 3c. higher than last year. Pealeafs that sold last year at 17½c. are now worth 18½ to 19c. Japan has no more teas to offer. Nearly all the Japans and greens that are still to come forward have been sold in advance.

SYRUPS.

Syrups continue to be shipped in large quantities at unchanged prices. We quote: 3¼c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

MOLASSES.

There is a fair movement reported in molasses, but as yet the total amount of business in this line is not great. The price is still 28 and 29c.

CANNED GOODS.

Some weeks ago we reported a scarcity of blueberries and mentioned that one leading house was sold out. This same firm has replenished its stock this week but has raised its price from 87½ to 95c. to \$1. Otherwise, prices are without change. Tomatoes are moving slowly at 85 to 87½c. for new western goods. New corn is worth 80c. and peas, 80 to 85c., but we understand that there are houses offering last year's corn and peas as low as 75 to 77½c.

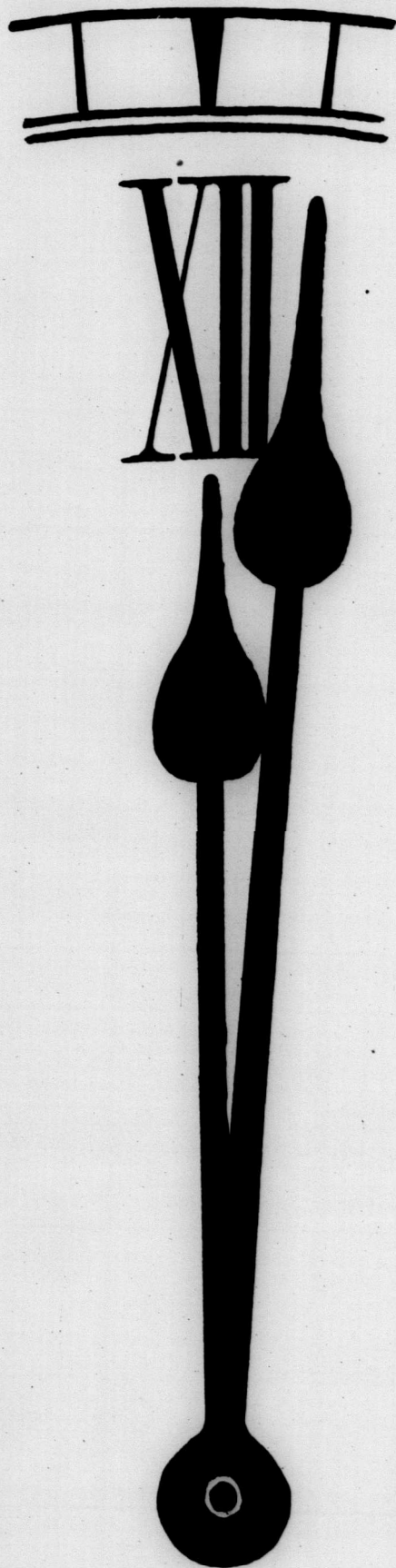
Canned salmon is now pretty well all delivered and consequently the country demand is rather slow. The price is unchanged at \$5 to \$5.60 for Fraser river sockeye and \$4.80 to \$5 for Rivers Inlet. Gallon apples remain very high, old goods being worth \$2.50 to \$2.75. But few transactions have occurred in new goods. Kipperred herring is strong and there are dealers 5c. higher this week than last.

SPICES.

The feature of the market is the strength shown by ginger. Prices have been so low that production has fallen off and it is even said that Africa will have to import some this year. Jamaica ginger is, of course, much lower than it was a year and a half ago, but Cochin, rice ginger and Japan are all about 2c. higher in primary markets than they were two months ago. Cochin has slightly appreciated on this market. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 16 to 20c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 22 to 25c.

COFFEE.

The coffee market remains quite firm and decidedly active. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.



One Minute of Your Time

and a post card will put you in communication with us, if you want a quotation on advertising space large or small.

So many houses are using THE GROCER with good results that we give a few extracts from recent letters received :

"We find that our advertisement in THE GROCER pays us very well, and if everything in the future is as satisfactory as it is at present we will not be without it."

"We have had very good returns from our ads. in your paper, a good many of our orders reading, 'We have seen your goods advertised in THE CANADIAN GROCER.'"

"Have had splendid results from what advertising we have done with you."

The Canadian Grocer

MONTREAL and TORONTO.

RICE AND TAPIOCA.

No change has taken place this week. The demand is fair and the market healthy. We quote in combine district: B rice in bags, \$3.10; in ½ bags, \$3.15; in quarter bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3¼ to 3½c.

FOREIGN DRIED FRUITS.

VALENCIA RAISINS — The Valencia raisin market is steady and unchanged at 16s. 6d. to 17s. for fine off-stalk. Locally, the demand is not active, in comparison with that for other fruits. Finest off-stalk is worth 5½c. per lb.; selected, 6 to 6½c. and layers, 6¼ to 6¾c.

CURRENTS — Stocks are already getting rather low and inquiries in regard to more importations are being received by the brokers. The Bellona unloaded a small shipment this week. Prices are held firmly. Finest Filiatras are worth 5½c. in half cases; 1-lb. cartons, 8c. and finest Vostizzas, 7¼ to 8c.

PEELS — Importations have been light and stocks are now quite light. Lemon is worth 9½ to 10c.; orange, 10 to 10½c. and citron, 11c.

There has been a very active demand for Oregon prunes, but Californian prunes are enjoying only a fair sale. The market is quite firm. Californians are worth 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7¼c. for 70-80's, 6c. for 80-90's, 6¼c. for 90-100's.

MALAGA RAISINS — There has been a very active demand for Malaga raisins; in fact, repeat orders are being cabled. We quote: London layers, \$1.50; "Connoisseur Clusters," \$2.00 to \$2.10; 1's, 65 to 70c.; "Royal Buckingham Clusters," \$3.10 to \$3.15; 1's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; 1's, \$1.30 to \$1.40.

SULTANA RAISINS — Good, sound Sultana raisins are worth 9 to 10½c.

DATES — The last auction sale in New York showed a slight reduction in values. Hallowees are selling there at 3½c. and 2½c. for Sairs. Here, Hallowees are worth 4½c.

FIGS — There has been a good trade doing in figs, particularly Comadre figs. This week there are hardly any to be found in the trade. The general quotation is 3½ to 3¾c.

NUTS

Grenoble walnuts, filberts and almonds are all in stock this week and are being distributed. Grenoble walnuts are worth 10½c. for immediate delivery, 10c. for December; shelled walnuts, 16c.; Tarragona almonds, 10c.; shelled, 22 to 23c.; filberts, 8 to 8½c. in bales; pecans, 13½ to 14c.; peanuts, 6½ to 7½c.

GREEN FRUITS.

Trade is quiet. Florida oranges are now in stock and also Malaga lemons. Barrel onions are 25c. higher. We quote: Jamaica oranges, \$4.75 to \$5 per bbl.; Florida oranges, \$1.25; Verdill lemons, 300's, \$1.50 to \$5.50; 360's, \$2.50 to \$2.75 per box; Malaga lemons, 3 chests, \$6.50 to \$7.00; pineapples, 20 to 30c.; Canadian apples, \$3.00 to \$5.00 per bbl.; Californian plums, \$2.00 per box; limes, \$1.50 per box; cocoanuts, \$3.50 per bag

of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.00 to \$1.50; Canadian pears (baskets), 40 to 60c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$6.50 to \$7.75 per bbl.; barrel onions, \$2.75; new dates, 4½c. per lb.; chestnuts, 10 to 11c.

FISH.

Codfish is higher again this week. A dealer who tried to get some in Quebec this week found that there were no available supplies there. Prices are 25 to 50c. higher this week. Dressed skinless cod is also advanced about 25c. per 100-lb. case. We quote as follows: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 3¼c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.75 per bbl.; No. 2 green codfish, \$1.75 per bbl.; No. 1 dressed or skinless cod, 100 lb. case, \$1.75 to \$1.85; dried codfish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20 lb. boxes, 5½c. per lb.; loose boneless cod, 40-lb. boxes, 4¼c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, \$6 per ½ bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian ¼ sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

FLOUR AND GRAIN.

FLOUR — The market is firm in sympathy with the late advance in the price of wheat. Spring patents are worth \$3.95 to \$4.10; winter patents, \$3.65 to \$3.95; straight roller, \$3.30 to \$3.40; strong bakers', \$3.60 to \$3.80.

GRAIN — We quote: Manitoba, No. 1, hard, 77½ to 78c. afloat November; peas, 81c.; rye, 56 to 56½c.; No. 2 barley, 53½ to 54c.; oats, 46 to 46½c.; buckwheat, 56½ to 57c.; corn, 63 to 64c.

OATMEAL — The market is firm and values are gradually stiffening in sympathy with the advance in the price of oats. Some of the leading western millers refuse to take less than \$4.90 per carload here. Sales have occurred at \$4.70, however. Wholesalers ask \$5.10 to \$5.20 in wood and \$2.50 to \$2.55 in bags.

POT BARLEY — Pot barley in carlots is worth \$2 in bags and \$4.20 in barrels.

FEED — The market is firm and supplies are scarce. We quote: Bran, \$17 to \$17.50 in carlots. Shorts are scarce and worth \$19 to \$20 in carlots. Mouillie, \$20 to \$26.50.

BALED HAY — There is a continued demand for export and the market keeps firm. No. 1 timothy is worth \$9.50 to \$10. No. 2, \$8 to \$9; clover mixture, \$7.50 to \$8; clover, \$7 to \$7.50.

LIQUORS.

SCOTCH WHISKIES.

	Per case of quarts.
Roderick Dhu	\$9 50 less 3 p.c. 30 days
Usher's O.V.G. Special Reserve 10 50	" " " "
Usher's G.O.H.	13 00 " " " "
Gaelic, Old Smuggler.....	9 75 " " " "
Greer's O.V.H.	9 50 " " " "
Old Mull	9 75 " " " "
Sheriff's One Star	10 25 " " " "
" V.O.	10 50 " " " "
Kilmarnoch	9 75 " " " "
Doctor's Special	10 00 " " " "
House of Lords	10 75 " " " "
Bulloch, Lade & Co.—	
Special blend	9 25
Extra special	11 00
John Dewar & Sons—	
Extra special	9 50
Special liqueur	12 25
Extra "	16 50
James Ainslie & Co.—	
Highland Dew	6 75
Glen Lion, extra special	12 50
J. Brown & Co.—	
Duke of Cambridge	12 00
Mitchell's—	
Heather Dew	7 00
Special Reserve	9 00
Mullmore	6 50
W. Teaches & Sons—	
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.	

CANADIAN WHISKIES.

	In barrel per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons "	4 50
J. P. Wiser & Son "	4 49
J. E. Seagram "	4 49
H. Corby "	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons "	4 10
J. P. Wiser & Son "	4 09
J. E. Seagram "	4 09
H. Corby "	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

	Per Case.
Comte de Castellane—	
Cuvee Reserve... { Quarts.....	\$12 50
{ Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 50
Pommery—	
Sec and Extra Sec.....	Quarts. Pints.
	\$28 00 \$30 00
Mumms—	
Extra Sec.....	28 00 30 00
Moet & Chandon—	
White Seal.....	28 00 30 00
Brut Imperial	31 00 33 00
Perrier-Jouet—	
Brut	28 00 30 00
Reserve Dry	28 00 30 00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles.....	\$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45

P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney, " 12 "	2 50
Draught—	Per Gal.
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves	3 05
De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " "	6 00
Red, " "	11 50
White, " "	4 00
Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases.....	10 25
Green "	4 85
Poney"	2 60
Melcher's—	
Infantes (4 doz).....	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green "	5 50
Red "	10 25
Honeysuckle, small.....	7 90
" large	15 25

COUNTRY PRODUCE.

EGGS — The market for fresh eggs keeps very firm. Dealers are selling new laid at 21c. and pickled at 16c. Fresh western sell as they arrive at 18c.

HONEY — There is a fair demand for choice white clover honey in comb which is worth 13 to 14c. to the trade. Extracted is quoted at 9½c.

POTATOES — The market is easier on account of heavier receipts. Early Rose and Hebrons are worth 65c. per bag while less desirable lots have sold at 59 to 60c. in carlots.

BEANS — Beans are somewhat weaker and wholesalers are offering white beans at \$1.55 to \$1.65 per bushel.

ASHES — The market is firm under a good demand. First pots, \$4.35 to \$4.40. Second pots are nominal at \$4.

CHEESE AND BUTTER.

CHEESE — There have been no signs of any activity in the market since our last report, buyers on the other side being under the impression that stocks here are very heavy. But we believe that a mistake is being made and that some day there will be a bull movement as soon as the available supplies are truly estimated. Finest western is worth 9½c. and finest eastern, 8½c.

BUTTER — Last week's decline has been followed by further reductions. October creamery is worth 21½c., dealers paying 20c. Western creamery is worth 19½ to 20½c.

MONTREAL NOTES.

Green cod is up to \$6.

Sisal rope is ½c. higher.

Bluestone is now worth 5½ to 6½c.

New evaporated apples are worth 10 to 10½c.

Spanish loose muscatels, just in, are worth 7¼ to 7½c.

Rolled oats are higher, wholesalers asking \$5.10 to \$5.20 in wood.

Comadre figs are scarce and about 10,000 tapanets have been sold in this city.

Lard is 1c. per lb. lower; now worth \$2.25 per pail. Some brands of com. pound are also lower.

Coal oil has declined ½c. this week. "Silver Star" now being worth 15½c. and "Standard Acme, 18½c.

33⅓ % is your profit

ON **Clark's Concentrated Soups.**

Handsome Labels = 13 Varieties.

Retail price 10c. per tin.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

W. A. CARSON

J. ERLE CALDWELL

Belleville Pottery Co.

SUCCESSORS
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

A NEW COMPANY.

The Canadian branch of E. W. Gillett's business, with headquarters in Toronto, is shortly to be incorporated and a portion of the stock placed with the grocery trade. The attention of merchants is directed to the advertisement on page 34a of this issue. As our readers know, there is no more reliable business concern in business in Canada than the one generally known as the Royal Yeast Company. All goods for the Canadian and European markets are manufactured in their fine, up-to-date factory in Toronto.

FIRE AT PUGWASH, N.S.

Pugwash, N.S., was visited by a disastrous fire which almost wiped it out on Sunday evening last, November 10. The

amount of the loss totals nearly \$50,000, with insurance for about one-third of that amount. The fire was discovered in Elliott's block. Amongst those burned out we regret to note the general stores of Elliott & Co., \$7,000 to \$8,000; Alex. Hollas, about \$5,000, and that of W. P. Stevens with a loss of probably \$400. Also Alex. McAuley and Wm. McLeod, butchers, had their properties destroyed, the former losing about \$150, and the latter \$1,500.

PERSONAL MENTION.

Mr. Robert McKay, manager of the Blue Ribbon Tea Co., Toronto, has returned from an extensive tour in Colorado and Southern California.

R. H. Smith, Hampton, N.B., intends laying in a heavy stock as soon as the addition to his general store is completed.

WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations

COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.**S. H. EWING & SONS, 96 King St., MONTREAL****NEW BRUNSWICK MARKETS.****OFFICE OF THE CANADIAN GROCER.**

St. John, N.B., November 11, 1901.

THE winter port business has commenced. The city, and particularly the Canadian Pacific Railway, have made every effort to make it the largest and most successful season we have yet had. The terminal facilities have been much increased. The number of sailings so far arranged for are large. We note with appreciation that the mistake of having horses shipped to Africa via Portland has been rectified and that they will go via St. John. We trust that Ontario importers will see that all their goods are ordered via St. John. The shipments of hay to Africa via St. John continue, there being one or more steamers continuously loading.

OILS—In burning oil there is no change in price; shipments continue large. Canadian oil is not pushed to the same extent as when there was a separate company. Paint oils are very firm and stocks are not large. There is a fair demand. Turpentine is higher. There is quite a steady sale here for benzine. In lubricating oils, while there is limited business, prices remain quite firm. In cod oil the season of receipts is about over. Prices continue quite high. Seal oil is also high. In candles there is no change and sales are light.

SALT—In Liverpool coarse salt prices are still quite high and stock held here is small. With the freer receipts expected, prices are likely to be lower. The demand is also quiet at this season. In Canadian salt prices are unchanged. A fairly active business is being done. We

quote as follows: Liverpool coarse, 58 to 60c.; 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. (Selected lumps.)

CANNED GOODS—New goods continue to arrive, but with this week all fall shipments will likely have been received. The market has been short of pork and beans, but supplies are to hand. Prices of vegetables are unchanged and continue close to cost. In tomatoes this would seem to be the only point where prices have not been advanced. Gallon apples are very firmly held at the advance. Our dealers hold quite full stocks. Peaches are quite a good stock and a profit is expected. Other fruit, except strawberries, are light sellers here. In meats, sale is now small. Fish are firmly held. Salmon are not a large stock. Domestic sardines are in good supply. Prices are firm. The pack is not large compared with demand. Haddies and kippered herring are both short. Clams are increasing in favor.

GREEN FRUITS—Apples are a large part of the green-fruit business at present; they are very firm for choice winter stock. Some nice apples are shown. Bishop pippins, which are favorites here, are nice this season. In oranges, Jamblicas are still the supply. Boxes and barrels are both offered; prices are unchanged. Lemons sell freely and are easy in price. In grapes, the season for Ontarios is about done. Malaga grapes sell quite freely. Quinces are done. Cranberries are still quite low and sell freely. Good Nova Scotian berries are offered. The season for sweet potatoes is about

over. Bananas may be said to sell only in a retail way.

DRIED FRUITS—There is a large business. Peels are to hand during the past week. Citron is well above last year's prices. Lemon and orange, though higher, do not show the same difference. New dates were also received last week. Prices this year are low. There is a fair sale. Figs have a steady sale at even figures. Direct shipment of Californian prunes is shortly expected. Prices, particularly of small sizes, are firm. There is little or no sale for other than the 25-lb. box. Importations of raisins are lighter than usual. Prices are easy. There are more Malaga loose than last year. Layers are not so freely bought. There is but a light supply of evaporated apples. Prices are so high sales are affected. Dried apples are higher. Prunes are firm at full figures. Nuts are now free sellers; except Brazils, which are high this season, prices are below last year.

DAIRY PRODUCE—While there is a rather better supply of butter, for good stock full figures are asked, the market being rather firmer. Eggs are higher and move freely. For strictly fresh eggs the price is high. Cheese is unchanged in price and the market is somewhat dull.

SUGAR—There is a large sale. Prices show no change from the lower figures quoted last week. Dealers take more interest in this branch of their business, as they are now sure of at least a small profit.

MOLASSES—The market at present is rather dull. Prices are unchanged. There is, however, quite a little moving in a small way. Nearly all is Porto Rico molasses.

FISH—In dry cod prices are rather higher. While there have been quite free receipts, sales are large, and stocks are

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

JAMES' "DOME" BLACK LEAD

The most popular Black Lead in the world.

WE WANT TO REMIND YOU LEST YOU FORGET THAT

The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed. Competitors admit that our **TOMATOES** are superior. **"EPIPURE" CATSUP** has no rival. **PEACHES**—Choice yellow, XX syrup, tell their own story. All other lines the best that can be produced. Packed under the **"MAPLE LEAF"**—our Trade Mark and consumers' guarantee.



TRADE MARK

Always in stock with Leading Wholesale Grocers.

Factories: DELHI and NIAGARA.

Head Office: DELHI.



The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.



"The Finest I Ever Tasted"

was the exclamation of a customer a few days ago, on tasting KENT BAKED BEANS for the first time. The Beans deserve all the praise they get. Nothing but hand picked Pea Beans and the choicest Bacon Pork combined with a proper amount of granulated sugar enter into their composition. They are as good as can be made. A "sample" Can will be mailed to you on application.

THE KENT CANNING CO., Limited, CHATHAM, ONT.

rather light. In pickled herring receipts have been quite free, but the market was quite bare and this is the season of sale. There are very few pickled fish offered except bay herring. Finnan haddies are rather lower. Receipts are quite large. Regular shipments are now going west. Smoked herring keep low. Kippered are unchanged. Dry pollock are firmer. Stocks are light. We quote: Large and medium dry cod, \$3.65 to \$3.75; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ½ bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ½ bbl.

FLOUR, FEED AND MEAL. — In flour, market is firmer. The rather higher prices in Ontarios have created quite an improved sale. Feed is scarce and the high price affects the sale. Oats are high. The P. E. I. shippers are offering very little stock. Oatmeal is again quoted higher. Buyers are unsettled. Beans are rather firmer. Cornmeal is quoted a little higher. Peas are very scarce. We quote as follows: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$3.90 to \$4; medium, \$3.60 to \$3.70; oatmeal, \$1.95 to \$5.00; cornmeal, \$3.90 to \$3.10; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.75 to \$1.80; prime, \$1.60 to \$1.70; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.60 to \$1.75; barley, \$1.25 to \$1.30; hay, \$12 to \$11.

ST. JOHN NOTES.

The popular grocers' basket is the "Red Rose" tea basket it gives with the tea.

J. A. Tilton has the appointment as representative for Harrison & Crossfield, London.

H. F. Finley has received a large shipment of Batger's peels, citron, orange and lemon, all in 7 lb. wood boxes.

Mr. Bowman, representing The N. K. Fairbank Company, called on the trade during the week, with the local agent, J. Hunter White.

We regret to report that C. & E. Mac-michael have suspended payment. There is very general sympathy and the hope that a satisfactory arrangement may be made is freely suggested.

G. T. Whelpley, the well-known and successful retail grocer, of Fredericton, was in the city this week. For over 30 years Mr. Whelpley has been in St. John every year on the 8th of November. His many friends rejoice that his health has been such as to allow this regularity.

FAILURES FOR NINE MONTHS.

There were for the first nine months of 1900 a total of 1,002 failures in Canada, with assets amounting to \$3,017,784, and liabilities of \$7,441,667, while for the same period this year the total number of failures was 1,041, with assets amounting to \$4,160,670, and liabilities amounting to \$9,346,495; the total number of failures for the first nine months of this year exceeding the number for the same period of last year by 39, and the liabilities exceeded those of the same period last year by \$1,934,828.

A PLEASANT SURPRISE.

AT the last meeting of The Baking Powder Association of Canada, held in Toronto on November 8, a beautiful illuminated address was presented to Mr. Wm. Dobie, of the E. W. Gillett Co., who formerly acted as secretary of the association. Following is copy of the address:—

To William Dobie, Esq.,

SIR, — The members of The Baking Powder Association of Canada wish you to know how greatly they appreciate the eminent services you have been able to render them as their Secretary.

Attacked by a powerful corporation, whose purpose was to destroy our business, we were in need of a leader, skillful as well as courageous, and securing you, were fortunate in securing one under whose wise generalship we were able to defeat our great enemy and to avert the threatened destruction.

Your management of the first deputation to Ottawa, and the practical way in which the matter was there, under you, presented to the Government, stamped you as a leader of men.

The excellent work you did at the great convention in Chicago, the comprehensive report of its proceedings which you presented upon your return, whereby we learned that our brother manufacturers in the United States were waging a successful war against our common foe, gave us fresh courage to continue the fight.

Your personal acquaintance and influence with the heads of the various concerns from which we purchase supplies materially assisted in obtaining the financial aid we required for the contest.

The extensive correspondence you conducted, not only with the active members of the association, but with others who, though equally interested, refused to take an active part or to join our ranks, kept us fully acquainted with the progress of events and merit our warmest praise.

We also recognize that no member of our association was as well qualified as yourself to command the attention of the Honorable the Minister of Inland Revenue; that to the tact, earnestness and courage with which you presented this complicated matter to him is due the satisfactory solution of the baking-powder problem.

We therefore ask you to accept this expression of our gratitude for the work you have done, for the industry, skill, courage and courtesy you have shown, and for the satisfactory results which under your guidance have been obtained.

Signed on behalf of The Baking Powder Association of Canada.

WM GORMAN,

President.

R. M. FULLERTON,

Vice-President.

Mr. Dobie, who was taken by surprise, fittingly acknowledged the kindness of his confreres.

A ST. JOHN'S FAILURE.

A meeting of the creditors of Puddington & Merritt, wholesale grocers, St. John, N.B., was held on October 5, at which was submitted a statement showing their liabilities to be over \$98,000, of which \$59,000 is to Merritt Bros. & Co., and the assets to be \$10,000, against which are preference claims for rent, etc., amounting to over \$1,000.

Include with first order from wholesale grocer a trial lot of

H AND H
TRADE MARK

the unequalled cleaner. Steady growth, reasonable, well advertised, and have letters daily from consumers.
34 Yonge Street, Toronto.

POULTRY

In big demand. Choice dry picked bring good prices.

APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.
Wholesale Produce and Commission Merchant.

"Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,
KINGVILLE.

LEMONS

Car fancy bright Californias just to hand. The only lemon at present for fine trade.

Malaga Grapes Sweet Potatoes
Oranges

Write for weekly price list which explains fully.

WHITE & CO.

Commission Merchants, TORONTO.

Toronto Fruit Merchants.

MALAGA GRAPES

We have a full stock of fancy stock and heavy kegs.

Send for Sample Keg.

Our **NEW FIGS** are extra Fancy, in 1-lb., 10-lb., 20-lb. and 40-lb. boxes.

MAIL ORDERS OUR SPECIALTY.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

SPECIAL.

Our New Warehouse, Cor. Church and King Streets, gives us the most central position for handling

Poultry, Butter, Eggs.

GIVE US YOUR SHIPMENTS.

CLEMES BROS.,

FRUIT AND PRODUCE,

TORONTO.

SEND IN YOUR ORDER.

If our traveller is not around when you want **Paper, Paper Bags, Butter Plates** or anything in our line, send in your order to us by mail. You can rely on our prices being right, and we are prompt shippers.

DOUGLAS & RATCLIFF

34 Church Street, - - - - - TORONTO.


RICH TRAVELLER!!

Who ever heard of such a thing?

Christie, Brown & Co., Limited, makes them.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.
—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.
—Good to eat and good to drink; palatable, nutritious, and healthful.

TRADE-MARK.

WALTER BAKER & CO. Ltd.
ESTABLISHED 1780.
DORCHESTER, MASS.
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.


The Grocer

B.

S.

Retailers are not in business for the mere good of their health—**PROFITS** are what they want. Bee Starch gives a good percentage, and being positively unsurpassed it is safe for a grocer to push it.

In many localities Bee Starch has displaced all others.



BEE STARCH CO., Montreal.

OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,
89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.
Wholesalers and jobbers

Established 1879. Branch, 63 Colborne St., TORONTO

“Sarnia” OIL
LAMP

Equal to best American Oil. GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

MANITOBA MARKETS.

Winnipeg, November 11, 1901.

SATURDAY week was one of the most charming days on record, and enthusiastic wheelmen and women cherished the idea that on the first Sunday in November, 1901, they would make record wheeling trips in the country as a wind up for the season. But alas for their plans! When Winnipeg awoke November 2, it was to find the ground wrapped in a comfortable mantle of the beautiful. Sunday, Monday, and Tuesday were very cold, but by Wednesday the weather again moderated, and as the snow was very dry, the threshing has not been interfered with. The fall of snow and the colder weather proved a great stimulus to trade in many lines, and the volume of business for the week is large. Collections are improving, and the amount of paper promptly met on November 4 was gratifying, and even somewhat surprising. Few changes in price have occurred during the week, and markets are, in most cases, very firm.

WHEAT—The amount of wheat moved this week has been enormous. The market has been considerably more active, and prices have advanced about 2c. per bushel all round. Demand is heavy, and prices are unchanged in all grades. We quote: Lake of the Woods Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.25; Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25.

CEREALS—The price of rolled oats has again advanced 10c. per sack in sympathy with the advance in oats. Quotations are at present: Rolled oats in 80 lb. sacks, \$2.40; 40 lb. sacks, \$1.22½; 20-lb. sacks, 62½c.; 10 8 lb. sacks, \$2.80; granulated and standard, \$2.90 per 98 lb.; rolled wheat, \$2.25 per 80 lb.; pot barley, \$2.25, and pearl barley, \$3.30. Prices in these are likely to advance in a few days. Split peas and cornmeal are in limited demand and without change in price.

SUGARS—The decline of last week has been maintained and present quotations are: Standard granulated, \$4.90; extra ground, in bbl., \$5.40, in boxes \$5.65; powdered, in bbl., \$5.25, in boxes, \$5.50; Paris lump, in bbl., \$5.50; in ½-bbl., \$5.60, in boxes of 100 lb. \$5.50, in boxes of 50 lb. \$5.60; yellows, \$4.90.

COFFEE—Market is firm and high, although latest market reports show a decline of ¾c. from the highest point touched during the week. Nos. 5 and 6 Rios are 9 to 9½c.; No. 6, 9½ to 10c. Mochas are, if anything, a shade easier. Strictly fancy Aden Mocha, 25c.; fancy interior Java, 32½c.

CANNED GOODS—A very good trade is being done in all lines. After strictly comparing quotations from various houses, the following is submitted as a fairly accurate list of present prices: Fruits—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, Boulter's, this season's pack, \$2.20; other brands, \$1.90; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2 lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

EVAPORATED AND DRIED FRUITS—This market shows no material change. The quality of currants arriving is very fine. Prices in this line are holding firm at last week's price of 7½c. Muscatel raisins are a fine sample at 7 to 8c., according to the number of crowns. Valencia, fine off stalk, \$2.05 to \$2.10; do layers, \$2.30 to \$2.35; dates, 7½c. Apricots are very firm at 12½ to 13½c., according to quality; peaches, unpeeled, 10½c.; do, peeled, 10c. Evaporated apples are offering freely at 11c.

GREEN FRUITS—Everything now is down to a winter basis, and fruit houses present a very cleared up appearance to what they did three weeks ago, when the rush of grapes was on. Prices are without change in almost all lines. Snow apples are practically cleared up for this season. Good winter apples of almost any variety sell at \$5.50; American red apples, \$5; Malaga grapes, \$8 per keg; Cape Cod cranberries, \$9 per bbl.; sweet potatoes, \$5.50.

CHEESE—Jobbers' selling price on this market is 10 to 10½c. with very fair demand.

BUTTER—The feature of this week's market is the demand for creamery bricks at 22c.

NOTES.

F. J. C. Cox, secretary of the Northwest Commercial Travellers' Association, has been appointed secretary-treasurer for the Manitoba Building Society.

R. J. Smardon, of the Columbia Packing Co., Vancouver, B.C., was in the city this week and has been very successful in arranging for large shipments of coho, qualla, halibut and sea trout put up according to a certain method. The fish is frozen

solid, and is then dipped in a solution which gives it a complete coating of ice. Each fish is wrapped in paper and packed in a case.

DIVIDEND OF ACADIA REFINERY.

The balance sheet of the Acadia Sugar Refinery Company, Limited, for the year ending September 30, 1901, has been submitted by the directors. The report says: "The directors have pleasure in informing the shareholders that, after providing for depreciation and writing off the balance for new plant at Richmond and Woodside Refineries, the net profit, including \$9,228.02 brought forward from last year, was \$127,749.66."

On June 1, 1901, an interim dividend amounting to \$40,880, being 3 per cent. on the preference shares, was paid.

The directors recommend to the shareholders that a further dividend of 6 per cent. on the preference shares be paid on December 20, which will amount to \$81,760, and that the balance of \$5,109.68 be carried forward.

WANTED

Dried, Evaporated and Green Apples; also Butter, Eggs, Poultry, Game, Beans, Honey, Onions and Potatoes in car lots.

If you have anything in Produce, Provisions, Canned Goods I would like a chance to sell them. Correspondence Solicited. Address

GEO. A. BOOTH, Box 308, Trenton, Ont.
Also Office at Fruit and Produce Exchange, Ottawa.

APPLES POULTRY POTATOES

and all other produce bought and sold on commission.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE & STRONACH,
23 Church St., TORONTO.

It's not like pie,

It's healthy

N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

Nicholson & Brock
TORONTO.

(A Sample Free)

THE EARLY-CLOSING QUESTION IN TORONTO.

Pros and Cons Discussed Before the City Council.

FORTY or fifty of the Toronto retail grocers waited on the City Council Monday, November 11, with a petition and a plea that the early-closing by-law about to be submitted would be duly considered and adopted. Those opposed to the measure were there also, though not so numerous. As the by-law passed some time ago was ineffective, a new one has been drafted, which is to come before the council in a few days. It was for this reason that the deputations waited on the council.

The opponents of the measure were given the floor first.

John G. Rogers, provision dealer, had interviewed 46 grocers and provision dealers and found that 36 out of the whole 46 were opposed to early closing. So far as he could see public opinion was entirely against the measure.

W. H. Black thought that a grocery store was not properly defined in the by-law, as a poultry dealer was not a grocer, nor was a fruit dealer defined as such. Since grocers kept all these articles sold by them, it would not be fair to close a grocery store and let all the others remain open. He wanted the bill given a six-months' hoist, and expressed himself as willing to conform to the by-law if a petition having 50 per cent. majority of the grocers were gotten up in the meantime.

D. J. Kelly argued in favor of early closing. The by-law had before been thrown out on a technicality and had not been given a fair trial. Now it was amended, and the Ontario Legislature had enacted so that a test case might be brought to the higher courts. He was there to ask that the by-law be put in operation and the results tested. A number on both sides did not understand the law. There was no doubt that if it were given a fair trial it would be satisfactory to all concerned.

J. S. Bond stated his satisfaction with the law as it stood before. In his opinion the magistrate in making a conviction of imprisonment and hard labor had gone beyond the by-law. If one grocer closed early, they should all close at the same time. If the by-law could only be put in force for a year, they all would be in favor of early closing by that time, so beneficial would be its results, and, if it should prove unsatisfactory by that time, he, for one, would be willing to have it repealed.

B. Panter, president of the Retail Grocers' Association, said the agitation in favor of early closing had been going on for two or

three years. He had made a canvass, and was surprised to find that the vast majority of grocers were in favor of early closing. The council had passed the former by-law without considering the petition he had gotten up before, and he did not see that it was necessary to get up another one now, they having a petition already. The former law was all right, only it had been thrown out on a technicality. Only by early closing could their children and clerks enjoy the advantages of the Technical and other schools. Working from 7 a.m. till 11 p.m. was slavish work and ought not to be. He concluded by asking those in favor of the by-law to stand up, which they did to the number of forty or fifty.

After some opposition, Nicholas Murphy, K.C., was allowed the floor. He said that he appeared on behalf of a widow, who would have to close her store altogether if the by-law was enforced. Such were the hard times and the competition with the departmental stores, that only by remaining open at night were some of the dealers enabled to live. As most of the grocers were only working in their own stores, to pass such a by law compelling them to close at a stated time would be a violation of their rights. Were they merely going to close to satisfy the grievances of a few clerks?

No action in the matter was taken by the council.

A MEETING OF THE PROS.

The Toronto Retail Grocers' Association held a special meeting last Thursday night to make final arrangements for the early-closing by-law, which was to come before the city council on the following Monday. The meeting being called on such short notice, the usual quarters at St. George's Hall were unattainable, so the meeting was held at the store of F. S. Roberts, 290 Yonge St. There were fourteen or fifteen present, which was a very good attendance for a special meeting called upon such short notice. President B. Panter occupied the chair.

The office of secretary being vacant, on account of the departure of D. O. McKinnon, the late secretary, from the city, the first proceedings were to elect a successor. The lot fell upon Edward Hawes, a former occupant of the office.

The secretary read a letter from F. S. Mearns, solicitor of the association, stating that the city solicitor had made an amendment to the early closing law so that convictions could be secured, that the Ontario

Government had made an amendment to the statute so that the present by-law under discussion might be adopted by the city and enforced. He pointed out that those against the early-closing by-law were holding a mass meeting that same night to appoint a deputation to be first in waiting on the council at 3 p. m. Monday, to protest against the by-law.

The secretary submitted a circular which it was proposed to have printed and sent out to the grocers and butchers, stating the reasons why they were asking for the passing of the by-law and calling upon their supporters to rally around them in full force on Monday next.

It was decided that 500 of these circulars should be printed and sent out before Monday, the day which was to decide whether all their efforts were to be crowned with success or to be stared in the face by disaster.

After some discussion, a committee, consisting of Messrs. Marmion, Panter, A. R. Williamson, Mrs. Dart, D. J. Kelly and J. Good, was appointed to head the deputation and present their case as strongly as time and circumstances would permit to the city council.

A MEETING OF THE CONS.

Those opposed to the early closing by-law submitted by the Retail Grocers' Association of Toronto, are organized under the name of the City Grocers and Butchers' Protective Association. On the same night that the Toronto Retail Grocers' Association met, the members of this opposing organization assembled to the number of forty or fifty in Richmond Hall.

Resolutions were passed in which the members pledged themselves to work only for those aldermen who will refuse to sanction the early-closing enactment. The principal of freedom of trade was also commended in another resolution.

It was stated that a petition was being gotten up against early closing.

THE "OZO" CO., LIMITED.

The "Ozo" Company, Montreal, is doing a flourishing business in teas these days. They have had the prestige of a long career as tea blenders in London, Eng., and Canada, and the merchants throughout the country who are catering to a fastidious public have learned to place implicit confidence in this firm's judgment. They are ready to supply every class of want. They are always on the alert to advance the standard of their teas, and are prepared to give the fullest values. Tea blending, in particular, is a strong point with the "Ozo" Company.

Our Motto: "FORWARD."

We are still selling teas, and we can prove to you that when we say we have the best values to offer at the lowest prices we mean it. For instance, here is a nice lot we have just received into store :

Ex SS. HUDSON, via Suez Canal (part of order):

175 packages Japan Teas, including:

50 half-chests **Finest Siftings**, in 1, 3 and 5-lb. packages.

Ex SS. DUKE OF FIFE, via Tacoma:

400 packages Choice Sundried Japan Teas, comprising:

100 half-chests Japan Teas

50 boxes 40-lbs. " "

100 packages " " each 2 20-lb. boxes.

75 matts " " each 4 10-lb. boxes.

75 matts " " each 8 5-lb. boxes.

Ex SS. EMPRESS OF JAPAN:

376 pkgs. Choicest Pea-Leaf Make Gunpowder Teas

in caddies and half-chests.

A BARGAIN

250 Caddies
Ping Suey Young Hyson Teas.

TO ARRIVE SHORTLY, via Suez Canal:

1,800 packages Japan Teas

including our celebrated, well-known brands, "OWL," No. 100, No. 200, No. 50.
"HAWK CHOP."

Surely, with such a big assortment, you cannot buy elsewhere without first asking us for samples and prices. They are the lowest. It will pay you to write us. We are sellers.

L. Chaput, Fils & Cie.

Wholesale Importers and Tea Merchants

 **MONTREAL.**

If you are interested in securing a line of goods that will prove exceptionally good sellers, profit-yielders and business-bringers, you will surely be interested in the

Five Hundred Cases of Pure Fruit Syrups, put up in Fancy Decanters

that we have just received. We want to sell you a case or two of these goods—at this particular season they will sell like “hot cakes.” These syrups are of the very best and purest kind, and are delicious in every sense of the word. It will require little or no effort on the part of the merchant to dispose of such goods. Why, even if your customers do not require the syrup, they will buy for the sake of getting the pretty, tasty, neat decanters in which it is put up. Now, Mr. Grocer, the quantity of these goods is limited, the price is exceptionally low, and, as we want you to give them a trial, we would advise you to allow us to book your order at once—so just drop us a line before you turn to your next order of business and we will send full information as to prices, etc. The time to order is

NOW

from

Henri Jonas & Co.
MONTREAL

MONTREAL GROCERS' ASSOCIATION.

THE LIQUOR FLASK QUESTION.

ON the first occasion of his occupancy of the presidential chair, Ald. Turner was greeted with a bumper house. There must have been nearly 50 grocers out to the Montreal Retail Grocers' meeting on Thursday night, November 8.

Among those present were: Secretary J. Dixon, Treasurer Bigaouette, O. A. Bigaouette, Alph. Lefaine, Joseph Pape, G. Boisvert, J. B. Deschamps, O. Champagne, N. Lapointe, M. de Repentigny, A. Dionne, J. B. Diau, H. Poirier, C. E. E. Authier, J. E. Manning, Berthiaume, G. B. Beauchamps, M. Perras, A. D. Paquette, F. Bigaouette, A. Bigaouette, J. O. Levecque, N. Chartrand, P. Daoust, A. Laniel, M. Courtois and Vallieres.

Messrs. Beauchamps and Lariviere were received into membership on motion of Ex-president Lapointe, seconded by Mr. Vallieres.

The only subject up for discussion was the question of grocers selling liquors in flasks. A few days previous all the licensed grocers of the city had received notice from the Quebec Government to the effect that it was illegal for grocers to sell liquors in flasks holding less than a pint and that this point in the law would be enforced as it had not been before. Hitherto, the grocers have been protected in the sale of small flasks by a tacit understanding with the authorities. It appears now that the approval has been withdrawn for some occult reason.

Messrs. Lapointe, Authier, de Repentigny, Champagne, Levecque and Poirier discussed in turn the methods that should be adopted to impress upon the Government the unwisdom of its course. The association feels that all will be righted at the next session of the Legislature; meanwhile, it is felt that the law should not be enforced.

Mr. de Repentigny ventured the suggestion that the association should pledge itself to defend any member who should be prosecuted for selling flasks.

Mr. Poirier came forward with a good suggestion. He recommended that the grocers go about their plans quietly and systematically. He thought it would be a good idea to present to the Government a petition signed by the customers of the grocery stores in the city advising the Government of the convenience it is to them to be able to purchase small flasks of liquors for medicinal purposes without going to a hotel for such. Mr. J. Authier followed in the same strain, and the two addresses convinced the audience.

Mr. J. Levecque then proposed, seconded by Mr. H. Poirier, that the secretary be instructed to send out a circular letter to all the licensed grocers in the city asking them to have their customers sign such a petition and return the same to him by November 19. The petition will be drawn up by the association's lawyer.

The wholesalers will also be requested to lend their assistance, and a committee was appointed to call upon the wholesalers to decide upon a plan of campaign. A special meeting of the association will probably be held on the evening of November 19 to discuss the matter further.

MR. J. ROBINSON IS PRESIDENT.

THE Dominion Commercial Travellers' Association held a meeting on November 9, in its rooms in the Toronto Bank Building, Montreal. It was well attended, for the main business on hand was the nomination of officers. Mr. Thomas L. Paton, president, occupied the chair, and in a few opening remarks said that the association was in a most prosperous condition. The gross receipts during the year amounted to about \$46,000, and the expenditures to \$32,000, leaving a balance of \$14,000 to the association's credit, the largest for years.

The nomination of officers was next in order. There was only one candidate for president, Mr. James Robinson, who was elected by acclamation. In a neat little speech, Mr. Robinson, who is one of the most popular men in the association, said that it had been his pleasure to be connected with the association for several years, and in thanking the members for the compliment paid him, he assured them he would do his utmost to further the association's ends.

Nominations for vice president—Messrs. F. Birks, G. A. Harris and G. A. Mann.

For treasurer—Mr. J. S. N. Dougall (re-elected by acclamation).

For directors (five to be elected)—Messrs. E. F. Dautre, W. E. Dickson, A. Gall, R. C. Wilkins, R. G. Plaw, J. A. Thompson, F. T. Pilon, W. B. Matthews, W. H. Evans and A. Fournier.

Messrs. Riddell and Common were appointed scrutineers, and it was decided to close the poll at 5 o'clock, December 13.

The annual dinner was next considered, and it was decided to leave the selection of its date and place to a committee composed of Messrs. E. F. Dautre, J. Mann, L. O. Demers, M. Murdock, J. Croil, W. B. Giles, D. A. Lefebvre, G. Harris, C. A. Sullivan, W. J. Egan, W. H. Evans, J.

Robinson, J. S. N. Dougall, A. Fournier, W. Poulliot and R. C. Wilkins.

Mr. Max Murdock gave notice of motion to be made at the annual meeting, to be held December 14, to adopt a new constitution and by-laws, which differ from the old ones only in that the age of membership is reduced from 50 years to 45 years, and the time for making an assessment is changed from 60 days to "within the current year."

Mr. Dougall, of the benevolent committee, reported the expenditure of only \$15 during the year.

Mr. G. A. Mann, of the hotel and grievance committee, reported the closing up of one hotel in Ontario for not being up to the required standard, and the suspension of three members for violation of rules. The committee was issuing a small supplement to the hotel guide, which will be a complete and up to date book.

Mr. Murdock, of the room committee, then made his report.

Mr. W. P. Beauchamp made a complaint on behalf of several travellers who suffered considerable inconvenience and loss of time through the discontinuance of a certain daily train on the Central Vermont road to Granby. The matter was referred to the grievance committee.

FLOUR MILL BONUSES IN N.B.

Deputy-Commissioner Peters has thoroughly inspected two new roller process flour mills, one in Gloucester and the other in York County, N.B., recently erected, and the Provincial Government, on the recommendation of the Hon. Mr. Farris, in its session at Fredericton, has voted the usual cash bonus. W. H. Clark, in York County, will get \$1,000 bonus as he has erected a 50-barrel mill, while Thomas Riordon, of Grand Aulse, Gloucester Co., will receive a bonus of \$750, as his mill, though modern and up to date, has a capacity of only 35 barrels daily.

A POSSIBLE COMPROMISE.

Burnham & Holdsworth, grocers, Digby, N.S., recently made an assignment to John Daley, with liabilities amounting \$9,395.72, and assets only totalling \$4,990.50. At a meeting of their creditors on October 3 and 4, an offer of compromise was received from the firm of 15c. on the dollar cash, or 20c. on the dollar, to be paid in three, six or nine months' time, unsecured. After a discussion, the meeting adjourned to give the assignee time to communicate with outside creditors. The cash offer will probably be accepted.

JERSEY CREAM BAKING POWDER

still leads as the purest, the most wholesome high-grade Baking Powder on the market.

Order case each size for your holiday trade.

BEST IN CANADA.

LUMSDEN BROS.,

Social Tea Social Coffee Social Cocoa

Have you tasted

ENGLISH BREAKFAST SOCIAL TEA?

It is a pure tea.

Importers and Wholesale Grocers,

JERSEY CREAM YEAST CAKES

Winning merits everywhere.

Makes the most wholesome and sweetest bread.

Every Merchant should use Jersey Cream Yeast Cakes in his own home.

BEST IN THE WORLD.

Toronto and 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.



	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Canadian water white.	14½	15½	16
Mocha	24	23	28	Sarnia water white.	16	17	16
Old Government Java	27	22	30	Sarnia prime white.	18	18	15
Rio	10	7½	9¼	American water white.	19	17½	17
Santos	29	9½	10½	Pratt's Astral (barrels extra)	18½	19	17
Plantation Ceylon	26	30	29	31			
Porto Rico	22	25	24	28			
Guatemala	22	25	24	26			
Jamaica	18	15	20	18			
Maracabo	13	13	18	13			
				15			
NUTS				Black— TEAS			
Brazil		15	16	Congou—Half-chests Kalsow.			
Valencia shelled almonds	22	30	35	Monday Paking	13	60	12
Tarragona almonds	10	11½	10	Caddies Paking, Kalsow	17	40	18
Formegetta almonds		10½		Indian—Darjeelings	35	55	35
Jordan shelled almonds	30	40	43	Assam Pekoes	20	40	20
Peanuts (roasted)	7½	8	10	Pekoe Souchong	18	25	18
“ (green)	6½	7	9	Ceylon—Broken Pekoes	35	42	35
Cocoanuts, per sack	3 00	8 75	3 50	Pekoes	20	30	20
Grenoble walnuts	10	10½	13½	Pekoe Souchong	17½	40	17
Marbot walnuts	10	11	11	China Greens—			
Bordeaux walnuts	9	9	8½	Gunpowder—Cases, extra first	42	50	42
Sicily filberts	8	8¼	9	Half-chests, ordinary firsts	22	28	22
Naples filberts		9	11	Young Hyson—Cases, sifted			
Pecans	13½	14	13	extra firsts	42	50	42
Shelled Walnuts	16	17	20	Cases, small leaf, firsts	35	40	35
				Half-chests, ordinary firsts	22	38	22
				Half-chests, seconds	17	19	17
				“ thirds	15	17	15
				“ common	13	14	13
SODA				Pingsueys—			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	Young Hyson, ¼-chests, firsts	28	32	38
Sal soda, per bbl.	70	75	80	“ “ seconds	16	19	16
Sal Soda, per keg	95	1 00	1 00	“ Half-boxes, firsts	28	32	28
Crystallized Sal Soda, per lb.			1	“ “ seconds	16	19	16
SPICES				Japans—			
Pepper, black, ground, in kegs				¼-chests, finest May pickings	38	40	38
“ pails, boxes	16	18	18	Choice	32	36	33
“ in 5-lb. cans	14	17	19	Finest	28	30	30
“ whole	15	17	19	Fine	25	27	27
Pepper, white, ground, in kegs				Good medium	22	24	25
“ pails, boxes	26	27	26	Medium	19	20	21
“ 5-lb. cans	25	26	26	Good common	16	18	18
“ whole	23	25	20	Common	13	15	15
Ginger, Jamaica	19	25	20	Nagasaki, ¼-chests, Pekoe	16	22	
Cloves, whole	12	30	14	“ Oolong	14	15	
Pure mixed spice	25	30	25	“ Gunpowder	16	19	
Cassia	13	18	20	“ Siftings	7½	11	
Cream tartar, French		25	24				
“ best		28	25				
Allspice	10	15	13				
WOODENWARE				RICE, MACARONI, SAGO, TAPIOCA.			
Pails, No. 1, 2-hoop	1 90		1 60	Rice—Standard B	3 00	3 10	
“ “ 3-hoop	2 05		1 75	Patna, per lb	4 25	4 50	3½
“ half, and covers	1 75		1 70	Japan	4 40	4 90	5
“ quarter, jam and covers	1 45		1 20	Imperial Seta	4 60	4 90	5½
“ candy, and covers	2 70	3 20	1 75	Extra Burmah			4½
Tubs No. 0	11 00		8 50	Java, extra		5½	6
“ “ 1	9 00		7 00	Macaroni, dom'ic, per lb., bulk	5	6	7½
“ “ 2	8 00		6 25	“ imp'd, 1-lb. pkg., French	8	12	9
“ “ 3	7 00		5 35	“ “ Italian	8	10	11
				Sago	3½	4	4½
				Tapioca	3½	4	4½

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ANNIE WARD, dealer in groceries, crockery, etc., Shallow Lake, Ont., has assigned to Richard Dealy.

The creditors of (the estate of) Edward Boyd, Winnipeg, have held a meeting.

A. R. Smith, general merchant, Wingham, Ont., is seeking an extension.

Turcotte & Reynault, grocers, Montreal, have assigned to Chartrand & Turgeon.

Cyprien Dionne, general merchant, Fraserville, Que., has assigned.

A. B. Waldron, general merchant, East Clifton, Que., is offering to compromise.

The creditors of V. L. Matthews, grocer, Fredericton, N.B., meet on November 14.

Bail & Normandin, general merchants, West Shefford, Que., are seeking an extension.

P. X. Gagon & Co., grocers, Quebec, have voluntarily assigned to Lefebvre & Taschereau.

The creditors of B. F. Reid, general merchant, Aylwin, Que., met on November 14.

The assignee of Byron Hines, general merchant, Pubnico, N.S., is closing his estate.

The creditors of Davidson & Wood, general merchants, Rosthern, N.W.T., have held a meeting.

The estate of R. W. Richardson, Hartland, N.B., has declared a dividend of 11 1-5c. on the dollar.

J. G. Dumesnil, general merchant, Dalhousie Station, Que., has assigned to Chartrand & Turgeon.

A. Grenier, jr., grocer, Quebec, has assigned and is offering to compromise at 50c. on the dollar.

O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., have assigned.

The creditors of A. R. Dionne & Co., general merchants, Mille-Vaches, Que., demand an assignment.

M. D. Clairoux, general merchant, Duclos, Que., has submitted an offer of 40c. on the dollar for his stock.

C. & E. MacMichael, wholesale grocers, St. John, N.B., have suspended payment, and their creditors will meet on November 25.

S. Peters, grocer, Adelaide street, St. John, N.B., is compromising with his creditors at 40c. on the dollar, the amount of his liabilities being about \$1,400.

On demand of Angeline Michaud, Trefille Lepine, a Montreal grocer, has

assigned. The claims of his principal creditors amount to \$2,156.

A part of the stock of Puddington & Menith, wholesale grocers, St. John, N.B., has been seized for taxes and is advertised to be sold.

Laforest & Hogarth, general merchants, Victoria Mines, Ont., have assigned to Joseph Fowler, and their creditors will meet on November 16.

PARTNERSHIPS FORMED AND DISSOLVED.

George Reinhardt & Cie, hucksters, Quebec, have dissolved.

McFarlane Bros., general merchants and blacksmiths, Wemyss, Ont., have dissolved.

Chouiniere & Neider, general merchants, Racine, Que., have dissolved.

W. A. & A. D. Irvine, general merchants, Granville Ferry, N.S., have registered as partners.

Blunt & Welcome have registered as partners, to carry on a general business at Eastman, Que.

Couture & Moore have registered as partners, to engage in the grocery business at Sherbrooke, Que.

SALES MADE AND PENDING.

Edward Elliott, grocer, Montreal, Que., is offering his business for sale.

The assets of N. C. Genereux, grocer, Matane, Que., have been sold.

J. R. Root, grocer, Victoria, B.C., is advertising his stock for sale by tender.

The assets of A. Poliquin & Co., grocers, Quebec, are to be sold on November 15.

F. J. Steeper, Unionville, Ont., baker and confectioner, is advertising his business for sale.

The assets of G. A. Labelle, general merchant, Masham Mills, Que., have been sold.

The assets of W. S. Bradford, confectioner, London, Ont., were to be sold on November 9.

The assets of The Maple Leaf Dairy Co., Limited, of Ottawa, are to be sold on November 15.

The stock of B. Levesque, general merchant, Chicoutimi, Que., has been sold at 66c. on the dollar.

The assets of J. G. Ouellett, general merchant, Chicoutimi, Que., are to be sold on November 18.

The creamery of the late W. A. Hutt, Aurora, Ont., creamery owner and grain dealer, is advertised for sale by tender.

The assets of Merritt Bros. & Co., wholesale grocers, St. John, N.B., were sold by auction on November 13.

CHANGES.

James La Broeg, grocer, Halifax, N.S., has discontinued business.

Neilson & Tees are commencing a business in produce at Montreal.

C. G. Arthur, general merchant, Shanty Bay, Ont., has sold out to E. J. Arthur.

F. S. Hunter, general merchant, East Florenceville, N.B., and S. R. Poyer, general merchant, of the same place, have both sold out to B. F. Smith.

H. C. Hamelin, Napinka, Man., has sold out to the Napinka Trading Co.

Alexander T. Speers, butcher, Griswold, Man., has sold out to John Denoon.

H. Bentley, general merchant, Fernie, B.C., has sold out to J. F. Jarvis.

Hill & Malloy, general merchants, Carman, Man., have sold out to G. R. Hannah.

Mathews & Wells, grocers, Sydney, N.S., have sold out to Roderick McDonald.

Mrs. Wm. Gordon, general merchant, succeeds the late Mary White, Rexton, N.B.

Leroux Bros., general merchants, Hawkesbury, Ont., have retired from business.

Wm. H. Rockey, Miller, Mount Brydges, Ont., has sold out and is moving to Shetland, Ont.

Robert A. Kaulbach, hotelkeeper, Middle Musquodoboit, has opened up a general store there.

The Canada Direct Tea Importing Co. have registered in Montreal as importers of tea direct.

Andrew Russell, Ohio, N.S., grocer, has filed his certificate as agent for Lettie Russell.

A. R. Shants, general merchant, Carstairs, N.W.T., is succeeded by Henry E. Reitz.

Chabot & Gaudreault have registered at St. Madeline, Que., as cheese and butter manufacturers.

M. Gollogly, grain and hog merchant, Port Lambton, Ont., has removed to Wallaceburg, Ont.

The assets of Dean & Co., grocers and provision dealers, St. John, N.B., have been sold to William Dean.

John M. Gunn has registered his consent that Alice S. Gunn should carry on a business in groceries at Belmont, N.S.

FIRES.

The premises of E. E. Harris, Amherstburg, Ont., were destroyed by fire. The loss was partly covered by insurance.

The warehouse of the general store of W. Kerns & Co., Burlington, Ont., was consumed by fire. The loss is partly covered by insurance.

DECEASED.

Joseph Farr, general merchant, Chilliwack, B.C., is dead.

J. M. Henderson, of J. M. Henderson & Son, grocers, Stellarton, N.S., is dead.

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THE PROVISION TRADE.

The Markets—The Rush Out of Liptons—Miscellaneous Notes.

THE RUSH OUT OF LIPTONS.

THE course of the quotation of Liptons shares has not of late been very encouraging to the shareholders, and the declaration of an interim dividend at a reduced rate has not had the effect of calming their fears. Whatever the general body of the shareholders may think of the position, however, it is pretty clear that their distinguished fellow-shareholders who were members of the company at the start have decided that the most prudent policy is to sell the shares.

The following comparisons, without further comment, may be left to tell their own story :

	Original holding.	Present holding.
The Right Hon. the Speaker of the House of Commons	1,000	nil
The Right Hon. the (late) Lord Chief Justice of England	5,000	See Note A
The Right Hon. Mr. Justice Jeune	5,000	5,000
Lady Jeune	5,000	2,500
The Duke of Fife	1,000	nil
The Right Hon. Lord Rothschild	5,000	nil
Sir J. Faudel-Phillips and H. J. Davis	1,000	nil (see Note B)
The Premier of Canada	1,000	nil
The Right Hon. Lord Selborne	1,500	nil
John Westwood, 3 Canonbury Park, private secretary	2,200	200
Kennedy Jones, Daily Mail Office, E. C.	2,000	nil
The Right Hon. Arnold Morley	1,250	nil
T. P. O'Connor, M.P.	1,000	nil
Michael Davitt	1,000	525
Timothy Healy, M.P.	750	nil
J. Eustace Jameson, M.P.	1,000	nil
Emerson Bainbridge	1,000	nil
C. Diamond, 278 Strand, journalist	1,000	nil
Pannure Gordon, Hatton-court, E.C.	1,000	2,000
A. Hill, Hatton-court, E.C.	1,000	nil
Murray Smith, journalist, Glasgow	1,500	nil
The Right Hon. A. G. Murray, M.P.	1,000	nil
James Robertson, manager National Bank of Scotland	1,000	See Note C
Right Hon. H. H. Asquith, K.C., M.P.	750	nil
Clement Scott	750	nil
The Earl of Portsmouth	500	nil
Lord Pirbright	500	1,500
Lady Pirbright	500	500
Thomas Lough, M.P.	500	nil
W. Towle manager Midland Railway Hotels	500	See Note D
Sir William McCormack	300	nil
T. G. Barratt, chairman Pears, Limited	300	300
E. F. Coates, 99 Gresham street, E.C.	80	nil
A. M. Broad ey	250	nil
Henry Sell, Fleet street, E.C.	250	30
Charles Wyndham, Criterion Theatre	250	nil
A. D. Provand	200	nil
C. E. Rose, late of Daily Mail City Office	200	nil
T. V. Riordan, Venezuelan Consul	200	nil
Harold Harmsworth, Daily Mail Office	200	nil
J. M. Coward, 11 Clifton-hill, N.W.	200	nil
J. C. Foulger, journalist	200	nil
Baron Erlanger	200	nil
W. H. Pannell, accountant	200	nil
Rochfort Maguire, M.P.	100	nil
Dennis Kilbride, M.P.	100	nil

SOME OF THE DIRECTORS' PRESENT HOLDINGS.

Lipton, Sir T. J.	333,433
Gray, John, 20 Highbury-hill, N.	1,000
McDiarmid, Duncan, 196 City-road, E. C.	1,511

NOTES.

(A) The executors of the late Lord Russell transferred 3,160 shares during the past year. Lady Russell still holds 1,000 shares. Lord Russell had increased his holding to 5,210 before his death.

(B) But other holdings of the same family are :
Faudel-Phillips, Lady H., 52 Grosvenor-gardens, S. W. 10,000
Faudel-Phillips, S. H., 33 Newgate-street, E. C. 2,200
" Sir G. F., 31 Newgate-street, E. C. 332
" B. S., 88 Newgate-street, E. C. 750
" B. S., 52 Grosvenor-gardens, S. W. 1,000

(C) Mr. Robertson holds, jointly with another, no less than 87,704 shares.

(D) William Towle, care of the Union Bank of London, Princess-street, E.C., holds 25 shares.

IT MAKES THE BUTCHER TIRED.

The life of a retail butcher is a most exciting and wearying one. Nobody satisfied with their meat; as if it mattered in a world of change! Everybody complaining of too much bone or too little fat; nobody wishing tough chops or cutlets, but always seeking after fine joints, when it's against reason and nature that all joints should be juicy and all cutlets tender; always complaining if livers are not sent with every fowl, always asking you to remember the trimmin's, always wanting their beef well 'ung, and then if you 'ang it a minute too long it's left on your 'ands!

If people would think more of the great 'ereafter and less about their own little stomachs, it would be a deal better for them; yes, a deal better, and make it much more comfortable for the butchers.—From the Diary of a Goose Girl, in Scribner's.

THE PROVISION MARKETS.

TORONTO.

Western hogs are being offered in large quantities; \$7 is offered, but \$7.15 is asked. During last week the receipts of dressed hogs have been light, and there seems to be a scarcity throughout the country. The price is the same as last week, being \$7.50 to \$7.75 per 100 lb. Beef is arriving in large quantities, and there is a good market for it. The season for venison has just opened, but the receipts so far have been lighter than last year. Venison carcasses bring from \$6 to \$8 per 100 lb.; saddles, \$8 to \$10 per 100 lb.; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$5 to \$5.50 per 100 lb. Veal is in good demand, and brings 7½ to 8½c. per lb.; lambs are steady at 5 to 5½c. Live hogs are down another 12½c.; for selects the price now is \$5.50 and lights \$5.25 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Owing to the fresh pork season being in full swing, cured meats are not so much in demand. Canadian mess pork is steady. Long clear bacon is down ½c. Smoked breakfast bacon, rolls and backs are down 1c. per lb. Hams are easier. Lard is ¼c. per lb. lower also. We quote: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 11½c., and backs, 13½

to 14c.; Canadian heavy mess pork, \$19.50; shorts, \$20 to \$21; lard, in tierces, 10½c. per lb., tubs, 11c., and pails, 11¼c.

MONTREAL.

The market for all hog products is appreciably weaker. Pure lard is down about 1c. per lb., pails are now selling at \$2.25. Hams are also lower. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$22.50 for heavy and \$22.00 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.04 for 25 to 49 pails; \$2.01 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 11½c. for 20 lb. pails, and 10½c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

While pork is rather easier, many feel prices must turn upward again, as the supply is said to be short. Beef is unchanged. Pure lard is also quoted rather lower, but, though buyers are holding off and fear a further decline, it is felt that at least a little later prices will again advance.

PROVISION TRADE NOTES.

The assets of E. Landry, butcher, Montreal, have been sold.

Mrs. Arthur Pare has registered at Montreal for A. Pare & Co., butchers.

F. Schonland & Barr have registered as wholesale sausage manufacturers, Montreal.

Reid, Caldwell & Co., provision merchants, Halifax, N.S., are offering to compromise at 40c. on the dollar.

Established 1873.

Pork Packers, Commission Merchants,
Buyers and Exporters of

**Eggs, Butter,
Cheese, Poultry.**

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

**EGGS, BUTTER, CHEESE,
ETC.** CONSIGNMENTS
SOLICITED.

Write us when you have Eggs and
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,
77 Colborne St., TORONTO.

The demand for

REGISTERED
Bow Park
HAMS

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

REGISTERED
Bow Park
BRANDS

White Onions

IN BOTTLES AND KEGS

Are quick sellers. Have you tried them?

At all wholesalers, or write direct.

Shuttleworth & Harris,
BRANTFORD, CAN.

MINCE MEAT

in pails, 70-lb., 27-lb., 12-lb.
and 5-lb. each.

Fruits have been scarce this year. Apples have never been so high in price. This will make a great demand for Mince Meat. We are putting up a very fine Mince Meat, just as good as any that can be made at home and a good deal cheaper in price. If our travellers do not call on you, write for quotations.

F. W. FEARMAN CO.,

Limited
Curers of "Star" Brand Hams
English Breakfast Bacon. **Hamilton, Ont.**

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.
Please order goods through your wholesale house.

FOR PRESERVING EGGS.

N. HANIKA, M.D., Munich, Bav., gives the following in The Land-wirtschaftlichen Wochenblatt für das Königreich Bayern: "The eggs to be preserved, which should be as fresh as possible, must be examined closely, by tapping and otherwise, to guard against cracks and breaks in the shell. They are then laid in water of about 95 degrees F. (25 degrees C.), for about 15 minutes, or until they are well warmed throughout. Every particle of dirt should be removed from the shells by wiping with a sponge wet with warm water. The eggs are then put, in suitable quantities, in a sieve, net, or loosely-woven basket, held for five seconds in boiling water and removed thence, as quickly as possible, into cold water. Lay the eggs, still wet, on a clean linen cloth, and let dry off spontaneously by exposure to the atmosphere. Under no circumstances should they be dried off with a cloth or towel. As soon as they are quite dry pack them in a box with either ground peat, sifted wood ashes, wheat, chaff, woodwool, or wheat bran, the packing material to be made thoroughly dry by heating before using. The hands of the packer should be well scrubbed, before going at the job, with soap and hot water, a brush being used to make sure of cleanliness. The boxes should be stored in a cool, dry place, out of the reach of frost. Eggs thus preserved in June and July were found to be absolutely and perfectly fresh the next February and March, no deterioration in taste, odor, or general appearance being detectable.

The philosophy of the process is simple and easily understood: The five-second dip in boiling water was sufficient, not merely to kill the microbes in the shell substance and between it and the inner skin, but to cause the coagulation of a thin but all-sufficient layer of albumen lying next the skin, and thus form an impossible barrier to the exit of water and entrance of air, with its microbes of decay. The important points to be rigidly observed are, in the first place, to use only freshly-laid, sound eggs; to free the shells thoroughly of all dirt and filth; to hold the eggs five seconds, no less and but little if any longer, in the boiling water, and, finally, to have both the eggs and the packing material thoroughly dry. Eggs with very thin and porous shells, plunged in the boiling water for six or seven seconds, when opened show considerable loss of albuminous matter inside the skin; while of those dipped for only three or four seconds, 11 per cent. show insufficient coagulation, besides incomplete destruction of decay germs.

Mrs. H. Duchesneau has registered in Montreal as a grocer, under the name of Duchesneau & Co.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

- COWAN'S** Hygienic and Perfection Cocoa.
Queen's Dessert, Royal Navy and Perfection Chocolate.
- COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.
- COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

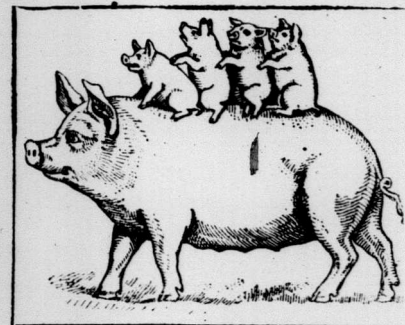
ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, TORONTO

**The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.**

**Absolutely
Pure** —

Lard



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

We Guarantee Our Lard to be Absolutely Pure

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,
in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

Our Brands Give Satisfaction.

**SUGAR-CURED HAMS,
BONELESS BREAKFAST BACON,
ROLL BACON, PURE LARD**

Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMS, BOILED BEEF HAMS,
LUNCH BEEF, HAM, CHICKEN and TONGUE
BOLOGNA SAUSAGE, SAUSAGE.**

The Park, Blackwell Co., Limited
Packers and Exporters. **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.
12 North John St.

"SUPERIOR GLUTEN FLOUR"

In the case of being too thin or dyspeptic, an excessive starch diet (being acted upon only partially at the point of fermentation) becomes an irritant, retarding digestion, and often creating the greatest distress. The freedom from starch in our **"SUPERIOR GLUTEN FLOUR"** makes it absolutely essential as a relief and cure, in supplying the nutriment that the body demands.

E. A. SHOEBOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

Many a complaint will be saved the grocer if he uses

WATER-PROOF WRAPPING PAPERS

in sending out his parcels at this season of the year when the weather is always uncertain.

—Water-Proof Wrapping Paper, 43 inches wide, 100 lb. to the roll, 7c. per lb.

—Cloth-Lined Water-Proof Wrapping Paper, 43 inches wide, 200 yards to the roll, 7c. per yard.

CANADA PAPER CO., LIMITED
Toronto and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ESTABLISHED 1869.

Geo. Stanway & Co.

Brokers and
General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,
Canned Goods TORONTO

Correspondence Solicited.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Smyrna Figs

60-LB. BAGS.

Choice, bright, high grade fruit
—low price.

WARREN BROS. & CO.
TORONTO.

QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at
10 Tablets for 10 Cents.

SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

John W. Bickle & Greening.
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Pure Gold Jelly Powder

23 Imitations to date

The best selling and most popular line in grocerydom to-day. **SELL THE REAL THING**, your customers want it.

Pure Gold Co., Toronto

THE LAWTON REFRIGERATING PROCESS.

ANYONE who has walked over a field in the twilight will have observed that the daisies close their petals for the night—in a certain sense they go to sleep. Mr. Lawton, following out this idea that plant life goes to sleep at night and wakes with the daylight, found by placing fruit in air-tight vessels that it absorbed less oxygen by night than by day. If, therefore, fruit could be prevented from absorbing oxygen, it would, to all intents and purposes, go to sleep, the process of maturing would be checked, and the fruit would remain in the same stage of ripeness when it woke up as it had been when it closed its stomata (or mouths), finding no oxygen to inhale, and went to sleep; for these stomata breathe air like a human being, absorbing oxygen and exhaling carbonic acid. The oxygen thus inhaled combines with the sugar or carbon contained in the fruit, and causes self-combustion, or loss of substance, and decay. To obviate this waste, the atmosphere supplied to the fruit by the Lawton process is deprived of most of its oxygen—not of all, for some must remain to sustain life, and this causes the stomata to partially close, so that the further ripening of the fruit is suspended.

The importance which is claimed for this process, and which has been justified by the experiment of keeping ripe fruit of several varieties in a deoxidized chamber for three weeks, after which the sealed chamber was opened in the presence of experts, and the fruit found to be in the same condition as it was when it was put away, lies in the fact that fruit can now be shipped from distant countries in a ripe state, and bananas from Jamaica or grapes from Australia can be placed on the table in England in the same state that they would be in their place of origin.

Under the Lawton process the fruit is placed in an air-tight storage room of any suitable dimensions. The atmospheric air is then driven out and replaced by sterilized atmosphere, which is inexpensively and readily produced and maintained in the following way:—By means of any ordinary blower or fan, air is forced through a stove containing red-hot coke, whereby the oxygen is consumed, and the germs or animalcules which all air contains are destroyed. The gases thus produced then pass through a simple process of filtration, and are cooled before entering the chamber by passing over refrigerating coils.

It will be seen, therefore, that the advantages claimed are several. Not only can ripe fruit be imported but on arrival it can, if necessary, be stored in similar deoxidized chambers at home till it is required; and so the most delicate tropi-

cal fruit should be obtainable in this country at reasonable prices, and fresh fruit obtainable all the year round.

Experiments are being made with the process, as our readers are probably aware, by The Royal Mail Steamship Co., and the first shipment arrived in this country at the end of September. The vessel left Kingston on September 12, the trial shipment of bananas consisting of about 3,000 bunches, not bought in the open market, but provided from the plantations of The United Fruit Company. The bananas were shipped "full," that is, more nearly mature than usual. There was also a quantity of oranges and pineapples in nearly ripe condition. The fruit on arrival was quite fit for immediate use, and in excellent condition. Owing, however, to various causes, and in some degree to the heavy weather encountered, the Lawton patents have not, upon the first trip, had a fair trial. The process will have three more trials in the Para, after which, if the present defects are remedied and everything is satisfactory, the patents will be adopted by the Royal Mail Steamship Company for regular use in the importation of fruit from the West Indies.

The first shipment was, it appears, made rather hurriedly, and Mr. Lawton had no time to test the machinery before the vessel started. Rough weather was encountered, and a leakage took place in the pipes for conveying the sterilized air. In spite of this, however, most of the fruit was delivered in a very satisfactory state and distributed by Messrs. Brinkworth & Sons, of Southampton. This firm wrote to Mr. Lawton that "the bananas imported were shipped full fine big fruit, and just on the point of beginning to turn yellow, and had such quality been shipped under ordinary conditions, the whole consignment would undoubtedly have been in a state of complete rot long before it reached these shores."

Messrs. Brinkworth further remark that under ordinary conditions, bananas are packed with alleways in various directions in order to permit of proper and adequate circulation of air, in which way probably about 25 per cent. of the available space is wasted. In this consignment the bunches were all packed close together, from floor to ceiling, throughout the hold, and consequently the whole of the available space was completely filled up with bananas. Not only in this way was a considerable saving in space effected, but this method of stowage affords eloquent testimony as to the wonderful effect of the process. Notwithstanding these exceptional and most trying conditions, there were no rotten or unsaleable bananas; indeed, it was found on being landed that a large proportion of this consignment of about 3,000 bunches, although yellow, were firm and not over-ripe. These remarkable results were obtained in a voyage extending over no less than 16 days.

The second trial shipment is due at Southampton at the beginning of next month, and its arrival will be looked for eagerly by all who have the interests of the West-Indian fruit trade at heart.—Our Western Empire, London.

Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,
83 Bay Street, TORONTO.

BASKETS

We make them in all shapes and sizes. We have

**Grain and Root Baskets,
Satchel Lunch Baskets,
Clothes Baskets,
Butcher Baskets;**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

ROSS'

THIS FIGURE ON EVERY PACKAGE

High Grade

TEA

There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

ROSS' HIGH-GRADE is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

THE ROSS TEA CO., - - TORONTO.

CEYLON AND INDIA TEA

BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

THE FLORIDA ORANGE SEASON.

A PRESS despatch from Jacksonville, Fla., says: "The Florida orange season has started under most favorable auspices. The movement of the fruit began in earnest about 10 days ago and has steadily increased. Up to this time there has been more or less greenness and immaturity in most of the fruit shipped, but from now on ripe and luscious oranges will find their way into the markets north and west.

"The outlook this season is for one of the most profitable crops for many years. The seasons for the past few years since the big freeze have been fairly satisfactory as to prices, while the fruiting of the trees has fully realized all that the most hopeful grower could wish. More trees are in bearing this year than ever before since the freeze in 1885, and it is predicted that their product will prove finer in every way. The transportation companies are looking forward to a considerably increased business as compared with last year. Indeed, the greater volume is already 'in sight,' and will be forthcoming if no disaster befalls the crop, and there is not now the slightest reason for apprehending anything of the sort. As usual, the Florida oranges are leading the markets even now in the matter of prices. The supply has never yet approached the limit of demand, and it is safe to say that for many years to come this country will gladly absorb all the oranges that Florida can supply.

"For some time after the big freeze the growers were so discouraged that few had the courage to start anew, but new groves were set out, old ones were renovated and cleared out, and in five years afterward the first crop was marketed. The 'frost line'—that famous but elusive spot, north of which it was unsafe to plant orange trees—has been moved farther south, and now the bulk of the fruit is raised in counties south of Orange County, in the central southern portion of the State, on the east coast and in the west and southwestern counties. The crop this season promises to be fully 1,250,000 to 1,300,000 boxes, according to the best informed railroad agents, who have made this a study. The new groves are bearing well and the trees are looking thrifty. The prices so far have averaged \$1 to \$1.25 a box on the tree, the growers, as a rule, selling this way this year in preference to shipping themselves. Possibly over a fourth of the crop was purchased during the summer, as commission men had agents throughout the State from August until October looking over the fruit prospects and bargaining for the fruit.

"Next season, if nothing happens and the groves continue to do as well, the output ought to be fully 1,800,000 boxes."

A THIRTY DAYS' EXCURSION TO THE BRITISH WEST INDIES.

PICKFORD & BLACK have arranged a very delightful 30-day excursion to the British West Indies which should attract a considerable passenger travel this winter. The voyage extends as far as Barbados, where passengers will land and have five days' rest before returning. On the way out they will call at Bermuda and St. Lucia, and, on the homeward trip, St. Lucia, Montserrat, Antigua, Dominica, Nevis, St. Kitts and Bermuda will be visited. For the person who can only afford to be away 30 days, this voyage offers delightful possibilities. It gives almost three weeks in tropical seas where the water is usually as smooth as a millpond. It allows a stay of five days on land at the great winter resort of the south, the Marine Hotel, Barbados, capable of accommodating 300 or 400 guests daily. It gives one an opportunity of studying the habits and industrial conditions of the people. It reveals an entirely new world to those who dwell in the temperate north, and affords a pleasant relief to the business man who is anxious to escape from worry and secure a few weeks' rest. The total cost of the round trip, including passage, stateroom, meals and hotel at Barbados, is only \$112.50. Full information as to sailing dates may be obtained by writing Pickford & Black, Halifax, or R. M. Melville, Toronto.

EXPORTS OF MALAGA RAISINS TO THE UNITED STATES.

The United States consul at Malaga, Spain, under date of October 10 reports:

"Although there is an unusually large raisin crop in the famous Malaga district this year (probably 1,300,000 boxes), it is not likely that exportation to the United States will be much in excess of that of recent years.

"In view of the heavy crop, prices are low, and, but for our duty of 2c. per lb., it is almost certain that Malaga would send from 500,000 to 750,000 boxes to the United States. As it is, she will probably not send more than from 75,000 to 90,000 boxes.

"In this connection, it is almost startling to note how Malaga's raisin trade with the United States has declined. The following table tells the story:

RAISINS EXPORTED FROM MALAGA TO THE UNITED STATES

Year.	Quantity. Boxes.	Year.	Quantity. Boxes.
1876	1,350,000	1889	60,000
1877	1,000,000	1890	66,000
1878	1,200,000	1891	40,000
1879	1,300,000	1892	62,000
1880	1,100,000	1893	28,000
1881	1,000,000	1894	30,000
1882	960,000	1895	33,000
1883	855,000	1896	60,000
1884	669,000	1897	41,000
1885	600,000	1898	40,000
1886	450,000	1899	150,000
1887	277,000	1900	51,500
1888	104,000		

"The remarkable falling off above shown is due, first, to the development of California as a raisin-growing State; second, to the United States tariff duty of 2c. per lb.

"So cheaply and abundantly are raisins produced here that Malaga exporters would undoubtedly be able to undersell the Californian growers in the United States, but for the duty."

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni
White Castile Soap

C. A. CHOUILLOU & CIE.
14 Place Royale (Customs House Sq.) MONTREAL.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



**CLOTHES
PINS...**

Selected and full count, in
packages of 4 doz.—6 doz.
—12 each to a case.

This makes a very attractive
shelf display line. Also in
cases of 5 gross, large and
small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,
TORONTO.

Manufactured by
WM. CANE & SONS MFG. CO.,
Limited,
NEWMARKET.

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.

DIRECT IMPORTERS OF

Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



Capstan Brand

BAKING POWDER

¼-lb., ½-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.
Write us for prices.

The Capstan Mfg. Co., - Toronto.



Almost Sold

—What with our advertising, our free cook
books, our show cards, and the handsome
appearance of our packages, you can know
that there is no better seller than

Dwight's Cow Brand Soda

Don't let your stock run too low!

JOHN DWIGHT & CO.,
34 Yonge St., TORONTO.

Agencies in all leading centres.



LICORICE..

We manufacture everything in the Licorice line carried by the Gro-
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan
Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated
catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



The Australasian Grocer
 The Organ of the Grocery, Provision and kindred Trades of the Antipodes.
Subscription \$2.50 per Ann.
 post free to any part of the world.
 A handsome Diary is presented free to annual subscribers.

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 Sydney, - - - Post Office Chambers.

AMERICAN OFFICES:
 New York, - - - Park Row Building.

BRITISH OFFICES:
 London, - - - 42 Cannon St., E.C.
 Specimen Copies Free on Application.

We have just brought out some
new season's goods from
CHAS. SOUTHWELL & CO.
 LONDON, ENG.

- Orange Marmalade**
- Strawberry Jam**
- Raspberry** " "
- Apricot** " "
- Peach** " "
- Pine Apple** " "



WRITE FOR PRICES.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.
 DOMINION AGENTS.

Current Market Quotations for Proprietary Articles

November 14, 1901.
 Quotations for proprietary articles, brands, 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.

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
12oz. tins, 3 " "	2 40
9oz. tins, 4 " "	1 10
5 b. tins, 1/2 " "	4 00

Diamond— W. H. GILLARD & CO.

lb. tins, 2 doz. in case.....per doz.	2 00
1/2 lb. tins, 3 " "	1 25
1/4 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 " "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 " "	6-oz.	0 80
4 " "	8-oz.	1 00
4 " "	12-oz.	1 50
4 " "	16-oz.	1 80
1 " "	2 1/2-lb.	4 50
1 " "	5-lb.	7 75

JERSEY OREAM BAKING POWDER.

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

BLACKING.
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.	

CORN BROOMS

BOECKE BROS & COMPANY doz. net

Bamboo Handles, A, 4 strings	4 35
" " B, 4 strings	4 10
" " C, 3 strings	3 85
" " D, 3 strings	3 60
" " F, 3 strings	3 35
" " G, 3 strings	3 10
" " I, 3 strings	2 85

BISCUITS.

CARR & CO., LIMITED.
 Frank Magor & Co., Agents.

Cafe Noir.....	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09

Special price list of Fancy Tins for Xmas trade and other lines on application

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

Mushrooms, Rionel	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH SAJDINES.

HENRI JONAS & Co.

1/2 Trefavennes	\$9 50
1/2 Rolland.....	9 50
1/2 Delory	10 50
1/2 Club Alpines	12 50

CHOCOLATES & COCOAS.

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

CADEBURY'S.

Frank Magor & Co., Agents per doz.

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins.....	0 43
Nibs, 11-lb. tins.....	0 35 1/2

Chocolate— **FRY'S.** per lb.

Caracocas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 39
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's 14lb. bxs	0 24

Cocoa— per doz.

Concentrated, 1/4's 1 doz. in box..	2 40
" 1/2's	4 50
" 1 lb. "	8 95
Homoeopathic, 1/4's 14lb. boxes..
" 1/2 lbs. 12 lb. boxes

JOHN P. MOTT & CO.'S.
 R. S. McIndoe, Agent, Toronto.

Mott's Broma	per lb	0 30
Mott's Prepared Cocos.....	0 28	
Mott's Homoeopathic Cocos (1/4's)....	0 33	
Mott's Breakfast Cocos (1/2 lbs)....	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	0 43	
Mott's Sweet Chocolate Liquors 0 19	0 30	

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz ..	\$7 25
" 1/2-lb. tins	3 15
" 1/4-lb. tins	2 25
" fancy tins	1 90
Hygienic, 5-lb. tins, for soda water fountains, restau ants etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz..	3 00
Cocoa Essence sweet, 1/2-lb. tins, per doz.....	2 25

Chocolate— per lb.

Queen's Dessert 1/4's and 1/2's...	\$0 40
" " " "	0 42
Mexican Vanills 1/4's and 1/2's..	0 35
Royal Navy Rock	0 30
Diamond	0 25
" " " "	0 23

WALTER BAKER & CO., LIMITED.

Chocolate— per lb.

Premium No. 1 chocolate, 12-lb. boxes.	\$ 38
Vanilla chocolate 6-lb boxes	47
German sweet, 6-lb. boxes.....	27
B'sfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes
Cracked cocot a, 1/2-lb. pkg., 12-lb. bxs.	35
Caracocas sweet chocolate, 6-lb boxes	37
Scrub's chocolate (hot or cold soda)	45
1-lb. cans
Vanilla chocolate wafers, 48 to box, per box	1 56

Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

<p>OHESSE.</p> <p>Imperial—Large size jars, per doz. \$8 25 Medium size jars 4 50 Small size jars 3 40 Individual size jars 1 00 Imperial Holder—Large size 18 00 Medium size 15 00 Small size 12 00 Roquefort—Large size, per doz. 2 40 Small size 1 40 Paragon—Large size, per doz. 8 25 Medium size 4 50 Small size 2 40 Individual size 1 00</p> <p style="text-align: center;">COFFEE.</p> <p style="text-align: center;">JAMES TURNER & CO. per lb.</p> <p>Mocha 0 33 Damascus 0 28 Sirdar 0 17 Old Dutch Rio 0 12½</p> <p style="text-align: center;">CLOTHES PINS.</p> <p style="text-align: center;">BOCKH BROS. & CO.</p> <p>Clothes Pins (full count), 5 gross in case, per case 0 55 4 doz. packages (12 to a case) 0 70 6 doz. packages (12 to a case) 0 90</p> <p style="text-align: center;">COUPON BOOK—ALLISON'S.</p> <p>For sale in Canada by—The Eby, Blain Co. Limited, Toronto. U. O. B. Bauhem n & Fils, Montreal</p> <p>\$1, \$2, \$3, \$5, \$1 and \$20 books.</p> <p>Un-Covers and num. Coupons tered. numb: red.</p> <p>In lots of less than 100 books, 1 kind assorted. 4. 4½c. 100 to 500 books 3½c. 4. 500 to 1,000 books 3c. 3½c.</p>	<p style="text-align: center;">Allison's Coupon Pass Book.</p> <p>\$ 1 01 books 3 cents each 2 01 books 3 cents each 3 00 books 3 cents each 5 00 books 4 cents each 10 00 books 5½ cents each 15 01 books 6½ cents each 20 00 books 7½ cents each 25 00 books 8 cents each 50 00 books 12 cents each</p> <p style="text-align: center;">EXTRACTS.</p> <p style="text-align: center;">HENRI JONAS & Co. Per gross.</p> <p>8 oz. London Extracts \$6 00 2 oz. " " (no corkscrews) 5 50 2 oz. " " 9 00 2 oz. Spruce essence 6 00 2 oz. " " 9 00 4 oz. Anchor extracts 13 00 1 oz. " " 21 00 1 oz. " " 36 00 1 lb. " " 70 00 1 oz. Flat 9 00 2 oz. Flat, bottle extracts 18 00 2 oz. Square 21 00 1 oz. " " (corked) 36 00 8 oz. " " 72 00</p> <p>Per doz.</p> <p>8 oz. " glass stop extracts 3 50 8 oz. " " 7 00</p> <p>Per d. z.</p> <p>2½ oz. Bound quintessence extracts 2 00 4 z. Jockey decanter 3 50</p> <p style="text-align: center;">FOOD.</p> <p style="text-align: center;">Per d. z.</p> <p>Robinson's Patent Bar cy ½ lb. tins 1 25 " " 1 lb. tins 2 25 " " Groats, ½ lb. tins 1 25 " " 1 lb. tins 2 25</p> <p style="text-align: center;">GILLET'S POWDERED LYE.</p> <p>4 doz. in case \$3 60</p>	<p style="text-align: center;">JAMS AND JELLIES.</p> <p style="text-align: center;">SOUTHWELL'S GOOD'S. per doz.</p> <p style="text-align: center;">Frank Magor & Co., Agents.</p> <p>Orange Marmalade 1 50 Clear Jelly Marmalade 1 50 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 1 90</p> <p>Jams—T. UPTON & CO.</p> <p>1-lb. glass jars 2 doz. in case, per doz. \$1 00 5-lb. tin pails, 8 pails in crate, per lb. 0 07 7-lb. wood pails, 6 " " 0 07 14-lb. wood pails, per lb. 0 07 30-lb. " " 0 06¾</p> <p>Jellies—</p> <p>1-lb. glass jars, per doz. \$1 00 7-lb. wood pails, per lb. 0 06¾ 14-lb. " " " " 0 06¾ 30-lb. " " " " 0 06½</p> <p style="text-align: center;">LICORICE.</p> <p style="text-align: center;">YOUNG & SMYLLIE'S LIST.</p> <p>5-lb. boxes, wood or paper, per lb. \$0 40 Fancy boxes (36 or 50 sticks) per box 1 25 " Ringed" 5 lb. boxes, per lb. 0 40 "Aome" Pellets, 5 lb. cans, per can. 2 00 "Aome" Pellets, fancy boxes (40) per box 1 50</p> <p>Tar, Licorice and Tolu Wafers, 5 lb. cans, per can 2 00 Licorice Lozenges, 5 lb. glass jars 1 75 " " 20 5 lb. cans 1 50 "Purity" Licorice 10 sticks 1 45 100 sticks 0 75</p> <p>Dalce, large cent sticks, 100 in box</p> <p style="text-align: center;">MINCE MEAT.</p> <p>Wethey's Condensed, per gross, net \$12 00 " " per case of doz., net. 3 00</p>	<p style="text-align: center;">MUSTARD.</p> <p style="text-align: center;">COLMAN'S OR KEEN'S</p> <p>D. S. F., ¼ lb. tins, per doz. \$1 40 " " 1 lb. tins, " 4 50 Durham, 4 lb. jars, per jar 0 75 " " 1 lb. " 0 25 F. D., ¼ lb. tins, per doz. 0 85 " " ½ lb. tins 1 45</p> <p style="text-align: center;">JONAS' FRENCH MUSTARDS</p> <p style="text-align: center;">HENRI JONAS & Co. Per gross.</p> <p>Pony size \$7 50 Imperial, medium 9 00 Imperial, large 12 00 Tumblers 12 00</p> <p>Per gross.</p> <p>Mugs 13 20 Pint jars 18 00 Quart jars 24 00</p> <p style="text-align: center;">MATCHES.</p> <p>Eddy's Telegraph, 5-case lots \$4 00 " " single cases 4 21 Tel. phone, 5-case lots 3 90 " " single cases 4 10 Eagle Parlors, 20s, 5-case lots 1 60 " " single cases 1 70 " " 100s, 5-case lots 1 80 " " single cases 1 90 Victoria Parlors, 5-case lots 2 90 " " single cases 3 10</p> <p style="text-align: center;">ORANGE MARMALADE.</p> <p style="text-align: center;">T. UPTON & CO.</p> <p>1-lb. glass 2 doz. case, per doz. \$1 00 7-lb. pails and 5 and 7 lb. tins. 0 07</p> <p style="text-align: center;">PICKLES.</p> <p style="text-align: center;">STEPHENS'</p> <p style="text-align: center;">A. P. Tippet & Co., Agents.</p> <p>Patent stoppers (pints), per doz. 2 30 Corked (pints), " " 1 90</p>
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SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.
 Case of 1/4 lbs. and 1/2 lbs. (containing 30 1-lb. and 60 1/2-lb. packages) per box, \$3.00.
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.

SOAP

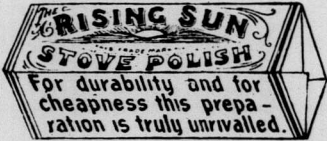


Gloriola Soap, per gross..... 12 00
 Straw Hat Polish, per gross..... 10 20

STOVE POLISH.



No 4 - 3 dozen in case, per gross... 4 81
 " 6-3 dozen in case..... 8 40



For durability and for cheapness this preparation is truly unrivalled.

Per gross
 Rising Sun 6-oz. cakes, 1/2-gross bxs \$8 50
 Rising Sun, 3-oz. cakes, gross boxes.. 4 50
 Sun Paste, 10c. size, 1/2 gross boxes... 10 00
 Sun Paste, 5c. size, 1/2 gross boxes .. 5 00



STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
 No. 1 White or Blue, 4-lb. cartons per lb. 0 06
 No. 1 " " 3-lb. " " 0 06
 Canada Laundry " " " " 0 05 1/2
 Silver Gloss, 6-lb. draw-lid boxes 0 07 3/4
 Silver Gloss, 6-lb. tin canisters.. 0 07 3/4
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07 3/4
 Kegs Silver Gloss, large crystal 0 08 1/2
 Benson's Satin, 1-lb. cartons.... 0 08 1/2
 No. 1 White, bbls. and kegs 0 05 1/4
 Benson's Enamel, per box..... 3 00

Culinary Starch—
 Benson & Co.'s Prep. Corn..... 0 01 3/4
 Canada Pure Corn..... 0 05 1/4

Rice Starch—
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/4

KINGSFORD'S OSWEGO STARCH



40-lb. boxes, 1-lb. pkgs. 0 08 1/2
 SILVER GLOSS (12-lb. boxes, sliding cover) 0 08
 PURE—40-lb. boxes 1-lb. pack.... 0 07
 " 48-lb. " 16 3-lb. boxes 0 07
 For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. packages 0 07 3/4
 CORN STARCH }

ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 00
 STARCH }

STARCH IN SILVER GLOSS 0 07 1/2
 BARRELS } Pure 0 03 1/2

BEE STARCH.
 Cases, 64 pkgs. 48's..... \$5.00
 1/2 Cases, 32 pkgs. 24's..... 2.50
 Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. \$0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 48 lbs.... 0 05 1/2
 Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lbs. 0 06
 4-lb. " " " " " " " " 0 06
 Barrels, 175 lbs. 0 05 1/4
 Kegs, 100 lbs. 0 05 1/4

Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs. 0 07 3/4
 6-lb. toy trunks, 8 in case 0 07 0 08
 6-lb. enameled tin canisters, 8 in case 0 07 3/4
 Kegs, ex. large crystals, 100 lbs. 0 06 3/4

Brantford Gloss—
 1-lb. fancy boxes, cases 36 lbs.. 0 08 1/4
Canadian Electric Starch—
 Boxes of 40 fancy pkgs, per case 3 25
Celluloid Starch—
 Boxes of 45 cartons, per case... 3 75

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 05 1/4
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 06 3/4
Crystal Maize Corn—
 1-lb. packages, boxes 40 lbs.... 0 06 3/4



TEAS.

SALADA
 SALADA OUYLON.
 Wholesale. Retail

Brown Label, 1's 0 20 0 25
 " " 1/2's 0 21 0 26
 Green Label, 1's and 1/2's 0 22 0 26
 Blue Label, 1's, 1/2's, 1/4's and 1/8's. 0 30 0 40
 Red Label, 1's and 1/2's 0 38 0 50
 Gold Label 1/4's 0 44 0 60



KOLONA
 PURE CEYLON TEA
 Cey on Tea, in 1 and 1/2 lb. lead packages, black or mixed.

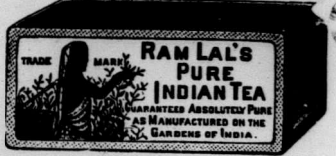
Black Label, 1-lb., retail at 25c.... 0 19
 " " 1/2-lb., " " " " " " 0 20
 Blue Label, retail at 30c..... 0 22
 Green Label " 40c..... 0 28
 Red Label " 50c..... 0 35
 Orange Label, retail at 60c..... 0 42
 Gold Label, " 80c..... 0 55

BROWN BRAND
 Wholesale Retail.
 Red Label, 1-lb. and 1/2's..... 0 35 0 50
 Blue Label, 1-lb. and 1/2's..... 0 38 0 40
 Green Label, 1-lb..... 0 19 0 25
 Green Label, 1/2's..... 0 20 0 25
 Japan, 1's..... 0 19 0 25

"SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c.
 A. Waddell & Co. Agents, Toronto.
 Samples on application.



Cases each 60 1-lb. 0 30
 " " 60 1/2-lb. 0 35
 " " 120 1-lb. 0 35
 " " 120 1/2-lb. 0 36



LUDELLA OUYLON, 1 AND 1/2'S PKGS.

Blue Label, 1's 0 18 1/2 0 25
 Blue Label, 1/2's 0 19 0 25
 Orange Label, 1's and 1/2's... 0 21 0 30
 Brown Label, 1's and 1/2's... 0 28 0 40
 Brown Label, 1/4's 0 30 0 40
 Green Label, 1's and 1/2's... 0 35 0 50
 Red Label, 1/4's 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.
 Smoking—Empire, 3 1/2's, 5s and 10s.. 0 39
 Royal Oak, 2 x 3, Solace, 8s 0 52
 Something Good, 7s..... 0 48
 Cheewing—Bobs, 5s and 10s 0 36
 Currency, 13 1/2 oz. bars, spaced 9s.. 0 39
 Currency, 6s and 10s 0 39
 Old Fox, Narrow 10s 0 40
 Snowshoe, 10 1/2 oz. bars, spaced 6s 0 44
 Snowshoe, pound bars, spaced 6s.. 0 44
 Snowshoe, 2 1/2's, 6s..... 0 44
 Pay roll, 6s 0 44

WOODENWARE

BOEKH BROS. & COMPANY.
 Washboards Leader Globe..... 1 40
 Improved Globe..... 1 50
 Standard Globe..... 1 70
 Solid Back Globe..... 1 80
 Jubilee (perforated)... 1 85
 Crown 1 25
 F.o.b. Toronto.

YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB Co., Limited
 Montreal Toronto.

WE STOCK
 NO. 197
SYRUP PUMP
 AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

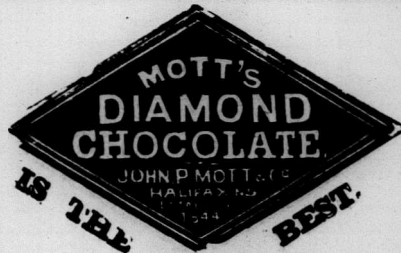
WALTER WOODS & CO.
 HAMILTON.

Soap

"IMPERIAL" and
 "SNOW"

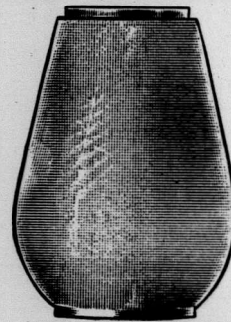
Twin Cakes.
 NOW IN STORE.

Perkins, Ince & Co., - Toronto.



ASK FOR
MOTT'S

ARE YOU USING OUR



Cold Blast
 or Jubilee
 Globes

Aetna or
 Quaker Flint
 Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
 of WALLACEBURG, Limited

Seely's
 Flavoring
 Extracts
 Best
 on Earth

The Amer Gas Lamp

Money-Back Style.

No. 5

It will make your shop or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

It shows the true colors of your goods which oil and electricity do not.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1665 Notre Dame St., MONTREAL.
Manufacturers and Importers of
MANTLES—GLASS—CHIMNEYS—BURNERS—ETC.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

When you get right down to the fine point you'll find that



"EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA

ADVERTISING IN WESTERN CANADA

will be carried out efficiently and promptly at a minimum cost.

The Roberts Advertising Agency,
Winnipeg, Manitoba

THE "GLENER"

WINSTON, BRAMA, S.W.I.

The Nearest and the Largest Manufacturer
is found in the West Indies.

Carries a full stock of hardware, etc., dealing in all the latest styles and patterns their goods are of the highest quality and are guaranteed to be of the best.

Write for more information to

TED GLASSER CO.,

WINSTON, S.A.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

These Lines are as cheap as Sheet or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

229 McGill Street, MONTREAL, QUE.
Telephone Main 1254.

10 Front St. East, Toronto Telephone 244.

Is it not the best and best the best in which to make a business deal?



The Best Grocers make a point of keeping it always in Stock.

LAMPS

Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

and



DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

OUR NEW LINES

INVADER ASSORTMENT.

Ink Stands, Matches, etc., to retail for 10c. each.

TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one.

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS.

GOWANS, KENT & CO.
TORONTO and WINNIPEG.

YOU KNOW

the call for mince meat is sure to be particularly brisk from now out, for mince pies become very popular during the winter season. Be prepared to furnish your customers with the kind that will please them—and thus increase your chances for getting more patronage—namely

WETHEY'S CONDENSED MINCE MEAT

The hard-to-please customers will tell you that it

IS THE CHOICEST AND BEST

they ever used.

To be had from leading wholesalers.

MANUFACTURED BY

J. H. WETHEY,
ST. CATHARINES ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

BRADSTREET'S

Capital and Surplus, \$1,500,000.

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