

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

These substantiate our claim  
that : : : : :

**Colman's  
Mustard**

In Competition with the World  
we have received the

**Highest Awards  
Made. . .**

**IS THE BEST IN THE WORLD**

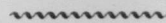


**PEEK  
FREAN  
& C<sup>o</sup>'s**

**BISCUITS**

ARE NOW PRODUCED IN

Several Hundred Varieties.



Recent Novelties are

**FLORENCE WAFERS**

AND

**CREAM SANDWICHES**

CHAS. GYDE, Canadian Agent, MONTREAL.

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as represented.</p>
<p><b>STANDARD BRANDS</b></p>		
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p><b>WHISKS</b></p>	<p><b>Corn Whisks</b></p>	
<p>The H. A. Nelson &amp; Sons Co., Limited 59 to 63 St. Peter Street MONTREAL</p> <p>Toronto Sample Room: 56 and 58 Front St. West</p>		



For a pleasing plate of soup, order Heinz Tomato Soup--a blending of tomatoes and pure, rich cream.

There are 57 varieties of Heinz Pickles and Pure Food Products.

Canadian Agents:

H. P. Eckardt & Co., Toronto.     Hudon, Hebert & Co., Montreal.

**CAPITAL CITY BUSINESS COLLEGE.**

A. M. Grimes, M. A., Principal.

Shorthand, Bookkeeping, Penmanship, Telegraphy, Business Correspondence and Proofreading. Pitman's or Munson's Shorthand, per month, \$4.00. W. L. L. Phonography, per month, \$8.00; Telegraphy, per month, \$8.00; Bookkeeping and Business Practice, per course, \$35.00; Bookkeeping and Business Practice, per month, \$5.00; Penmanship, per month, \$3.00; Night School, per month, \$3.00; Private Lessons, each, \$1.00. Address, A. M. GRIMES, Principal, Cor. Bank and Sparks Sts., Ottawa.

BUY

**Star Brand**

**COTTON CLOTHES LINES**

— AND —

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

**"QUEEN CITY" TABLETS**

**WASHING MADE EASY...**

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

For sale by Grocers, Druggists, and General Stores.

**QUEEN CITY OIL COMPANY, Limited**  
SAMUEL ROGERS, President.     TORONTO, ONT.



**The Leader Lawn Swing**

Children's Delight, Satisfying to all, Perfectly Safe, Very Strong, Most Restful and Invigorating.

ORDER NOW.

**THE DOWSWELL MANUFACTURING CO., LIMITED,**  
HAMILTON, ONT.

When undesirable goods accumulate, the wheels of business begin to clog.

Standard goods are best to handle---they are always saleable.

## “STANDARDS”



# STOWER'S

Lime Juice,  
Lemon Squash,  
Lime Juice  
Cordial.

Cases contain  
1-dozen Quarts.

## “Side Lines.”

Home Dyes for a side line, for Grocers, help a grocer's trade beyond a question, and help it much. The reason is plain,—home-dyeing helps a woman to economize.

The woman who buys those clean, brilliant, fast Dyes—Maypole Soap, economizes doubly, because she can wash and dye at one operation with the

**Maypole Soap  
Dyes**

and

**Maypole  
Specialties.**

(Over 40% profit.)

## Moir's Kipped Herring.

From Moir, Wilson & Co., of Aberdeen, Scotland.

You know how plump and rich and delicate the Scottish

Herring are, and always have been.

Think of the delicious flavor of Herring like this, with Tomato Sauce—Moir, Wilson put them up this way, as well as without the Sauce.

“Quality counts” in Kipped Herring.

A. P. TIPPET & CO.

Genl. Agts. for Canada,  
Montreal, Canada.

## Tobacco That Sells

and pays the dealers from 25 to 45 per cent. profit is what we have to offer you.

Our Plug Chewings are:

**POMMERY**, highest grade, bright, 3½'s.

**SMILAX**, bright pounds.

**HOLLY**, bright, 3's and 8's.

**BLACK BASS**, Navy, all styles.

Our Plug Smoking Brands are:

**MONARCH**, 3½'s.

**MARIGOLD, ROUGH and READY**, 8's.

**CLOVER**, Double Thick, 8's.

**BANNER, SOLACE**, 13's

Attractively packed in small boxes.

Hundreds of grocers are already handling them and are pleased with the goods.

Quality and price are in their favor.

We want our Tobaccos handled by every grocer in Canada.

**Dominion Tobacco Co.**

80 to 94 Papineau Ave.,

MONTREAL

Look up your stock of

**FOR FALL  
TRADE**

**BROOMS**

and order early.

Our present values are extra good in all lines.

You will not gain anything by holding off, and there is no immediate prospect of a decline in raw materials. Merchants will find it to their interests to consult us if in the market.

Try a line of our Bamboo-Handled Brooms—they are sellers.

**Boeckh Bros. & Company**

MANUFACTURERS OF BRUSHES, BROOMS  
AND WOODENWARE

Offices and Sample Rooms, 80 York St.  
Montreal Branch, 1 and 3 De Bresoles St.

Toronto, Ont.

## Salt is A Staple

When you sell Salt, please remember that Salt is as staple as Flour. There is nothing luxurious about Salt—it is *an absolute necessity*. The woman who buys it, buys it because she has to have it. If she can't get

## Windsor Salt

at your store she goes to your competitor for it, and *she takes some of her other trade along with her*—please remember that!

In a staple article like Salt, a woman doesn't hesitate to buy the best—she gets it when she orders the "Salt of Quality"—clean, white, perfectly crystalized Windsor Salt. Sold by leading wholesalers everywhere.

THE WINDSOR SALT CO., LIMITED

Windsor, Ont.

**TWO  
IN  
ONE**

A good profit and a pleased customer make a combination that it is hard to beat. That is just what those two brands of Cigars that I make and that I have been telling you about (the Pharaoh 10-cent Cigar and the Pebble 5-cent Cigar) will do for a grocer.

Practically there are two profits in one, because you can be absolutely sure of holding the trade of the man who buys the Cigars—more business, more profit. I am willing to take the chance of getting an order from you by sending along samples of them.

*Payne's Cigars.*

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

When your customer asks for a bottle of the.....

**BEST EXTRACT**

it is

**"Crown Brand"**

she means.

Manufactured and guaranteed by

**The Greig Manufacturing Co.**

456 St. Paul St., MONTREAL.

Have you tried "VALENTO" yet?

**EXTENDED  
INSURANCE.**

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

**Confederation  
Life Association.**

HEAD OFFICE--TORONTO.

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

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

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director



MADE IN CANADA.

**The Trade When  
Visiting the Exhibition**

have a hearty invitation to call and examine our exhibit of

- Pickles, Jams, Jellies,
- Marmalades, Catsups, Sauces,
- and other pure food products.

The exhibit is conveniently located on the ground floor, Main Building, near eastern entrance.

Thousands of visitors from all over Canada will see this exhibit, and you will find your demand for these goods largely increased during the coming year.

Notice particularly that the word "Sterling" is printed across the label in red ink.

**T. A. LYTLE & CO.**

124-128 Richmond St. W., TORONTO, CAN.

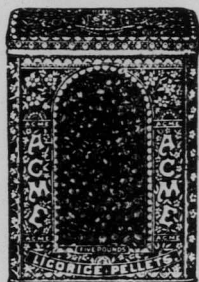


# SATISFACTION.

OUR PICKLING MIXTURE HAS BECOME VERY POPULAR. WE USE ONLY THE BEST CLEANED SPICES---SO BLENDED AS TO PRODUCE THE FINEST FLAVOR--IF YOU ARE OPEN FOR GOODS SEE OUR TRAVELLERS. . . . .



# LICORICE..



We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; 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 PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLLIE**  
BROOKLYN, N.Y.

Established 1845.

# DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

**To Help You  
Through  
The Dull  
Months**

Many grocers call Tillson's Flake Barley a Summer Cereal because it stimulates trade in hot weather and helps them through the dull months. You will be surprised to see how quickly folks will buy it when you tell them that it takes the place of Rolled Oats, but it doesn't heat the blood. A little push—progress—profits! One step follows the other naturally with

THE TILLSON COMPANY, Limited  
Tilsonburg, Ont.

**Tillson's  
Flake  
Barley**

Ceylon and Indian

Machine-made

**TEAS**

ARE . . .

the purest  
the strongest  
the best grown  
the most popular  
the cleanest  
the most fragrant

and

**Best Selling Teas in the World.**

You are always sure to please your customers  
if you keep in stock a good supply of

Ceylon and Indian

Machine-made

**TEAS**



Now in Store---Direct From Brazil.

(Ex "Cyprian Prince")



Carload of  
Very Fine  
Choice, Flinty

# RIO COFFEES

Specially low quotations in 5-bag lots.

Write us

W. H. GILLARD & CO.,

Wholesale Grocers, Importers of Fine  
Teas and Coffees.

HAMILTON.

Are You Stocking

# EIFFEL TOWER LEMONADE?

There is money in it.

Send a post card for free sample to

C. E. COLSON & SON,

Sole Agents,

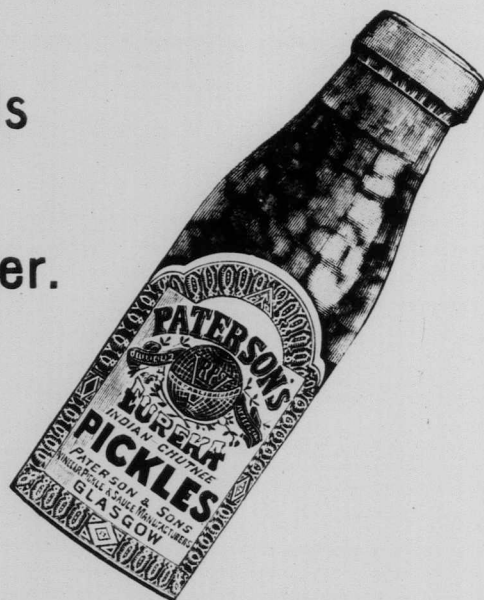
MONTREAL

Costs You

**\$2.40 per doz.**

Cases 2 doz. each.

Retails  
for a  
Quarter.



Rose & Laflamme

Agents MONTREAL



## Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

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

PUBLISHED  
EVERY  
FRIDAY

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIII.

TORONTO AND MONTREAL, AUGUST 25, 1899.

NO. 34.

## THE MAKING OF A MERCHANT.

By H. N. Higginbotham.

**I**N discussing the entry of a young man into the retail business there are certain things which are so fundamental that they must be taken for granted. Without them there can be no permanent or substantial success in any undertaking. Among these requirements are character, integrity, and a fair "business head."

The first rule which a young merchant going into the retail trade should make for himself with heroic determination is that of doing a business consistent with his capital. Failure to observe this rule is the rock on which thousands of promising commercial undertakings have gone to pieces. Whether the capital put into the enterprise be large or small, its size should absolutely govern the volume of business.

What should we think of an architect who would start a building on a foundation of perfect square, and then build without reference to its limitations, until the structure completely overhung the underpinning on all sides? Yet, this is precisely what thousands of young retail merchants throughout the country are attempting to do. They try to brace up their top-heavy structure with the timbers of fictitious credit. These may hold it in fair weather, but when the period of storm and stress comes—as it surely will—this false support will come crashing down, and the enterprise tumble with it.

My individual conviction is that the only way in which a retail business can be conducted on lines absolutely consistent with its capital is on the cash basis. For this reason, I should not advise any young man to make a venture in retail trade on credit lines. It is too much like working in the dark.

Almost inevitably, the accounts grow beyond your control, and the business structure expands at the top while the foundations weaken.

In certain communities, conditions seem to be such that it is practically impossible for the young merchant to introduce the strictly-cash method of doing business. In this event, he has but one hope of success—that is, to watch his accounts with a zealous vigilance that never relaxes, and to act with promptness and decision in the matter of credits and collections. This may require a high order of business and moral courage, but he must be able to do it, if he would avoid wreck.

In his dealings with his creditors, the wholesalers, let the young merchant keep firmly to the rule of incurring no obligation that he cannot with certainty meet in 60 days. Too much emphasis cannot be placed on his connections with the wholesale house or houses from which he obtains his goods. At the very beginning of his venture let him go to the credit man of the wholesale establishment, and state his case without reservation.

So thorough and searching are the means employed by the big wholesale houses to obtain an accurate knowledge of the standing and affairs of their debtors, that it is practically hopeless for the latter to attempt any concealment of unfavorable conditions. Again, the credit men of the wholesale houses are the keenest men in the business, and their judgment of human nature is quick and shrewd. Then, it should be constantly held in mind that the honesty of a patron seeking credit is half the battle, and that their confidence is won by an in-

genious statement of affairs that does not spare the one who is asking for credit.

The first interview of the young retail merchant with the credit man of the wholesale house is sometimes a trying ordeal in which many uncomfortable questions have to be answered. This may incline the beginner in the retail trade to avoid the credit man after the initial interview has been successfully passed. He could make no greater mistake than to allow this association with a disagreeable ordeal to alienate him from a close acquaintance with the credit man. To the contrary, he should improve every opportunity to strengthen and build up a confidential relationship with that important functionary of the wholesale house. Not once, but constantly, should he acquaint the credit man with the real condition of his affairs, and should ask and follow the advice of this counselor on all important matters. The more he does this the better will be his standing with the house and the safer will be his course. Advising patrons is one of the most important duties of the credit man. I place great emphasis on this matter because its importance is so often overlooked by young men starting in the retail trade.

Another cardinal point in the success of the retail merchant is that of having a small but frequent influx of new goods. This is founded on a universal trait of human nature which craves "something new." There is a subtle flattery, practically irresistible, in being shown goods that have not been exposed to the eyes of others in the town.

"Here are some of the latest styles," says the retailer, as he reaches into a packing-box and takes out a bolt of dress goods. "They have just come in, and no one has seen them. You may have first choice, if you wish." This argument seldom fails to

## THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

effect an immediate sale. And, even if it does not do so, the woman to whom this courtesy is shown goes away with the impression that the young merchant is wide awake and thoroughly up with the times.

The dealer who puts in a small stock at the start and keeps constantly adding thereto with fresh but limited invoices has an immense advantage over the tradesman who buys in large quantities and does not freshen his stock for six months at a time. In these days women are the most numerous and important customers of the retailer, and they do not like to see the same old goods. They will trade where they can find something fresh every time they call.

All big businesses have had small beginnings. I do not know an exception to this rule. This means that a successful enterprise must have a normal, substantial and legitimate growth. If a young merchant finds himself in quarters larger than he at first demands he should change for smaller ones, or partition off a portion of his room at the back. The latter is better than attempting to put in a larger stock than his trade really demands or his resources warrant. It is really better judgment than to attempt to "spread" his stock over a large space for the mere purpose of filling up.

While the proprietor should be the first at the store in the morning and the last to leave it at night, and should be always ready to do anything that he would ask his humblest clerk to do, he should always remember that he must do the headwork of the business. He can hire a boy to candle eggs, sweep out and deliver goods, but if he does not do the thinking and planning it will not be done. That is something that the most faithful and conscientious clerk cannot do for him. If he allows the physical part of the work so to encroach on his time and energies that he does not find opportunity for a frequent and thoughtful survey of his business, he makes a great and a common mistake. This principle is stated forcibly, if uncouthly, in the old ex-

pression: "Let your head save your heels."

The young merchant who takes time at regular intervals to make a close summary and analysis of his accounts, and takes his bearings so that he knows precisely his position on the sea of business, is the man who will succeed. In other words, the mental part of the business is the most important feature. However, I hold that, at more or less frequent intervals, the storekeeper should personally do every task about the establishment for the sake of influence and example.

Let him take the broom from the hand of the boy and show the latter how to "sweep out" without stirring up a dust or leaving dirt in the corners; this will give added respect in the eyes of the boy, and the store will thereafter be cleaner by reason of the example; and so with every task, no matter how trivial or humble.

Then, the young merchant will do well always to bear in mind that courtesy is the biggest part of his capital. This does not mean that he should be obsequious and fawning, but simply and invariably attentive to all who enter his place of business.

The matter of advertising is not an unimportant detail. In the local newspaper the young retailer may wisely use a limited amount of display advertising space. This will be most advantageously occupied by a simple, dignified and modest announcement of new goods. Like his stock, the subject matter of his advertisement should be kept fresh by constant change. It should also have the individual quality both in its wording, form and type—something that expresses the personal good taste of the advertiser.

There is no doubt that a neat circular or folder sent personally to patrons is a strong method of advertising. Such announcements may be delivered by messenger or distributed through the mails. Best of all is the neat personal note written to the

merchant's best customers, calling attention to fresh arrivals of goods. The spare moments of a young merchant may be put to a far less effective use than this writing of individual advertising letters.

It is scarcely possible to put too much emphasis on attractive window displays. Here, again, the element of constant freshness plays an important part. The displays should be frequently changed, and, while striking, they should never fail to have the quality of good taste. Good statuary, pictures, curios and art objects of every kind may be used to unflinching advantage in dressing windows, and they always command the attention and admiration of women. It pays the enterprising merchant to secure the loan of works of art for this purpose, and they are not difficult to obtain.

In looking after all these details, which are of importance in the general result, the young retailer should not fail to keep a proper perspective of his business as a whole. He should know just where he is sailing, and be sure that he is not drifting. In this way, he will become a safe pilot, and will bring his enterprise into the harbor of success and independence. And the prosperous retail merchant is a very independent and respected member of the community in this country, where the honest tradesman commands the regard to which he is entitled.

### CATALOGUES, BOOKLETS, ETC.

#### MANY KINDS OF BASKETS.

John H. Grout & Co., Grimsby, Ont. have issued a brief folder describing the various styles of boxes, crates, etc., made by them. One of the latest productions is their "Ideal" crate for berries, etc. It is so constructed that there is sufficient space between the berry boxes and the intersections to prevent crushing of berries and allow lots of air space for ventilation. The "Climax" baskets made by this firm have already earned an excellent reputation. The folder which contains a price list as well as illustrated descriptions of the various lines manufactured, can be had upon application.

Remember the Name

For

# Rosemary

MINCEMEAT  
BEEF IRON AND WINE  
SOLID BEEF EXTRACT  
FLUID BEEF EXTRACT

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON.

## JAMES TURNER & CO., Hamilton

Our Coffees once placed always lead to repeat orders.

- “MECCA” . . . The best blended Coffee the world produces.
- “DAMASCUS” A high-grade, rich, full-flavored Coffee, with plenty of body.
- “CAIRO” . . . . Heavy bodied, thick drinking Coffee, fair flavor, suitable for hotels, boarding houses, etc.
- “SIRDAR” . . . A fair, pure Coffee, not rank, can be retailed at 25 cents.
- “Old Dutch Rio” . . . . Roasted from high-grade Rios, always pleases those who like Rio Coffees.

## THE WEATHER

Last August was the driest for 30 years ; the indications for the present month are that this August will be very hot and dry also. When people are leaving town, sell them some “Reindeer” Brand Condensed Milk and Coffee.

CASES  
AND  
HALF-  
CASES



## CURRENTS CURRENTS CURRENTS

Fine Filiatria and Amalias.

5-Crown Excelsior

Cleaned or uncleaned.

At right prices.

**T. KINNEAR & CO.**

49 Front Street East,

**Toronto.**

### DISADVANTAGE OF BARGAINS.

THE exploiting of bargains, while it may have its advantageous features, has also its detrimental ones, declares a contemporary. Thus, the selling of job lots of goods at bargains by manufacturers may be said to destroy in a great measure values which have been prevailing. For example, the customer will purchase certain articles at ridiculously low prices, and display an unwillingness to believe that the seller is losing money by the transaction. We all know from observation and experience that when buying people want to pay the lowest price which they possibly can, but that when selling they generally want the highest. And so when goods are offered at a low price the customer immediately jumps to the conclusion that that is all they are worth. Though the goods are thus disposed of at a low value, and the merchant manages to get rid of them, yet the purchaser's idea of the valuation of such goods is lowered ever afterwards. There is a great deal of injustice in such a manipulation of prices. The time soon comes when regret is felt that goods were carelessly thrown upon the market at any price, in utter disregard of the interests of the business. The merchant who essays to perform a coup d'etat by lowering prices in order to sell

more goods, is like the bird that fouls its own nest, if one may be pardoned for making the comparison. He may feel some satisfaction at the time, but this is soon lost in the injury which he afterwards finds that he has done himself, and indirectly others who are closely allied to him in the trade.

### SECRET OF GOOD TEMPER.

Not long ago, says a writer in an exchange, I was talking to a prosperous business man who was verging on middle age, but he looked so young and well and in such good spirits, notwithstanding the fact that he was a hard and conscientious worker, that some curiosity was aroused as to how he had prolonged his youth. His explanation was that he never worried, and that he left his business at the store, or, in other words, that he did not think or worry about it after he left it. Though by no means the secret of his success—for it is quite possible for a man to do all this and never rise very high—it did, in a measure, account for his cheerfulness, zest, earnestness and the fresh zeal which he brought to his work every day. It is possible, by thinking and pondering too much after business hours about knotty problems and difficulties which have arisen dur-

ing the day to develop a harassed expression, make the brain weary and bring about a general irritability which reacts detrimentally upon both customers and clerks. It is certainly very depressing for everyone who comes in contact with the merchant who is prone to worry too much and who generally makes it a point to vent his spleen upon someone else's unoffending head. When people enter a store they do not want to be glared at as if they must buy whether they want to or not. Nor are they particularly edified by exhibitions of bad temper. And if a merchant is not careful this is just what he is apt to do, if he allows himself to worry too much and fret about trifles. Many of the things which he allows his mind to dwell upon are insignificant in themselves and will soon pass away if undue importance is not given them.

### A TOKEN OF ESTEEM.

John Haugh, who has just opened a grocery and confectionery business in Stratford, was, until recently, employed with The Bell Organ and Piano Co., Guelph. When severing his connection with that firm, Mr. Haugh was presented with a ring and a scarf pin, accompanied by an address expressing the esteem of his fellow-employees.

**IF YOU HAVE  
ANY ICE**

you can't use it for a better purpose than to keep

**Imperial Cheese**

cool and in good condition.



# DON'T MISS THESE

They are 8 lines of cheap Japans "Nibs" and "Straight Leaf" arriving to-day. Nothing in the market to equal them at the price. Short lines. Order early.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

### CRITICIZING COMPETITORS.

There is one fault to which merchants are too often prone, and that is deriding and criticizing their competitors, says the Stoves and Hardware Reporter. Instead of having a fraternal feeling for them and a generous desire that they may succeed, their chief wish is either to exterminate them or else to injure them in every conceivable way. The method which is most in vogue is to do everything to belittle a competitor's goods, methods of doing business and the general equipment of his store. The writer has known of instances where a prospective purchaser has made some mention to one merchant of the prices or qualities of goods prevailing at another's store, whereupon the merchant began a long tirade descriptive of his competitor's bad methods, general dishonesty and unworthiness. Now, instead of having the effect which the merchant hopes it will, it generally redounds to his own discredit, because such backbiting can only create a bad opinion of the perpetrator of it. As a rule, the listener generally sees the object the merchant has in view in criticizing a competitor. It is done in the hope that he may keep trade away from him, and, if possible, secure it himself. The old motto, "live and let live," is the best which a merchant can adopt. It is another applica-

tion of the golden rule which cannot be brought to mind too frequently in a keenly competitive age like the present one, where men are jostling against one another and knocking each other down. It is far better to ignore competitors a little too much than to go to the other extreme and brood over their actions, grow jealous of them, and in watching them forget your own business.

### A HINT TO EXHIBITORS.

Merchants or manufacturers intending to make exhibits at any of the various fall fairs should make a careful selection of fixtures to be used. The space generally allotted is so limited that good fixtures are a great aid to ingenuity in making a display effective. When even common lumber is used to fit up a temporary structure, the expense entailed is generally considerable. Therefore, the adjustable show and display tables, which are becoming so popular for store display, should prove of much value. These are fitted with automatic spring locks, so are easily adjusted to several angles, so that one's display could be frequently changed. Unlike the temporary structure, the value of these tables is not ended with the close of the exhibition. They are made in several different sizes and colors by Boeckh Bros. & Company, Toronto. The sale

of these tables has grown so largely that this firm recently found it necessary to make an addition to their present premises at 88 York street, Toronto. A booklet, with illustrated description of these tables, can be had upon application to this firm.

### PRODUCE MEN MEET.

The wholesale produce men, who have been making efforts at uniformity for some time, and who have of late had an informal association somewhat on the basis of the Wholesale Grocers' Exchange, held a meeting yesterday afternoon in the office of one of the firms. While the character of the proceedings was such as not to be capable of being reported so as to interest the business public, nevertheless the efforts the interested firms are making will result in distinct benefit to themselves and their customers, and will be, at the same time, instrumental in aiding the growth of this coming metropolis of commerce by laying the foundation on broad business lines, on which a vast wholesale trade will eventually be built. This is the growing time, and the live business men of Vancouver realize that it is the time to make a right beginning to insure future success and progress.—The Province, Vancouver, August 17.

## The First for 1899.

Half-Barrels **No. 1 Shore Herrings,**  
quality first-class and price right.

## JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

## We beg to Advise our Customers

and the trade generally that our travellers will be at No. 50 Bay Street, (Room 301 Merchants' Bldg., Toronto, during the Exhibition, with full lines of samples of Earthenware, China, Glassware, Lamps, etc.

We may state that we carry a full stock of Haviland's French China, decorated and gilt, No. 2194, as well as Haviland's White China, round edge also. Full lines of J. & G. Meakins' celebrated ware, such as Enamelled and Gilt "Autumn Tints" White Granite, etc.

## The JOHN L. CASSIDY CO., Limited, of Montreal

### THE TRAVELERS WON.

The much talked-of game between the Toronto Retail Grocers' Association and the City Travelers' Association teams has been won and lost.

On Wednesday afternoon a party of nearly 200 of the friends of both teams gathered at the ball grounds, on Toronto Island, to watch and "root" for their favorites.

The players on the teams were:

Grocers—R. Davies, J. W. Sanderson, F. Thorne, W. J. Sykes, O. Anderson, T. Holmes, A. J. Johnson, J. D. Kelly, H. Blaylock.

Travelers—J. Humphrey, P. Parmenter, M. Muldrew, W. Anderson, Ed. Wilson, Jos. Taylor, J. Murphy, E. B. Kent, J. Burns.

During the first five innings, the grocers kept a good lead on their old rivals, but in the sixth, after two men were out, Bob. Davies went up, and enough runs were scored to even things up. This so encouraged the travelers that they worked like professionals, and, by the end of the ninth innings, they were ahead six runs, the score being 22 to 16.

This is the first defeat the grocers have suffered at the hands of the travelers, but the latter say it will not be the last.

T. O. Leonard, Detroit, agent for Kingsford's Oswego starch, was in Toronto on business this week.

C. Herbert Colson, of C. E. Colson & Son, brokers, etc., Montreal, was in Toronto on business on Tuesday.

Visitors to the exhibition will be interested in the splendid display of pickles, jams and jellies that is being made by T. A. Lytle & Co., the well-known Canadian manufacturers. Their "Sterling" brand pickles are particularly to the front of late. The exhibit is on the main floor, eastern entrance.

Messrs. H. P. Eckardt & Co. are now handling a very superior brand of tomato catsup, manufactured by The Joseph Campbell Preserving Co., of Camden, N. J., viz., "Crescent" brand. This catsup is most delicious. THE GROCER was presented with a bottle to test, and nothing but good things can be said about it. It is put up in a very attractive bottle and is well worth the trade's best attention.

*Selected Quality.*

*Full Weight.*



**EVERY CAN GUARANTEED.**

# Exhibition Weeks

We cordially invite visiting Merchants to make our warehouse their headquarters during their stay in the city.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS.

TORONTO

## A GOOD NAME.

MANY grocers claim that they do not advertise because they do not believe in it, they say. We venture to assert that there is not a single grocer in Canada to-day but advertises himself to a greater or less extent constantly. The word "advertising" naturally suggests a printed reference to something or somebody, but that is simply one method of attracting the attention of the public. Advertising "by word of mouth" is a most effective method of obtaining business—even a sign over the door is an advertisement pure and simple. The grocer who is talked about pleasantly gets a mighty good advertisement, and at practically no cost. It was only a short time ago that a representative of THE CANADIAN GROCER had proof of the value of "by word of mouth" advertising, and, too, from one of those grocers who claimed he did not advertise because advertising cost too much money. This man sold cigars as a side line, and, in the course of conversation with THE CANADIAN GROCER'S representative, he mentioned that he believed that one reason why he held his trade so well and added new trade to his business constantly, was because he kept very close to his customers through the "man of the house" or the husband who bought his cigars at his store. He thought that because he was in close touch with the one who paid the bills, that he came pretty near through his personal acquaintance with him to controlling his trade absolutely. Further

than this, he said that no man would send anybody to buy his cigars, because he preferred to pick them out himself, and in that way he came into the store constantly and became better and better acquainted with the stock and the methods of doing business.

Every friend that this grocer's customer had knew exactly where the man bought his cigars, and whenever cigars were mentioned, the name of the grocer who sold them was brought prominently before those friends. The grocer got some splendid advertising out of all this, and yet he claimed he did not advertise because it was too expensive. A man joins a club oftentimes because he thinks he will make new business friends—that, too, is advertising, pure and simple. A man need not necessarily go on to the house tops and proclaim his wares and prices in order to advertise—we believe that a side line of good cigars will advertise him splendidly. There is no such thing as too many business friends—the man who speaks a good word for his grocer because he buys his cigars of the grocer is a pretty good walking advertisement for that grocer's business. It is a good name for the grocer to have, namely, that of selling good cigars.

## RETIRED FROM THE FIRM.

Mr. E. D. Marceau has retired from the firm of L. Chaput, Fils & Cie., and will sail, with his wife, on Saturday, by the Scotsman, of the Dominion Line, for a trip to England and France.

## AN EXHIBIT OF SCALES.

Visitors to the Toronto Industrial Exhibition should make a visit to the Toronto warerooms of the Dayton Computing Scale Co., at 104 King street west. The value of the computing scale is becoming so generally recognized that every merchant should make a critical examination of them. It would be hard to find a more suitable time and place for such an examination than at these warerooms during Exhibition time, for there are now, and will be, fully a score of the various styles and designs of these machines manufactured by the Dayton Company, on view there. Mr. Davidson, the Canadian representative of the firm, extends an invitation to all visiting merchants to call in and examine these scales.

## HAS JOINED T. H. SMITH & CO'S STAFF.

Among the numerous changes that have recently taken place in the wholesale provision business, this one is worthy of note. Archie Love, who came into prominence with the old firm of Ramsay & Co., Front street, and more recently with H. P. Gould & Son, has joined the staff of T. H. Smith & Co., 70 Colborne street, where he will be pleased to entertain his old friends and make new acquaintances. Archie is recognized one of the best wholesale provision men in the city, and T. H. Smith & Co. are to be congratulated on securing his services.



## INCREASING SALES INCREASES PROFITS

You may not make any more profit on **ONE** jar of UPTON'S MARMALADE than you do on **ONE** jar of another brand.

But, you will sell **MANY** jars of UPTON'S while you sell **ONE** of the other.

Therefore, by handling UPTON'S MARMALADE you increase your profits.

Sold by all Jobbers in 1-lb. glass jars  
and 7-lb. wood pails.

**HENRY WRIGHT & CO., Toronto,**

SELLING AGENTS.



The Standard  
Stove Polish  
for the World



# Tiger Stove Polish

For sale in two sizes, a 5 and 10-cent size. The packages are large and handsome, and give a good profit to the dealer. The polish does not dry or rust in the tins, but will impart a beautiful and lasting shine. Sold by all wholesale dealers, and by The F. F. Dalley Co., Limited, Hamilton, Ont., Canada.

## SOMETHING NEW

# “OZO”

## TEA

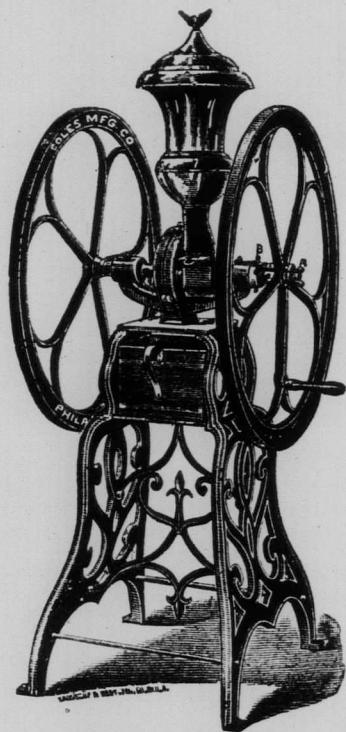
It is attractive, a good seller,  
and allows good profits.

Japan or Ceylon.

**THE OZO CO., Limited**

Tel. Main 2537.

**MONTREAL**



## Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

**We Claim** to have the easiest and quickest Grinders.

**We Further Claim** to have the most effective and accurate Adjustment.

**We Again Claim** that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No. 18  
Agents: **TODHUNTER, MITCHELL & CO., Toronto.**  
**DEARBORN & CO., St. John, N. B.**  
**FORBES BROS., Montreal.**

**Coles Manufacturing Co.**  
PHILADELPHIA, PENN'A.

# Wool Soap

For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:

W. T. Strong & Co., London. E. A. Richards & Co., Hamilton.

# THE CANADIAN GROCER

President, Treasurer,  
HEN BAYNE MacLEAN, HUGH C. MacLEAN  
Montreal. Toronto.

## 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**

### MERCHANTS AND TOURIST ACCOMMODATION.

**I**N TRAVELING, one cannot help being struck with the way in which many places in Canada with natural attractions and advantages are largely deprived of their attractiveness to tourists by the passiveness of the regular residents.

When tourists visit a locality, they are not satisfied with its natural attractions, no matter how famous these attractions may be. They want accommodation.

"God knows a man cannot work unless he eats," is the remark accredited to an fishman. And everybody knows that people cannot go holiday touring unless they "ate," and "slape," too, might be added.

Yet, many summer resorts which are all that the heart can desire otherwise are so inefficient in the essential of accommodation that not one-tenth the people visit them who otherwise might.

It is as much the duty of the business men in those summer resorts as of any other

class to concern themselves in regard to accommodation for tourists at the hotels, etc., in their respective districts.

The better the tourist travel the better it is for the business men.

Every tourist that visits a town or city may not leave money directly with the merchants, but most of them do. And this is certain: There is not a dollar left in a town by a tourist but that a goodly portion of it is not subsequently distributed among the merchants doing business therein.

Wherever there is a village, town or city which has, or should have, attractions for tourists, either winter or summer, there should be an organization of business men and any others sufficiently alive to interest themselves in the matter, whose special duty should be both to induce tourists to visit their particular locality and to see that proper accommodation is provided for their entertainment.

Canada has enormous possibilities in the way of attractions to tourists. No country has probably more in either bulk or variety, but it is deplorable how little this is known. It is true that the attractiveness of the country for tourist travel is gradually becoming better known. It is largely, however, in spite of ourselves. But what might not be done if within the next few months a few hundred live tourist organizations were to spring up in Canada?

### WHY BUTTER IS DEAR.

**F**ULL prices continue to rule in the export butter business, from 21½ to 22c. having been paid at the factory for creamery last week. Since then, the tone has modified a trifle, but not to any material extent. In fact, the efforts that have been made during the past two or three years by Canadian butter producers to improve their output have met with signal success this season in the British market. During July, London alone absorbed 34,424 cwts. of Canadian butter, against 11,974 cwts. for June of this year, and 13,383 cwts. for July, 1898. This important increase shows that, in the future, Canadian butter will be an important factor in the British market. In the past fortnight, the price of choicest Canadian in London has risen from 88s. to 102s., making a clean jump of 34s. per cwt.

Drouth on the Continent and in England seems to be the fundamental basis for the remarkable strength of the butter market in England, shipments from the leading European butter-producing countries having fallen off seriously, and even in Ireland there are complaints of drought and a much diminished yield, on account of weather conditions. The shortage will have to be made up from Canada, and though the fact does not warrant as extravagant prices as some people are talking about, it seems to be reasonably assured that the price of butter this fall will rule above that of 1898, in proportion to the difference which has governed the market since the present season opened.

### WATCHING THE OTHER FELLOW.

Merchants who never make a move until they see what their competitors do never lead; and because they never lead they are never really what can be termed successful.

It is the same in business as in a race: the prizes fall to the leaders.

When a man is preparing for a race, he does not concern himself about what his competitors are doing. All he is concerned about is getting himself "fit."

It is the same with bright up-to-date merchants. They want to get "fit." And in pursuance of this desire, they never cease trying to master the details of their business; they keep themselves informed as to the condition of the market, and as to new goods so that they can buy right; they read trade papers and keep their eyes open when abroad, so that they can gather ideas and enlarge those they already have; they keep their stores in good order and study window dressing and advertising.

Business is not a lottery with them; it is a success.

### GRAPES ON THE MARKET.

The first grapes of the season have arrived on the Toronto fruit market. The varieties offering are the Champion, at 20 to 25c. per 10-lb. basket; Moore's early, at 40 to 50c., and the Moyer at 50 to 60c.

The receipts are heavier than is usually the case during the first week of the season. As the crop is exceptionally large, receipts are likely to continue heavy all season. The demand at present is good, yet prices are likely to be materially reduced before long.

## THE CANADIANISM OF THE MARITIME PROVINCES.

THE address of Mr. Jarvis, President of the Maritime Board of Trade, a report of which will be found in full elsewhere, should be read and digested by every Canadian.

In point of ability, in extent of information, it is exceptionally rich. But its Canadianism is one of its most striking features.

The Maritime Board of Trade, as its name implies, is a sectional organization; that is, the object of its being is to promote the commercial interests of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island. Had, therefore, the address dealt with nothing but that which appertained to these three Provinces it is only what might have been expected.

But, while the Maritime Provinces received a large share of attention, an undoubted national spirit was abroad in the address. Even in the references to some of the matters appertaining to the Maritime Provinces one could read between the lines much that was gratifying to national pride.

When Confederation was consummated there was very little in the immediate prospect that was encouraging to the people of the Maritime Provinces; and this is implied in Mr. Jarvis' address. From the rest of the Dominion the Maritime Provinces were as isolated as they well could be. But the Confederationists were walking by faith, not by sight. And the references in Mr. Jarvis' address to the development of the Maritime Provinces prove that they had reason for the faith that was in them.

In the Western part of Canada there is a feeling, which is happily growing less and less every year, that the people of the Maritime Provinces are not in sympathy with them; that they have little or nothing in common nationally.

If those who are that way of thinking had been present at the convention of the Maritime Board, and listened to Mr. Jarvis' patriotic words and the enthusiasm with which they were greeted by the business men representing the three Provinces of Prince Edward Island, Nova Scotia, and New Brunswick, they would have learned how unjust they were in their views.

The people of the Maritime Provinces are as much concerned in the development of

the Dominion as the people of any other part of the Dominion. And if more people from Western Canada would hie themselves to the summer resorts of the Maritime Provinces, instead of to summer resorts of foreign countries, they would have an opportunity of learning this as well as of appreciating the beauty and the majesty of the scenery in that part of the Dominion.

### A TIME TO APPLY PRESSURE.

IT is often said that "misery loves company." We in Canada are prone to complain that commercial interests have to play second fiddle to political interests. There is some comfort in the knowledge that even in so well-governed a country as Britain, commerce feels itself pushed aside in Parliament.

There was a meeting of the Leicester Chamber of Commerce the other day. Some plain language was used in connection with the neglect of business interests by the House of Commons. One member thought that railway influence was predominant in the House. Another argued in favor of forming a commercial party. At present, he said, they could not get commercial legislation passed.

This resembles a condition which is often deplored in Canada. Again and again such subjects as insolvency, a fast Atlantic line, railway rates, etc., are either overlooked or scamped altogether, by reason of the fact that the politicians turn to other questions—and we business men allow them to do so. They should be made to toe the mark. As long as we merchants do not insist on being attended to, why, the political managers will go on with other business.

A good time to remedy this state of things is on the eve of a general election. Governments are believed to be more pliable and more amenable to reason then than at other times. Many persons believe that a general election is at hand in the Dominion.

If, therefore, our merchants have certain legislation or reforms at heart, we would advise them to lay their heads together and make the demand now. Is it insolvency laws, Customs' regulations, or something similar which they want? Let them go in strong deputations to the Ministers and press their claims. They will be listened to.

## MUSHROOMS.

Mushrooms are not a common article of diet, although many persons like them, and some epicures are known to love them. Their supply is limited because few cultivate them, while those which grow in certain suitable localities are not often gathered except by individuals for their own use.

It is possible that a trade in mushrooms might prove profitable to certain merchants, especially those in populous centres. An Edinburgh potato merchant leased a disused railway tunnel and is cultivating mushrooms on a large scale in this congenial spot—congenial that is to the mushroom. A profitable industry is said to be growing up. As soon as the mushrooms were put on the market the demand for them kept pace with the supply.

Mushrooms have to be cultivated by methods almost scientific if paying results are to follow. But that is true of almost all crops. It does seem odd that the supply of an article of consumption like mushrooms, which is regarded here as a luxury and a delicacy, should be dependent on accidental circumstances rather than any definite plan. There may be a fortune for someone in Canadian mushrooms yet.

### A BAD LEMON SEASON.

The season of 1898-99 has proved an unsatisfactory one to wholesale lemon dealers. The fault has not been a declining market, for prices have been pretty well maintained throughout. The advance that dealers expected to result from increased demand during the hot months did not, however, take place, for the nights this summer have been too cool for a large consumption of lemonade. The increasing popularity of other drinks has also had its effect, as the demand has not been what was looked for.

The great cause of loss, though, was the poor quality of fruit that has been received on this market this year. There has been a large proportion of inferior qualities, while the better qualities have shown greater wastage than usual.

The result has been that wholesale fruit men here declare they will be thankful if they close the season, which virtually ends this month, without loss.

HIGH PRICES PREVAILING.

AS CANADA is essentially an agricultural country, all people interested in her welfare are naturally interested in the prices that the farmer receives for his products.

It is a well understood fact (and none know it better than the country merchant), that when the farmer receives good prices his expenditures increase proportionately.

The following statistics show the prices that have prevailed during the third week in August for the past five years for butter, cheese, eggs, grain and potatoes :

	1899.		1898.		1897.		1896.		1895.	
	c.	q.	c.	q.	c.	q.	c.	q.	c.	q.
Butter, creamery tubs	21	23	17½	18	17	17½	17	18	18	19
dairy tubs	16	17	13	14	12	13	13	15	14	15
Cheese, per lb	10½	11	8¼	8½	8¼	9	8¼	8½	8	8
Eggs, per dozen	12½	13½	10	12	11	12	8	8½	10	11
Wheat, per bushel	71	72	70	71	86	86	63	65	71	71
Peas, per bushel	60	60	55	58	44	44	51	51	51	51
Oats, per bushel	30	31	31	33	21	22	22½	23	31	31
Potatoes, per bushel	50	60	50	50	50	50	25	30	25	25

It will be seen from the above that the prices of all these commodities are higher to-day than they have been at any time for five years, with the exception of wheat, which was higher in 1897, when the Leiter boom was beginning.

Creamery tub butter is 3c. higher than the highest point before recorded ; dairy is 2c. dearer ; cheese is 2¼ to 2½c. higher ; eggs are 2 to 2½c. higher ; peas are 2c. per bushel above the highest point, that of last year, and 16c. above that of the year before ; oats are the same as was paid for them in August, 1895, but 9 to 12c. higher than was paid in August, 1897 ; potatoes are just about twice as dear as they were in 1896 and 1895 at this time of year.

While these figures are interesting they are not more so than the following, which show the way our exports of these lines have grown in recent years :

	1895.	1896.	1897.	1898.
Wheat	\$14,233,002	\$13,956,571	\$14,076,239	\$17,572,763
Butter	697,476	1,052,089	2,089,173	2,046,686
Cheese	867,990	807,086	978,179	1,253,305
Oats	5,359,169	5,771,521	5,544,197	17,313,916
Peas	1,622,919	1,131,187	2,252,673	1,709,505
Potatoes	320,458	273,861	2,655,130	3,041,578

It will be seen that the exportation of all these commodities has grown rapidly in the four years. The most remarkable increases are those of wheat, butter and oats.

The value of oats exported in 1898 was nearly ten times that of four years ago ; while more than three times the value of butter and wheat was exported last year as in 1895.

Flour and bacon are also classed as products of the farm. Our exports of bacon

in 1895 were \$3,546,107 and in 1898, \$7,291,285. Our exports of flour in 1895 were \$839,112 and in 1898, \$5,425,760.

Our total exports of farm products and animals and their produce in 1895 were \$41,665,289 ; in 1896, \$50,591,002 ; in 1897, \$57,227,898 and in 1898, \$77,364,755, showing a total increase in the four years of \$35,699,466—over 80 per cent.

When the exports of the year ending July 1900 are totalled up, it will be seen that there is no let up in the growth of our export of these articles. Already this sea-

son our exports of butter are 196,308 packages as compared with 82,999 packages up to this time last year, while our shipments of cheese amount to 970,179 boxes this season, against 867,454 boxes last season.

This growth in our export trade has taken place in the face of a steadily growing home consumption. One instance of this is the growth of our bacon export in the face of the fact that the Northwest and British Columbia are yearly calling for more and more Ontario and Quebec provisions. This was never more the case than this summer. For the first time in six years, Ontario and Quebec packers have been able to secure orders for provisions from British Columbia, to the exclusion of United States provisions in all lines except one or two of the less important ones.

Another instance of the growing home demand is the fact that the price of eggs has been maintained, because of the home consumption, at a figure which has made exportation at a profit almost impossible.

THE LESSON OF THE SITUATION.

There is no question but that the outlook this season is exceptionally bright.

Large crops and high prices are making the Canadian farmer rejoice ; manufacturers of all varieties of goods are working their men overtime at advanced wages ; our mineral resources in the Klondyke, in British Columbia, in the new Ontario and in Cape Breton are being developed at an unprecedented rate ; the value of our great spruce forests in Quebec, Ontario and New Brunswick are being recognized and util-

ized as never before ; not for years has there been so few unemployed in our large cities.

In fact, in whatever direction one looks ; from whatever viewpoint the matter be considered, the result is to strengthen one's belief in the brightness of the outlook for Canada in the next few years. It would be a veritable pessimist who would talk "hard times" to-day.

Yet, a word of caution would not be out of place. The greater the prosperity of the next few years, the more competition will surely be induced to enter the field ; and greater will be the reaction when it comes.

There has never yet been a boom without a panic, and exceptional prosperity is generally followed by a reaction.

While this is more true of older countries, and while the continued development of the wheat areas of the Northwest and the mineral resources of many of our Provinces may be depended on as a force to allay or lessen the reaction, yet the exceptional conditions cannot be expected to always prevail.

If, in a country town, the grocers, hardware dealers, druggists, or any class of merchants, evince unusual prosperity, there is a likelihood of new competition. Others not getting as large a share of the good times may enter this seemingly fertile field to get a share of the pasturage. They may be fitted to compete, and soon cut down the revenues of the older merchants to what they had been making before the season of unusual prosperity commenced. They may not be fitted to compete, but, by unwise cutting or giving credit, they may, in another way, hamper the older merchants, and reduce their incomes to a normal figure.

Should then, a merchant refrain from taking advantage of the good times prevailing in the fear of inciting competition ? By no means. But he should never allow a year or two of exceptional profits to establish an exceptional rate of personal expenditure.

It is pleasant to increase one's home or personal expenses, but it is neither easy nor pleasant to curtail them.

The wise plan during the good years is to either put the extra earnings into the business or put it into a safe investment, so that when a few lean years come, a reserve will be in readiness for all possible obligations.

The man who lives up to his income obviously cannot ever attain to riches. But he who takes advantage of the good year to lay the foundation of a "banked reserve" may lay at the same time the foundation to a fortune.

In time of peace, prepare for war.  
In time of plenty, prepare for want.

"The Side Shuffling" in terms, conditions and insane promises of those pushing the "so called," just as good substitute is positively amusing but avaleth nothing.

# "SALADA"

## CEYLON TEA

is worth every cent that is charged for it: its enormously increasing sale is proof evidence of this.  
Sealed Lead Packets Only—25c., 30c., 40c., 50c., 60c.—By all dealers.

Toronto. Montreal. Boston. Buffalo. Detroit. Pittsburgh. Cleveland.

## Ivory Bar

IS PUT UP IN

1-lb. bars. }  
2 6-16-lb. bars. } 60 bars in box.  
3-lb. bars. }

### Ivory Bar Twin Cake

12-oz., 100 cakes in box.

Quotations for "Ivory Bar" and other brands of Soap furnished on application.

The BRANTFORD SOAP WORKS CO.  
Limited

## Seeded Raisins

Freshly done after you send in your order.

Quality guaranteed second to none.

Write for quotations to

The Acme Fruit Cleaning Co.

128 Queen Street. MONTREAL.

THE COWAN RAMSAY CO., LIMITED  
IMPORTERS OF TEAS

## RED CROSS TEA

in lead packets, and

## CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.

SEE OUR  
**BANNER**  
**WASHBOARD**  
for the best 25 cent line made.  
**WALTER WOODS & CO.**  
HAMILTON

## HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue TORONTO

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



TRADE MARK REGISTERED

All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being no old, unsaleable stock in "Horseshoe Salmon."

Every consumer should use it because it is the BEST and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

**J. H. TODD & SON,**  
Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

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Consist of **Pure Ceylon Tea in Packages.**  
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**Pure Flavoring Extract in Packages.**  
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**D. S. F. Mustard in Tins.**

# MARKETS AND MARKET NOTES.

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS

TORONTO, August 24, 1899.

### GROCERIES.

A GREAT improvement has been manifested in the wholesale grocery trade this week. Orders are coming in liberally from the travelers who were put back on the road this week. The demand for lumber camp supplies has also opened up this week. As this demand is as large as usual, it adds considerably to the movement of general groceries. The movement of sugars has increased, as the larger fruits are in many sections ripened sufficiently for preserving. Prices here are steady and unchanged. The dry weather has greatly strengthened the feeling for future deliveries of canned tomatoes, corn, peas and beans, especially corn and tomatoes. Packers claim that the crop will be much below the average, and say they will have difficulty in filling orders. New teas of all grades are gradually coming into the market. China, Indian and Ceylon teas are considerably higher than a year ago, but the values of Japan teas showing are much ahead of last year.

### CANNED GOODS.

Prices of the new season's pack of canned salmon which have just been issued show a decline of 5 to 10c. Futures in corn, tomatoes, peas and beans, are stiffening. For tomatoes and corn, wholesalers are now asking 30c., whereas, a few weeks ago, 75c. would have satisfied the same house. The cause of the strengthening tone of this market is the continued dry weather. During the week strawberries have advanced 10c. and gallon apples 20c. Blueberries are 5c. cheaper. The movement of all canned goods is large. Orders for future delivery have also been numerous in the past week.

### COFFEES.

The price of green Rio coffees are exceptionally low. In view of the advances in other commodities, it is generally considered that prices are about the bottom, and that

all purchases at the present figure would be safe.

### SUGARS.

A satisfactory improvement in the demand is noted, and a brisk seasonable trade is now doing. The price of refined sugars in New York has been reduced 3-16 to  $\frac{1}{4}$ c., but this will in no wise affect the Canadian market. Prices here are unchanged. Raw sugars are steadier than last week, and prices remain unaltered. The Guild price is \$4.65 Toronto for St. Lawrence and Redpath refined sugars and \$4.60 for Acadia. Foreign granulated is quoted at \$4.60 Toronto.

### TEAS.

New teas of all grades are gradually coming into the market. The values of Japan teas offering this year are much ahead of last year. For China, Indian and Ceylon teas, on the other hand, the prices are considerably above those of last year.

### FOREIGN DRIED FRUITS.

CURRENTS—Cable advices note an advance of 2s. per cwt. since last issue. The

See pages 41 and 42 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

market still shows a stiffening tendency. The few buyers who acted promptly on opening prices are likely to have a considerable advantage over competitors, as spot stocks are practically nil in the face of a good demand.

SULTANA RAISINS—As indicated in our last week's issue the prices in Smyrna have decreased from the opening. To-day this fruit can be had 15s. per cwt. below the opening prices.

VALENCIA RAISINS—The first shipment is expected to arrive in Toronto between September 10 and 12. The price of this cargo has not yet been cabled, but prices for present shipment will likely be at a high figure.

DATES—Advices from people largely interested state that offerings of many importers have been withdrawn because of a feeling that prices have touched the lowest point for futures. Some import contracts have been made for early shipment, via Southampton, other shipments ex first tide steamers.

PRUNES—The European market is rather high for business. In Canada, some offerings have been made for shipments of Bosnia fruit by way of Montreal before the close of navigation, but these would cost about  $5\frac{1}{2}$ c.

ELEME FIGS—The crop, while in excess of last year, is still likely to be less than half the average. Prices, therefore, while lower than last year, will still be comparatively high.

### GREEN FRUITS.

The feature of this week is the commencement of the arrival of early grapes. The varieties in now are the Champion, at 20 to 25c.; the Moyer, at 50 to 60c., and Moore's Early, at 40 to 50c. per 10 qt. basket. The arrivals are large, but are expected to greatly increase in the next week or two. The demand is excellent. Oranges, raspberries and black currants are out of the market. Canadian tomatoes continue to arrive in increasing quantities, and prices are steady at 15 to 20c., last week's figure. Crawford peaches are beginning to arrive in good condition, and sell well as high as \$1 to \$1.25 per basket. Cheaper varieties can be had from 40c. up. Bartlett pears are also coming in more freely than last week, and, as they are in better condition, the demand is improved and prices have gone up 10c., this week's price being from 40 to 60c. Cheaper pears are plentiful at 25 to 40c. A good demand continues for plums of various varieties at from 30 to 60c. per basket. Poor qualities of muskmelons are still offering too freely. Qualities fit for shipping, however, sell well at about 75c. per basket. A few lawtonberries continue to arrive at from 5 to 7c. There is a good movement of watermelons, and prices are firm at 20 to 30c. each. There are not many small sizes offering this week. The sale of bananas locally continues very large. During the hot spell, since last issue, there has been a good demand for lemons. This has quieted down again, and prices are unchanged. Fall apples are beginning to arrive in barrels. They look very good, and sell readily at from \$1 to \$1.50.

### COUNTRY PRODUCE.

EGGS—Deliveries continue heavy. Owing to the extreme hot weather lately the quality has not been as good as formerly. However, with the cooler weather of the latter end of this week an improvement in this respect is noted. A number of eggs are being exported, but at the extreme prices

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ruling here little profit is looked for by local exporters. The consumption in Toronto is large, and is expected to considerably increase during the time of the Toronto Fair. Prices are steady and unchanged at 13 to 13½c. per doz.

BEANS—Practically nothing doing. Prices are nominally \$1 to \$1.10 for hand-picked, and 80 to 90c. for ordinary stock.

POTATOES—The dry weather is causing a general stiffening in prices, but last week's quotations, 50 to 60c. per bushel are well maintained.

VEGETABLES—Corn is 5 to 10c. per doz. dearer. Carrots are 10c. per doz. bunches cheaper. Otherwise there is no change. We quote: Cauliflower, \$1 to \$1.50 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; corn, 10 to 20c. per doz.; vegetable marrow, 40 to 60c. per doz.; green onions, 5 to 10c. per doz.; celery, 50c. to 75c. per doz.; lettuce, 20 to 25c. per doz. bunches; cabbage, per doz., 30 to 50c.; parsley, 20 to 25c. per doz. bunches; green cucumbers, 5 to 10c. per doz.; new beets, 10 to 15c. per doz. bunches; parsnips, 40 to 60c. per dozen bunches; carrots, 10 to 20c. per doz. bunches; green peas, \$1 to \$1.10 per bag; butter beans, 75c. to \$1 per bushel; tomatoes, 15 to 20c. per basket.

#### BUTTER AND CHEESE.

BUTTER—The situation is unchanged, the advance of last week being well maintained. The continued reports of pastures drying up throughout the country are causing holders to be quite firm in their views. Creamery prints and squares are possibly the firmest variety on the market and in these an

advance of 1c. brings the price up to 21 to 23c. Dairy prints and tubs are unchanged.

CHEESE—The abnormal advance of the last few weeks is well maintained. At most of the cheese boards not much business is being done as factorymen are all looking for top figures. The cable advices quote slight advances over last week in the British market. The local consumption is quite large considering the high price prevailing, 10½ to 11c. per lb. We quote dairy tubs at 17 to 18c.; best tubs at 16 to 17c.; second grade tubs at 12 to 14c. Creamery tubs and boxes are worth 19 to 20c., and prints and squares, 21 to 23c.

#### FISH.

Manitoba whitefish is scarce here at present, but a carload is expected this week. Oregon salmon is offering at 12½c. Otherwise there is no change, prices throughout continue firm. We quote: Trout, 8c.; whitefish, 7½ to 8c.; Oregon salmon, 12½c.; maskinonge, 8c.; pickerel, 7½c.; perch, 4c.; herrings, 4c.; halibut, 12½c.; steak cod, 7c.; haddock, 5c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.

#### PROVISIONS.

The advance in the price of live hogs noted last week is well maintained, though this rise has increased deliveries somewhat. The demand for provisions generally has been very large, and, owing to the short supply, prices are quite stiff. The run has been mostly on long clear bacon and hams, and, although packers have in some instances sold long clear in large lots at 7¾c., the majority are holding for 8c., and some

are asking ⅛ to ¼c. more. Even higher prices are confidently looked for by some packers on account of the small number of large hogs offered. The demand for lumbering camps is just starting and the indications are that the requirements from this source will be as large as usual. The business in hams this year has quite upset the calculations of all packers. Early in the season the indications were that a sufficient quantity of hams had been packed to last through the year, but the heavy demand, both from the West and for local consumption, has so reduced stocks that advances which were unexpected have taken place. These high prices will likely be maintained until the close of navigation. An advance of ½c. brings the price up to 13 to 13½c. per lb.

#### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—An advance of ½ to 1c. is noted in wheat, red and white both selling at 68½ to 69c. this week. The street market is fairly active. Goose wheat is up ½c., and red and white 1c. per bushel. New oats are starting to come in. We quote as follows: Wheat, white and red, 72c.; goose, 68½c.; peas, 60 to 61c.; oats, new, 34 to 35c.; old, 29 to 30c.; barley, 43 to 44c.; rye, 51 to 53c. No. 1 hard Manitoba wheat is unchanged at 80c. Toronto.

FLOUR—The advance in wheat has resulted in a stiffening of all flour values. Prices are unchanged, however. We quote: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

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are choice eating and cooking Figs. Put up in **1-LB. CAKES**—each wrapped and packed in special Caddies, containing 4-doz. cakes.

Cost you 7½c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

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Fruit Commission Merchants.

**BREAKFAST FOODS**—There is no change. We quote as follows: Standard oatmeal and rolled oats, \$3.75 in bags and \$3.85 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

### SALT.

An active demand is noted. Prices unchanged. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells, we quote F.O.B., barrels, 70c.; sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

### HIDES, SKINS AND WOOL

**HIDES**—A good demand continues. Prices are firm. We quote cowhides: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 9c.

**SKINS**—A stiff feeling is manifested. Lambskins are 5 to 10c. dearer. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheep and lambskins are selling at 45c.

**WOOL**—There is practically nothing doing, holders and buyers being too far apart for business. We quote fleece at 14 to 14¼c., and unwashed at 8 to 9c.

### SEEDS.

Some jobbing in small quantities is being done this week at \$3 to \$4 per cwt. The deliveries of clover have been light, holders keeping their stock, which was harvested rather late, until all harvesting is over. Dealers are offering \$4 to \$4.75 for choice to fancy lots of alsike. Extra fancy lots are worth 25c. more.

### MARKET NOTES.

Creamery prints and squares are 1c. dearer.

Grapes are on the market. The price runs all the way from 20 to 60c. per 10-quart basket. Crawford peaches of fine quality are offering at \$1 to \$1.25 per basket.

Long clear bacon and hams have advanced ½c. per lb.

The price of "Clover Leaf" salmon for the new season's pack will be \$1.45 to \$1.50 for talls and \$1.60 to \$1.65 for flats.

Oranges, raspberries and black currants are off the local market.

### BUSINESS CHANCE.

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Hygienic Cocoa

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**THE COWAN CO., LIMITED, TORONTO**



## QUEBEC MARKETS.

MONTREAL, August 24, 1899.

## GROCERIES.

**B**USINESS in general groceries has not been specially noteworthy during the past week. Refined sugar has been fairly active here on account of preserving wants, and prices are steady. Syrup furnishes no change, and the jobbing movement has not yet commenced in Barbadoes molasses. Canned goods generally are steady, with nothing special to report this week, and the same can be said of dried fruits. Rice is quiet and coffee steady, while spices are unchanged. Some movement has been noted in tea, the tone of the staple ruling firm.

## SUGAR.

With a good inquiry for refined sugar, both from country and city buyers, prices rule steady here, granulated selling at \$4.55, and yellows, \$3.65 to \$3.75, and extra bright, \$3.95 to \$4.25. The announcement of another war in New York, however, where substantial cuts have been made in refined is causing some anxiety among traders, who had just commenced to thank their stars that matters were once more on a stable basis. Raw sugar has ruled quiet for beet at London, present month being steady at 10s. 4¾d., and next month 10s. 3¾d. Cane has been steady also, with little doing. Java 12s. 9d. and fair refining 11s. 9d. In New York this week raw has been more or less nominal, but with a weak undertone, fair refining, 4c.; centrifugal 96 test, 4 9-16c., and molasses sugar, 37c.

## SYRUPS.

The syrup market continues steady and unchanged at 1¾ to 2¼c. per lb., as to grade at factory.

## MOLASSES.

The market is quiet for Barbadoes molasses, and will be until the jobbing movement commences. Round lots of Barbadoes are quoted at 34c., and car lots, 35c., with single puncheons, 36c. Porto Rico is offered at 31 to 32c.

## CANNED GOODS.

There is little new to report in connection with canned goods. The feeling in regard to tomatoes, corn, peas, etc., continues firm, and business on spot is noted at 75c. for tomatoes, 90c. for corn, and 75 to 77½c. for peas and beans.

Canned fruits are as last noted. We quote as follows: Apples, 3 lb., 75c.; preserved, \$1.40; 1 gal. tins, \$2; pears, 3 lb., \$1.80; plums, 3 lb., \$1.60; green-gages, 3 lb., \$1.75; yellow peaches, 3 lb., \$2.25; pumpkins, 3 lb., \$3.65; strawberries, preserved, \$1.35; do., in syrup,

\$1.15; raspberries, preserved, \$1.40; do., in syrup, \$1.15.

The strong feeling in regard to canned salmon is fully maintained, and little or no new business is reported, because canners are not quoting.

French sardines remain as reported. Prices are unchanged: Small quarters, \$7.50 to \$8; ordinary, \$7.75 to \$8.25; full quarters, \$10.50 to \$11; American do., \$13.50 to \$14; boneless, high halves, \$22 to \$23; low do., \$18.50 to \$19.50; high quarters, \$16 to \$17, and low do., \$10.50 to \$11.50.

## DRIED FRUITS.

There is nothing special to report in dried fruits this week, the market being as last reported, both on spot and at primary centres.

## RICE.

There is a seasonable trade in rice at unchanged prices. We quote: B standard, \$3.40 to \$3.50; Patnas, \$4.12½ to \$4.75; Japans, \$4.50 to \$5, and Caroline, \$6 to \$7.

## COFFEES.

Under a fair demand there has been somewhat more movement in Maracaibo, and sales are noted in the bean at 8½ to 9½c. in 25-bag lots, smaller quantities entailing an advance.

## SPICES.

The spice market is quiet and firm. We quote: Singapore black pepper, 12½ to 13c., and Singapore white, 19½ to 20c. Penang pepper, 17½ to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to 10c.; Jamaica ginger, 19½ to 20c.; Cochintips ginger, 6 to 6½c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

## TEAS.

Some inquiry has been noted for old crop Japan, with business at 11 to 14c. as to grade. New crop has also moved at 15½ to 17c. for 300 package lots, and as high as 20c. has been paid for other parcels of the same goods. In green teas trading is noted at 11½ to 14c. China blacks and Ceylons have not contributed anything special during the week.

## GREEN FRUITS.

The green fruit market has shown little radical change since last report. A few lots of early apples are arriving, and are offered all the way from \$2 to \$3 per bbl., as to variety and condition. There have been liberal receipts of bananas, with sales at 75c. to \$1.25 per bunch. Most dealers have large stocks of lemons, and sales range between \$2 and \$3 per box. Oranges, on the other hand, are scarce. Sales are slow, however, at \$3.25 to \$4 per box and \$2 to \$2.25 per

half-box. Heavy receipts of Canadian peaches have been a feature, and are all clingstone. Prices range from 30 to 40c. per basket. Low-grade pears have been in excess of demand, and sales range from 25 to 40c. per basket. Canadian plums are moving freely at 40 to 50c. per basket. Muskmelons sell at \$1 to \$1.25 per crate. Receipts of Californian fruits have also been heavy. Pears sell at \$2.25 to \$2.40 per box; peaches, \$1.25 per box, and plums, \$1.20 to \$1.50 per box.

## FISH.

Rule steady but quiet. We quote as follows: Fresh haddock and cod at 3 to 4c. for haddock, and 3 to 3½c. for cod; British Columbia salmon, 12 to 13c.; halibut, 13 to 14c.; salt fish: Green cod, \$4.25 to \$4.50 for No. 1, and \$5 for No. 1 large per barrel; dry cod, \$4; Nova Scotia herring, \$4.25 to \$4.50 in barrels; Cape Breton, \$4.75 in barrels; No. 1 Labrador salmon, \$14 to \$15; sea trout, \$9.50 to \$10; lake trout, \$4.25 to \$4.50 per keg of 100 lb.; No. 1 green haddock, \$4 to \$4.25.

## COUNTRY PRODUCE.

**EGGS**—The tone of the market is strong, but the demand is rather slow owing to the very warm weather. We quote: Choice candled stock, 16 to 16½c.; straight lots, 14 to 14½c.; No. 2, 11 to 12c., and culls, 9 to 10c. per dozen.

**MAPLE PRODUCT**—There is no change to note in maple product. Supplies are small, and prices firm. We quote: Syrup, in wood, 6½ to 7c. per lb., and 85 to 90c. per tin. Sugar, 8½ to 9c. per lb.

**HONEY**—A few small lots of new clover honey in the comb keep coming forward, which meet with a ready sale. We quote: 10c. per lb., and extracted 8c.

**BEANS**—There was only a small jobbing trade done in beans. We quote: 95c. to \$1 for choice hand-picked, and 85 to 90c. for primes.

**POTATOES**—Receipts of potatoes are large, and prices easy at 35 to 40c. per bag, in round lots.

**ASHES**—In ashes little business is doing, and the market rules dull. We quote: First sorts, \$3.70 to \$3.75; seconds, do., \$3.50, and first pearls, \$5.25 to \$5.50 per 100 lb.

## FLOUR AND GRAIN.

**FLOUR**—There was a good foreign demand for Manitoba grades of flour, and, as cables in some cases showed an advance of 9d. over previous bids, millers were disposed to do business, and sales of several thousand sacks were made for prompt and future shipment. Locally, the demand was also

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**H. B. HUNGERFORD, Agent,**

318, 320, 322 St. Paul Street, Montreal.

better for small lots, in consequence, the market, on the whole, was fairly active and the tone steadier. We quote as follows: Winter wheat patents, \$3.75 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.60 to \$1.65; Manitoba patents, \$4 to \$4.20; strong bakers', \$3.60 to \$3.80.

GRAIN—A fair amount of business was put through over the cable to-day, there being a good demand for both Manitoba wheat and oats, and bids were satisfactory, especially for oats, they being 3d. higher than the public cable. Locally, trade is still quiet and the trade is without any new feature to note. New crop oats for September delivery are offering at 29c. afloat, and at points west of Toronto at 24½c. f.o.b. cars. In a small way old oats are still selling at 32½ to 33c. ex store. Peas are dull and neglected. New crop rye has sold at 56½c. afloat.

MEAL—In meal, business is still quiet, and prices show no change, rolled oats being quoted at \$3.67½ per bbl. and at \$1.72½ per bag.

FEED—The tone of the feed market is firm. The demand for bran is good, but, owing to the small offerings, buyers find it difficult to fill their wants, and, in some cases, millers are asking higher prices. We quote: Ontario bran, in bulk, \$14 to \$14.50, and shorts, \$15 to \$15.50 per ton; Manitoba bran, \$14; shorts, \$16 to \$17;

mouille, \$18 to \$25 per ton, including bags.

HAY—In baled hay, a good steady trade continues to be done, and the market is active and firm. We quote: Choice No. 1, \$8 to \$8.50; No. 2, \$6 to \$6.50, and clover, \$5.50 to \$6 per ton, on track.

### PROVISIONS.

The local market is firm, but prices show no change. The demand for cured meats of all kinds has improved again on account of the extreme heat, and a fair trade is reported. We quote as follows: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess, \$15 per barrel. Pure Canadian lard in pails, 7c. to 7¼c. per lb.; and compound refined, 5½c. to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11½c. to 12½c. per lb.

### CHEESE AND BUTTER.

CHEESE—The softer feeling which had its inception last week, continues, the dealings at the wharf Monday morning being an illustration. There, from 7,000 to 8,000 cheese were sold at 9¾ to 9¾c., which shows a decline of about ¼c. per lb. on the price which ruled last Monday. Between traders there was not much doing or any material change in price, the range for western being 10⅞ to 10½c., and for eastern, 10 to 10¼c.

BUTTER—Also is somewhat easier in tone than it was last week, business in creamery being noted at 21 to 21½c., as to grade, higher figures having been refused for the same goods last week, while western dairy realized 15 to 15½c. In a local jobbing way creamery fetched 22c., and Townships dairy, 17 to 17½c. At the wharf some 500 packages of creamery sold at a range of 20¾ to 21c.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., August 24, 1899.

THE week has shown but a fair amount of general business. The effort to get dealers from out of town to take advantage of low rates secured by the local board of trade on railroad and steamboat lines running into the city, did not prove a great success. Even the extra attraction of the meeting of the Maritime Board of Trade here did not prove enough to bring many, except those who came as delegates to the board meeting, a full account of which will be found in another part of this paper. The fact is, outside dealers have little call to the city. Travelers are so numerous they are kept well stocked, often too well, and are right in touch with the market. The ladies have more call, as they like to come to do

# TEAS TEAS TEAS

**A NEW**  
**Consignment of Indians, Ceylons, and Japans** in hand.  
**Wholesale only.**

**S. H. EWING & SONS, 96 King St., Montreal.**

their shopping as they cannot get the variety at home. The nearness of the Exhibition worked against the full success of the effort, as many would put off their visit till that time.

**OIL**—Burning oil tends firmer in price. There is a large sale, chiefly for later shipment, though some orders are now being filled outside of the regular demand. In lubricating oils, prices are low, and but little doing. Paint oil continues very high, and has a very firm tendency. Demand not large. Cod oil comes to hand slowly, there being but a limited sale, even at the low figures. In wax, higher values rule, and dealers will not book orders for future delivery. Wax is very scarce, and, of course, candles are affected. The increased uses to which wax is put is said to account for the condition of the market.

**SALT**—There were fair receipts of Liverpool coarse salt during the week. Prices are very firmly held and the tendency is strong. Advanced freights very much affect this line. In fine salt there is no change. Canadian has the big sale. Barrel salt, to a large extent, is taking the place of bags. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.;

5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—This is a somewhat more quiet line. The wholesale trade have bought enough to satisfy their needs. It is well they have as it is difficult to get orders booked at any price. While new corn will be well below present figures, the market is likely to be a very firm one. Even peas are in a stronger position. Salmon is not being as largely bought as usual owing to the high figures quoted. There will be very few lobsters in this market. Blueberries are quite plentiful; they come on a bare market. Peaches are in demand. The outlook is, as in other lines, for high prices. Gallon apples are firmly held and it is said higher prices will rule. In oysters, reports from Baltimore are that the market is about bare and upwards of two months before new goods can be shipped. Pineapple is marked higher and stocks very light. Kipperred herring, haddies and bloaters are held firm.

**GREEN FRUITS**—This is a particularly active line. Pears and apples have the big sale. The former are plentiful, and pears

in barrels, of particularly good quality, can be bought low. In apples, New B unswick stock is now being received. Quality is good and there is a fair crop, chiefly early fruit. Both Ontario and Californian peaches are being received and there is a fair demand at even figures. Plums have improved sale. The quality of Californians received this season is very fine. In melons, there is little doing. Bananas have but a fair sale. Oranges are also slow, with quality only fair. Lemons sell freely at full figures, price showing considerable advance. Ontario tomatoes are still a factor in the market. Quality of local goods so far received shows up poorly. Grapes have but a light sale as yet. In small fruits, season is about over.

**DRIED FRUITS**—This is a line that is coming to the front. Spot stock of all lines is light. In Valencia raisins, first orders were small and at open prices, and dealers are inclined to hold off before placing orders for regular stock. Prices so far quoted are a little above last season, and quality is said to be very good. In Californians, opening figures have not yet been received, but are very soon expected. It is thought they will open quite high. Californian prunes have opened at rather higher prices than last season, and are firm. A good demand

## AMERICAN SUGAR.

We quote in car loads (mixed cars if you wish), Standard Granulated and Bright Yellow Sugars, **FREIGHT and DUTY PREPAID**, as follows:

Brockville, Berlin, Belleville, Brampton, Brantford, Chatham, Cobourg, Delhi, Guelph, Lindsay, Napanee, Peterboro', Prescott, Port Hope, Port Perry, Simcoe, Sarnia, Stratford, St. Catharines, St. Marys, St. Thomas, Woodstock.—Standard Granulated, \$4.60 per hundred; Bright Yellow, \$3.53 per hundred.

Barrie, Collingwood, Goderich, Listowel, Meaford, Orillia, Owen Sound.—Standard Granulated, \$4.62½ per hundred; Bright Yellow, \$3.55 per hundred.

Dundalk, Markdale, Orangeville, Pembroke, Renfrew, Shelburne, Sault Ste. Marie.—Standard Granulated \$4.65 per hundred; Bright Yellow, \$3.57 per hundred.

—We will be pleased to quote any other point not mentioned above.

We quote Macdonald's Tobaccos, f.o.b. Toronto, as follows: Brier, 8's, at 61 cents per pound; Prince of Wales, 8's or 16's, at 63 cents per pound.

57 Front St. E., Toronto.

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The Following Brands  
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

100% PURE TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

100% PURE CIGARETTES

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Write us for SALT of any kind.  
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Consignments personally and promptly attended to.  
All Foreign Fruits in season.

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GOOD  
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cost less than with TOMATO,  
please many customers as  
well—some better.

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causes no search for the dead vermin.  
It has all crawled, scuttled or galloped  
away—soon as the powder was used.

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Makers of Pure Malt, Wine and Concentrated Vinegars.  
In Bottles and Casks.

Prices and samples on application to

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GRIMBLE'S <sup>English</sup> <sup>Malt</sup>  
Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

ADAMS'

Tutti Frutti

CHEWING GUM

Send for Price List and Hanger Sign  
for your window.

ADAMS & SONS CO., 11 and 13 Jarvis Street, Toronto, Ont.

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Wholesale Fruit and  
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Consignments carefully handled.

GUELPH, ONT

here is expected. In currants, prices have opened quite high, and very little business has yet been done. Prices received for figs, though below last season, are quite high. Demand is not expected to be as large as usual. Spot business in all lines of dried fruits is very light. In evaporated apples, it is thought that somewhat lower figures will rule than last season, but a firm market is expected. There is stock here for all present business. American onions are now filling the demand, and prices, though still high, tend lower. In peanuts, there is a good active sale. Prices are marked higher.

**SUGAR**—There is a steady sale at even figures, and values are rather higher. Very little future business is being done. Sale is very largely for granulated. In yellows, light goods have the demand.

**MOLASSES**—In Porto Rico, a fair stock is held here. The quality is particularly good. Prices are held firm, and sales are active. A consigned cargo landing last week found very prompt sale. Another cargo is expected soon. Some New Orleans was offered this week, and found a fair market at a price well below West Indian goods. Barbadoes is scarce, and price is high. No syrups are moving.

**PRODUCE**—Eggs show an active sale at good prices, the market being firm. Stocks are not large. Butter keeps very dull. It is a question what to do with stocks, particularly off-grades, and stock of this quality is large. Creamery has no demand. Cheese is higher. Stock in the city is light. Factories throughout the Province are well sold up at good prices. Local demand is still for small cheese.

**FISH**—Fresh fish continue scarce and in no lines are stocks large; receipts very light. The fact that dog fish are very plenty is given as one cause. Shad should be plenty but very few are to hand. Pickled herring hold their price. There is a better demand; receipts light. A few new smoked are here. Price a little higher than for old fish. The market is a fairly firm one owing to light stocks. In pollock, quantity to hand very light and full prices asked. Cod show no change and are likely to rule firm for some time. Some nice kippered herring are received, with fair sales. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 7 to 8c.; halibut, 10 to 12c. per lb.; fresh haddock and cod, 2c.; shad, 10c.; boneless fish, 4 to 5c.; pollock, \$2.00 to \$2.10 per 100; salmon, 15 to 16c.; pickled herring, \$1.65 per half bbl.

**PROVISIONS**—Barrelled beef and pork are rather firmer; local demand is still light but

improved business expected. In lard, fair stocks held. Price rather firmer. Little doing in smoked meats.

**FLOUR, FEED AND MEAL**—There is a fairly active business in flour, and a rather firmer feeling noted. Reports of crop in Manitoba particularly favourable, much more so than those from Ontario. Feed is scarce and high. Oatmeal is a very light stock here; dealers waiting for lower figures; tendency seems downward. There is quite a range in quotations. Oats are firm and reports tend to a steady market. Cornmeal holds the advance, considerable American is here, while higher than that ground here, it is needed to supply the demand. Beans, while still low are firm and show improved sale. Barley and split peas show but a limited business. We quote: Manitoba flour, \$4.65 to \$4.80; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$4.00 to \$4.10; cornmeal, \$2.25 to \$2.30; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

#### ST. JOHN NOTES.

F. C. Colwell & Co., Limited, is the style of the new candy company.

Mr. Angevine, of Bowman & Angevine is taking a well-earned vacation this week.

Heaton's pickles are having a very large sale in this market, very largely taking the place of higher priced goods.

Northrup & Co. have some particularly nice dulce on hand. Receipts of first quality have so far been very light this season.

Jones & Schofield have received a shipment of New Orleans molasses. These goods are particularly adapted for cooking purposes.

In spite of keen competition Schepp's coconut has a strong hold on our market, among late receipts are shipments for J. Finley and T. B. Barker & Son.

Mr. Berryman representing The Gwattney-Bunkley Peanut Co., Southfield, Va., called on the trade this week, and though a little late in the season did a good business.

Messrs. Puddington & Merrett are always abreast of the times. They are the first and so far the only retail grocers here to handle the famous "Uneda" biscuit.

The feature of the week has been the meeting of the Maritime Board of Trade. A representative of THE GROCER attended and his report will be found in this issue.

Dr. W. W. White, of the wholesale house of Vincent S. White & Co., has been elected

a director of the Bank of New Brunswick in the place of the late W. W. Turnbull.

#### HINTS TO BUYERS.

**MANITOBA** whitefish are scarce this week. A. Booth & Co., Toronto will have a carload next week.

"Empire" Pekoe and "Empire" Golden Tipped Pekoe, are now on sale by Lucas, Steele & Bristol, at last year's prices.

A shipment of canned beets has been received by John Sloan & Co.

Chas. Gyde is making large shipments of Rowntree's goods this week.

S. H. Ewing & Sons have a nice consignment of Ceylon teas just in and will be pleased to send samples to the wholesale trade.

A fresh supply of Anderson's concentrated soups is in stock with The Eby, Blain Co., Limited.

New season's fine Penyang and Pecco Congous are to hand with The Davidson & Hay, Limited.

Fine liquoring new season's Japan teas are now in store with The Eby, Blain Co., Limited.

The "Rosemary" brand of goods offered by Lucas, Steele & Bristol are most attractive in style and quality.

An extra fine selection of whole pickling spice is selling freely with The Eby, Blain Co., Limited.

"Kiji" Japan tea this season is ahead of former ones in style and liquor—also lower in price.

The Davidson & Hay, Limited, are showing samples of some splendid values in cheap Japan teas—straight leaf and "nibs." Buyers would do well to look into these teas when requiring.

John Sloan & Co. have received a large shipment of Filiatra currants in cases, which show excellent value.

Ralston's cocoa, ½-lb. tins in 6-lb. boxes, is in store with The Eby, Blain Co., Limited.

"Our sales for our 'Choice' and 'Extra' whole pickling spice are a fair indication of the merit of these two lines. This season we have sold over double the quantity of these spices over any previous year," report The Davidson & Hay, Limited.

The statement submitted to the creditors of F. L. Worden, grocer, St. John, N.B., at the meeting last week, showed liabilities of about \$6,000 and assets about \$2,000. A compromise offer of 20c. cash or 30c. by notes payable November 1 and January 1, was submitted. The offer of compromise was accepted, leaving the creditors to individually exercise their option as to which offer they would accept.

board which has the largest membership has the right to name the first subject, the next the second, and so on."

#### NOMINATING COMMITTEE.

The following nominating committee was named: Messrs. D. J. McLaughlin, St. John; M. G. DeWolfe, Kentville; W. S. Loggie, Chatham; J. M. Carmichael, New Glasgow; H. Hazzard, Charlottetown; John Smith, Bridgetown; J. E. DeWolfe, Halifax; W. V. Brown, Berwick; Alex. Henderson, Woodstock; A. I. Ford, St. Stephen; W. H. Moran, St. Martin's; P. Jones, Cold Brook; J. B. McKenna, Dartmouth; F. E. Cox, Middleton; C. J. Armstrong, Sussex.

On motion of Mr. John Ervin, of Bridgetown, the members of the above committee were also appointed a committee to nominate the officers for the ensuing year.

#### THE PRESIDENT'S ADDRESS.

President Jarvis then delivered his annual address, which was as follows:

It will be five years next October since the conference to which the Board of Trade of the Maritime Provinces owes its existence was held at St. John. Upwards of 20 years ago a Dominion Board of Trade was established, and, in July, 1874, its annual meeting was held in this city, and the St. John board gladly welcomed their friends from other parts of Canada. But the difficulties of maintaining so extended a connection proved too great, for the time at least; and, finally, the meetings of the Dominion Board were discontinued.

When the conference in October, 1894, was proposed, there was very little thought of its expansion into a Maritime Board of Trade. But the president of the Halifax board was able to attend the meeting. He was warmly welcomed. It was felt that benefit could not but result if such gatherings could be held from time to time. In August, 1895, the Maritime Board of Trade was organized at Halifax. In 1896 a constitution and rules were formally adopted at St. John; and it has since met at Charlottetown, in 1897, and at Truro, in 1898.

#### MARITIME AND LOCAL BOARDS.

Perhaps it may be well at the outset to admit that even yet the Maritime Board has hardly passed beyond the experimental stage.

With the local boards it is different. Here and there some one may flag for a time, but it is unlikely that, at least in the larger centres, they will ever cease to exist. And, indeed, their existence and their vigor may be taken in some degree as an index to the life and energy of the locality in which they have their place. The scope and interests of the local board are coming to be generally understood. The first thoughts of its members are given to the well-being and prosperity of the place in which they live. It claims in return the support of the citizens whom more or less directly it represents. There is no interference with the municipal authorities as representing the people at large. But as the duties of such municipal bodies are largely administrative, the need is felt for another organization, representative in a limited sense only, composed in part perhaps of such members of the municipal bodies as can spare time for the consideration of public questions outside the administrative routine, but including also other citizens who can act with them in considering matters of public interest and suggesting measures which may promote the general good. Suggestions emanating from such a body can carry weight only in proportion to their intrinsic worth, and the arguments by which they may be sustained. The boards of trade exist as means through which information may be circulated at home and abroad, as channels through which the views of their members can be made public, criticized, approved or condemned, and as factors in the education of the public mind. If they are consulted by the governing bodies on matters of local importance, it is only because they represent and centralize the opinions of the citizens whom their membership includes.

The Maritime Board has a wider field, and that very circumstance deprives it in some degree of the interest which attaches to the local boards. It appeals to us as dwellers in the Maritime Provinces of Canada, as Acadians, shall I say? For I think that that good old word should not be left altogether to our fellow-countrymen of French descent. But the Acadian idea is in its infancy. Too often in the past have the Maritime Provinces shown a divided front, and too often, indeed, have differences appeared within the Provinces themselves. We are beginning now to realize how much we have in common, and that in union there is strength. We are being welded together as our relations become more intimate and intercourse extends.

We find in the existence of this Maritime Board the expression of a desire for yet closer union. Its well-being can be threatened only if it is found to be in advance of the general desire for such union that exists.

The Maritime Board of Trade was formed to strengthen the ties that bind these Provinces together. It furnishes a means through which questions of extended interest may be brought into more general notice by the local boards. It is intended to bring together delegates from all parts of the Maritime Provinces, and to enable them to enter into each other's circumstances and each other's wants. A legislative union of the three Provinces has often been thought of as a means of harmonizing divergent interests and enabling them to present a united front. The difficulties in the way of such a union have proved insuperable. But the Maritime Board of Trade, if it can be maintained, may furnish a field where such wider questions can be considered, information can be extended, local jealousies removed, and a more united action encouraged and even secured.

And the Maritime Board may well prove useful, too, in extending through the rest of Canada the more intimate acquaintance with the varying interests of Nova Scotia, New Brunswick, and Prince Edward Island, which it promotes at home. It is impossible to pay an extended visit to the Upper Provinces or the West without realizing how little is known of Maritime interests there. Our summer visitors come very largely from the United States. We gladly welcome our cousins from the South, but we have ample room, also, for our brethren from the West. Trade relations are slowly extending, but very much yet remains to be done.

This meeting, indeed, has furnished an opportunity to invite the presidents of the principal boards of trade in Ontario and Quebec to be present with us, which has been gladly welcomed. A suggestion made by the editor of *The Monetary Times*, at Toronto, was acted on, and invitations were sent out as soon as the necessary railway arrangements could be made.

When the Dominion of Canada was established in 1867, the

#### MARITIME PROVINCES WERE CUT OFF

by the forests of south-eastern Quebec. Seven years passed before Prince Edward Island joined the union, and nearly ten before the thin iron line of the Intercolonial railway cut through these forests, and gave an easy access to the St. Lawrence and the West. It was nearly ten years more before the completion of the Canadian Pacific railway brought us within less than a day's journey of Montreal. Until these connecting links were established, it was not to be expected that mutual intercourse would extend. And, unfortunately, even at the present day, our fellow-subjects elsewhere in Canada seem unable to realize the resources of the Maritime Provinces, or the extent to which the well-being of all Canada is bound up with their development. Millions may be spent on the canals and other public works of the interior, on the harbors of Montreal or Quebec, or on railways in the West. But appropriations for Halifax, St. John, or some other Maritime Province point, are keenly and jealously watched.

Let us be careful that we do nothing among ourselves to increase this tendency, and let us not forget that it exists. It is natural that our claims should be thought lightly of by those who, cut off in the past from us as we have been from them, have learned to look to Boston and New York as their most convenient outlets, and who have never realized the advantages which the Maritime Provinces possess and the facilities which their ports can supply. It is unnatural when the just claims of some struggling centre are spoken lightly of, or opposed even, from a want of interest or fancied rivalry among ourselves. It is fratricidal. The Maritime interests must develop together or not at all. Whatever may be urged from any one point against another will most surely turn against its authors in the end.

It is not, I think, too much to claim that the Maritime Board of Trade has already given proof of its usefulness. Not only have several harmonious gatherings taken place, but their effect has been lasting. Warm friendships have been established. Halifax and St. John are coming to look on each other with less of rivalry and a growing desire for each other's welfare. Prince Edward Island can feel that its interests have a place in the thoughts of those on the mainland. And those who met last year at Truro were able to realize not only the hospitality, but the beauty of our inland towns, and brought away with them pleasant recollections not soon to be effaced.

Year by year, if these meetings can be maintained,

the benefit must increase. We have much to interest us: The coal and iron interests of Sydney, North Sydney, New Glasgow and Pictou; the lumber industries of the Miramichi; the commercial activity and growth of Truro; the manufactories of Moncton, Woodstock and almost every other town; the wonderful recuperative power which Windsor has shown since the devastating conflagration in 1897; the summer attractions of Fredericton, Wolfville, Kentville and the many other points of beauty in a fair country which is a tourists' paradise throughout; the growing traffic at Halifax and St. John; mines being developed; factories starting into existence; fisheries prospering; agriculture and commerce extending. Such topics are coming to have more than a local interest, and, as each new development is heard of, it should be felt that, wherever within the three Provinces it may have its place, it cannot but contribute to the good of all.

#### THE GROWTH OF THE MARITIME PROVINCES.

We have, in these Provinces, a rich inheritance. It is a new country. Li the more than a century ago it was a wilderness. Look at the contrast now. The natural features are the same. Halifax and Sydney had their magnificent harbors. The St. John river then, as now, flowed for nearly 500 miles from its head waters to the sea. But the forest wealth has been reached, though not exhausted. The fertile land is tilled, though there is an abundance for the new settler still. Mineral wealth has been found where its existence was not dreamt of. Two thousand miles of railway bring each city, town, and village, even, into close connection with others and with the world beyond. Steam vessels, furnishing every comfort to their passengers, ply, during the open season, on the River St. John, through the Bras d'Or lakes, and elsewhere. The Bay of Fundy is crossed from St. John to Digby in two hours and a half. Along the coast from St. John to Eastport and St. Andrews in one direction, and to Yarmouth, the towns on the westward shore, and Halifax in another, and from Halifax to Sydney and beyond, regular services are maintained; and to Prince Edward Island two steamship routes are open during the summer and one during the winter months.

In the cities and larger towns electric railways carry their passengers for a trifling fare. The telephone brings each house and village, even, into close connection with the rest. Coal gas and electricity furnish us with light, and, where these are not available, the earth oils are to be had at a trifling cost. Fuel, both coal and wood, is abundant, and, if we have a longer winter than more southern climes, in the warmly-built houses we have learned to construct, we scarcely feel the effects.

Factories have extended and new industries are springing up. There are the sugar refineries at Halifax; the large cotton mills at six different points; the pork factory at Charlottetown; the pulp mills at Chatham and St. John; steam saw-mills and other woodworking factories, foundries and machine shops, smelting works, nail factories, paint factories, canning factories and woollen mills; the wrapper factory at Woodstock, the stamping company turning out glazed ware at Hampton, and other manufactories of almost every description steadily making good their foothold at these and other points.

Agriculture, too, in the widest sense of the term, is improving. Yearly exhibitions encourage the farmer in the production of better stock. The old staple crops—hay and potatoes—are still grown, but the tendency is towards utilizing these bulky products, not easily sent to an outside market, for the growth of stock and the manufacture of cheese and butter at home. The apple product in Nova Scotia, on the Upper St. John and elsewhere, is extending. Small fruits are produced in abundance. Some parts of the Maritime Provinces indeed, and, especially Prince Edward Island, seem intended by Nature to furnish the later garden product for the rest of Eastern Canada and the Northern States. Asparagus luxuriates in the rich Prince Edward Island soil; and where, 40 years ago, the cultivated berries were almost unknown, and the wild fruit only was to be had, we have now the garden fruit everywhere exposed for sale; while the poorer farmers have turned the wild fruit to advantage, and the strawberries, raspberries and blueberries, grown in barrens and clearings, are gathered by their children and give a ready cash return.

We speak of the poorer farmers, and yet pauperism, as it exists in older countries, is unknown. There are hospitals and there are almshouses for the suffering and the unfortunate. But a considerable proportion of those cared for at the public expense are waifs from other lands, and the remainder, almost without exception, consist of those who might have done better if they would.

And in many a country district poverty, even of this kind, is almost unknown. Our public school system furnishes a free education to all. Artizans and laborers find employment at good wages. There is a livelihood for all who will work, if not in the towns, in the country where there is ample room and to spare.

The days of wooden shipbuilding are passing away, but there is good ground for hope that before long iron shipbuilding in the Maritime Provinces may take its place. The iron and steel works now under construction at Sydney will bring its noble harbor to the front. Halifax, long the headquarters for the North American station of the Imperial Navy, has now its dry docks, and furnishes not merely an Atlantic seaport, but a safe retreat for vessels disabled or in distress. St. John hopes to have its dry dock too, and the two cities are striving side by side to secure their due share of the great and growing traffic coming from the rich farming lands of the interior. Their rivals in the United States, Boston and Portland, supported by the Central Government at Washington, are straining every nerve to keep to the front. But for four winters regular ocean freight services have been carried on by steamship lines from Halifax and St. John. New grain elevators now under construction at each port will be in readiness for next winter's use. And Charlottetown is to have direct steamship communication with Liverpool as well.

The picture may seem a bright one, but is it overdrawn? Put it at the least, and, if some Rip Van Winkle of but 60 years ago could awake, would he not think himself in some singular dream rather than in this portion of the busy world in which we live?

#### HINDRANCES.

And if I remind you of the progress which has been made, it is in no spirit of boasting but rather as an encouragement to future effort. Much has been done, but very much remains. There has been much in the past, and there is much now for which we should be thankful to the Giver of all good, and yet we must not forget that future progress, while not dependent altogether upon ourselves, cannot be maintained unless prudence and energy continue to be shown. The foundation is but laid. It is for us and those who come after us to build upon it, and to build with such harmony of purpose that each may advance the common good.

There is no marked wealth in these Maritime Provinces. While there is very general comfort, there is little of what may be called affluence, and, of what there is, very much is invested where assessors cannot reach it, or concealed.

Capital is required for the development of new industries, and it is well known that several of those recently originated could not have been established without assistance from abroad. This is one of the drawbacks we have to deal with. The boards of trade may well consider in what way it can best be met.

In our temperate climate we are free from the earthquakes of the tropics and the tornadoes of the west. Our seasons are not always equal, but we have never undergone the long drouths which are impoverishing our sister colonies in Australia, and almost forcing them to call for outside help. But we may have poor seasons for the farmer still, or in some other way our progress may be checked.

The city of St. John, in which we meet, has had its sad experiences in the past. For the first 50 years of its existence it prospered through the influence of import duties levied in the United Kingdom on Baltic lumber. Gradually they were reduced, and at last repealed, and there followed a period of trouble and distress. Then came the days of wooden shipbuilding, and St. John became not only celebrated for the vessels it produced, but one of the great ship-owning ports of the world. Wooden ships gradually passed out of use, and then, again, came depression and decay. And upon this followed the disastrous conflagration of 1877, when nearly \$15,000,000 worth of property was destroyed, and less than half of this was insured. But St. John, supported indeed and encouraged by the kindly sympathy and generous contributions of her friends, rallied from the shock, though it was many years before the loss was overcome.

Windsor, too, Bridgewater and Digby, and even St. John in part again, have suffered more recently. Such trials have everywhere to be met. They teach us to husband our resources, but they should never damp our energy. It is to the present we have to look. I have spoken of the past. I think there is much to encourage us now.

#### THE PRESENT CONDITION OF THE MARITIME PROVINCES.

Within the Maritime Provinces, while much will yet depend upon the weather of the next few weeks,

there is every prospect of an abundant harvest. Mr. Bigelow, the president of the Nova Scotia Fruit Growers Association, tells me that it is expected there will be 400,000 barrels of apples for export this year, against 300,000 exported in 1898. Strawberries and other small fruits have been plentiful among ourselves, and in good demand abroad. Though in some sections the grass was partially winter-killed, the hay crop will be a good one generally. The potato and other root crops promise an abundant yield. Oats, also, are promising well. The growth of wheat is being developed. A larger acreage seems to be coming under cultivation. More stock is kept by the farmers, and dairying is generally on the increase.

The lumber cut of last winter was probably from one-third to one-fourth below the average, but the high freshet and subsequent rains have enabled the lumbermen to get out a large supply of logs. Less than 5 per cent. of the cut has been hung up. There may not be enough to keep the mills busy during the whole year, but prices have improved. The English market for lumber has been firm, and shingles again are in general demand.

Factories of all kinds are busily at work, and the energy of the manufacturers is steadily extending their market over Canada and elsewhere.

Notwithstanding the recent accident at the Caledonia mines, near Glace Bay, the output of coal for 1899 will be larger than in any previous year. The introduction of improved machinery is enabling the gold mines of Nova Scotia to be worked to greater advantage, and the product is steadily increasing. With the completion of the iron works at Sydney the annual production of pig iron in Canada will, in the near future, be more than doubled. Mineral products of various other kinds are being worked or developed.

The trade of the year has been fair. Failures have not exceeded the average, and business seems generally to be in a healthy state. The hardware business has a sister association of its own, and aims to bring its interests throughout the Maritime Provinces into one. Quietly, but steadily, the wholesale trade in every department is being developed. It would, I believe, extend much more rapidly but for the pressure of municipal taxation, to which I shall presently allude.

It would be out of place in this connection to give statistics of the progress in the various industries, even were I in a position to do so. Such statistics are essentially of a local nature, and should be furnished rather by the local boards. But it is safe to say that, throughout the Maritime Provinces generally, there is every reason to feel satisfied with the present condition of affairs, and reasonable ground to hope that the general prosperity may continue and increase.

#### PREFERENTIAL TRADE.

The Maritime Board of Trade, during its brief existence, has dealt with many important questions. First among these stands, I think, the position affirmed at Halifax, in 1895, that the products of Canada should be exported through Canadian ports. The memorial based upon the resolutions then adopted has been acted upon by the Government of the Dominion. Subsidies for Atlantic steamship services are now offered only when the western port of arrival and departure is within Canada itself. This great principle has become fully recognized and generally accepted. It seems unlikely that any subsidy will hereafter be given, as such subsidies were given for years in the past, to assist in building up the commerce of foreign ports.

The day may come when such subsidies will no longer be required, and I feel certain that there is no member of this board who will not rejoice when such shall be the case. It would mean that all Canada was at one in its desire for preferential trade within this great Dominion. It would mean that Canada was complete in itself, and at last taking its due place in the great British Empire encircling the world. It would mean a thorough development of commerce from our ports. Mails and passengers would no longer be conveyed across the Atlantic by the longer, but by the shortest possible routes. Paying freight services from the Maritime ports of Canada must bring fast passenger and mail services in their train. The one is but the development of the other, or rather its complement. As the traffic extends the correspondence expands, and the merchant will himself cross the Atlantic again and again to establish and regulate his connections on either side.

But, while our railway connections were incomplete, vast interests have grown up to the south, and fast lines of steamers have been established with which it would be hopeless, without some such temporary aid, to compete. Not only is the longer

railway haul against us, but facilities for the export trade have been established at ports in the United States which we can only hope to gain in time. Canadians are not given to change. They have become accustomed to the established routes, and will take years, perhaps, before our fellow citizens in the interior learn to look on the Maritime Province ports as their business outlets and to give them the preference even on equal terms.

And, again, the

#### QUESTION OF RETURN FREIGHTS

has to be considered. Rapidly as the Maritime Provinces are developing, the traffic originating within their limits is as yet comparatively small. Steamship owners naturally desire to carry freight both ways, and it is the same with the great railway lines. Only as preferential trade within the Empire becomes thoroughly developed can it be hoped that full freights will be found for the great carriers by land and sea, and only as such full freights are found can it be hoped that the freight will be carried on the most favorable terms.

Meanwhile, in order that such traffic may be developed, the subsidies are given. And surely, with such an end in view no patriotic Canadian can object to their continuance for a time.

It was hoped at one time that the older of the great Canadian railway systems, established by British capital and controlled from the Motherland, would have carried its rails across New Brunswick to Salisbury or Moncton, and thence found outlet at Halifax, St. John or elsewhere, over the Intercolonial railway or parallel lines. Unfortunately for this purpose, and I believe it was once thought of, seems to be abandoned, and Portland, Me., is being built up through its means. We have still the Canadian Pacific and the Intercolonial routes with their outlets at St. John and Halifax. While these great lines, the one under private and the other under Government control, must have their rivalries, they have also great common interests which should lead them to work harmoniously together. It is only through their doing this that their great work can be successfully carried out.

The resolution adopted four years ago at Halifax was but a step towards the accomplishment of a purpose fast gaining a foothold in the minds of subjects of the British Empire throughout the world. We wish to maintain friendly relations with all men, and especially with those who are our brethren, who are of the same race, speak the same language, even though they may prefer a different form of Government to our own. But the Imperial idea is gaining ground, and finds its expression in the topic "Imperial Trade within the Empire," which has been suggested for your consideration now.

#### PRINCE EDWARD ISLAND.

Improved communication between Prince Edward Island and the mainland has also been already considered and should always have a place in our thoughts. I think sometimes that our Island friends have many and great advantages. If they are cut off from us by a few miles of sea they have wonderful resources within themselves. Their Island is a garden whose capabilities are only beginning to be developed. The Straits of Northumberland are so narrow that the songbirds cross with ease, and yet they may serve to keep more noxious visitors away. And, so, luxuries which are not always benefits may be shut out, and perhaps the home of a prosperous Prince Edward Island farmer is, in all that makes up the truest enjoyment of human life, one of the happiest in the world.

But for purposes of trade, if on no other account the most ready communication with the mainland is required. Another steamship has just been completed for the winter route. This may well be supplemented by a telegraphic service on the same terms as that enjoyed over the rest of the Dominion.

#### IMPROVED TRAFFIC SERVICES, PASSENGERS AND FREIGHT.

Last year, at Truro, the Maritime Board urged upon the Government of Canada, the importance of more perfect regulations for preventing accidents at the crossings on the Intercolonial railway. This year, a kindred subject has been brought forward under the head of "Improved Regulations for Passenger and Freight Service on the River St. John." There is, I am informed, great need for such improvement. Elsewhere, steamers like railways have their freight and passenger stations with wharves or piers at which their traffic can be safely carried on. On the St. John it is the custom to pick up passengers and freight from boats almost wherever these may put out. The boats are not always manned by expert or licensed boatmen. It

may be a convenience to have the conveyance thus brought to the door of each farmer or summer resident. But it may be a question whether, as population and traffic increase, the convenience of the individual should not yield to the need for guarding against danger to human life, and whether some regulations should not be adopted, either as to fixed stopping places or licensed boatmen, which may serve to prevent the accidents which may otherwise occur.

Other subjects of like nature suggested for consideration are: The construction of the electric railway through the Annapolis Valley from Digby to Annapolis to Halifax; daily or more frequent sailings in winter by the steamship line between Digby and St. John; the rate of freight on apples to Halifax, St. John, and United States ports, and the more careful handling of freight. Such topics are more than local in their nature. They affect wide districts, even though the whole of the Maritime Provinces may not be concerned. And such prominence as may be given them now will enable the local boards more directly interested to deal with them, feeling that their efforts are better understood, and that they have the sympathy and support of all.

#### FIRE INSURANCE—STATUTORY CONDITIONS.

Last year, at Truro, the subject of "Statutory Conditions for Fire Insurance Policies" was considered, and I am now able to submit for your consideration a copy of the Act passed by the Nova Scotia Legislature, under which such conditions came into force in that Province on the first day of July last. The object of the Act is to secure uniformity in the fire insurance contract, and this object has, to a very great extent, been secured. There was no opposition on the part of the insurance companies. They would have preferred generally a stricter form of contract as more likely to prevent fraud and entitle the fair insurer to protection at the least possible cost. But even this has, to some extent, been attained, through the power given to the companies to add variations to the statutory conditions, subject to the decision of the court as to whether such variations may be reasonable and just.

The extent to which fire insurance enters into the business transactions of the Maritime Provinces may not be generally understood. The premiums received by the companies average a little more than \$1,000,000 yearly, or very nearly one-seventh of the premiums paid within the Dominion. They were but \$750,000, 15 years ago. The entire fire loss of the last three years in the three Provinces together has been about \$4,200,000, or an average of \$1,400,000 for each year. Of this amount about \$1,800,000, or an average of \$600,000 yearly, has been borne by the fire insurance companies, or perhaps, I may say, has, through their means, been distributed in the shape of fire insurance premiums over the community at large.

The expense of conducting such a business over a wide and scattered field is serious, reaching from one-fourth to one-third of the premiums received. The greater part of this expense, however, goes back to the community in the shape of agents' remuneration, rent, taxes, and other charges. It will be seen that, after the losses incurred and these expenses are allowed for, the companies are not receiving a large return for the protection they give. And I need hardly say that the present year is not likely to turn out to their advantage.

The great cause of fire loss is carelessness, carelessness in the construction of buildings, and carelessness in their use. Where this carelessness can be lessened or prevented the loss is at once decreased, and the premiums are proportionately reduced. Steam sawmills built in accordance with the standards furnished by the fire insurance companies can be insured at one-half the old average

rate; and for the better classes of hazards the rates are generally lower than in former years. There is no reason to believe that incendiaryism is of frequent occurrence. Many fires are, indeed, I believe, set down to an incendiary which are the result of spontaneous combustion, or of some heedlessness on the part of the owner or the occupier of the property, which he cannot bring himself to believe has produced the unfortunate result. The business has become a science, and, in the effort to adjust the rate to suit the risk, the companies are benefiting the community, since they are encouraging safer construction and deprecating the reverse. Greater care taken to prevent loss must not only tend to preserve property, but also to reduce the rates charged for the protection which the companies give.

Every effort was made to obtain copies of the Nova Scotia Fire Insurance Policy Act in time to enable the committees appointed at the last meeting of this board for New Brunswick and Prince Edward Island to bring the subject before the Legislatures of those Provinces if they saw fit. Unfortunately the copies could not be procured and the matter therefore remains open for further consideration on this occasion.

#### MARINE INSURANCE RATES.

Passing from fire to marine insurance we have an important topic to consider—"The Increase in Marine Insurance Rates in Connection with Canadian Atlantic ports."

This increase has come from Great Britain. Canada has held out her hand with the offer of

there can be but one result. We may feel deep sympathy for the unfortunate sailor whose vessel has struck the shore. We may leave him to settle the matter even with his employers, but the port should not be blamed, unless, indeed, there be circumstances which render access to it peculiarly difficult and dangerous. Is this the case with any of the principal Maritime Province ports?

This question has been dealt with by the Halifax, North Sydney and St. John Boards of Trade, but so far without success. It seems to be one which calls for united action. If it primarily concerns the shipowners and the seaport towns, it affects also the fair fame of the Maritime Provinces throughout.

#### MUNICIPAL TAXATION.

Municipal taxation in the Maritime Provinces is another subject suggested for consideration. There may, perhaps, be some feeling of surprise at its mention. And yet it has a vital bearing on their trade relations, their prosperity and their growth.

Upwards of \$1,000,000 is levied each year in the Maritime Provinces for local purposes through direct taxation.

It is a serious charge, and yet it cannot be escaped. Each locality must bear its own burden, and distribute it among those whom it can reach.

The distribution should be fair and just. It is unlikely that any system of taxation can ever be devised which will meet with universal approval. But it may at least be expected that the taxation shall be certain and not arbitrary, and that each



THE NARROWS, ST. JOHN RIVER, NEAR INDIANTOWN.

preferential trade, and charges one-fourth less duty on the products of the Mother Country and her colonies than on those of other lands. It seems hard that almost at the same time her harbors should be singled out and discriminated against in favor of foreign ports.

The fact remains, however, that prohibitory clauses have been inserted in the marine insurance policies, and special charges are made when permits are granted for Canadian Atlantic ports.

It may be freely admitted that the last two or three years the business of marine insurance has been unfortunate. But are the circumstances such that the misfortunes should be visited on the Canadian Atlantic ports alone?

The navigation to the Maritime Province ports, at least from Sydney to the United States boundary, is as open as it is to Boston or New York. The usual route across the Atlantic to Portland and Boston is very much the same. The Castilian was lost last winter, not on her passage from St. John or Halifax, but on her way from Portland, Me. Fogs there may be, but they extend from the banks of Newfoundland to Cape Hatteras. Tidal currents have been exaggerated. Probably they occur all along the North Atlantic coast.

Shipwrecks there will be. When the sailor approaches a harbor he must needs approach the headlands which give protection and safety to the vessels anchored within. If heedlessness is shown, if the lead is not used, or the course is not observed,

ratepayer shall contribute to the public revenue in fair proportion to his means; and that it shall be so distributed that trade shall not be unduly hampered, or the wealth which is necessary for its development forced into concealment or driven away.

In early days a simple plan was very generally pursued. The assessors determined in their minds the amount each ratepayer should contribute, and entered it against his name upon their roll.

But, as local charges increased, it became necessary to introduce some general system under which the individual assessments should be apportioned.

The systems of municipal taxation followed at the present day may be classed under three general heads:

1. In England, the basis of taxation is real estate, the assessment is usually collected, not from the owner, but from the occupier, and, where the occupier is a tenant, is paid by him in addition to his rent.

2. In the United States, each ratepayer is taxed theoretically on the capital value of his real and personal property, and very generally, though not always, upon his income of the past year, derived from his skill or labor, over a certain exempted amount, or, in other words, upon his personal earnings, above a bare living expense, as well. But, inasmuch as, except in the case of those receiving salaries and the artizan and laboring classes, each ratepayer's earnings are very largely within his own



knowledge, and personal property can readily be concealed, the universal result is that those of only moderate means are required to contribute more than their due proportion, and but a small part of the personal property or invested capital is actually reached.

3. A third plan has prevailed from time immemorial in Scotland, and has been adopted, with some modifications, at Montreal. Under this system, the municipal taxation is divided between the owner of real estate and the occupier. At Montreal, the rental paid is taken as the standard of the occupier's ability to contribute. Neither personal property or income is assessed at all; but special charges in the form of license fees are imposed where the circumstances are such that this can be fairly done.

In no part of Great Britain is personal property or income the subject of municipal taxation. An income tax is levied, but for Imperial purposes only. Personal property, as a rule, is not assessed in any form.

In the Maritime Provinces, the system of the United States has been followed, and the burden of municipal taxation is supposed to be distributed between the owners of real and personal property, and generally, also, subject in some cases to living expense exemptions, upon the income or wage earner, in some proportion to their means.

I have endeavored to tabulate the result of the application of this system to 22 of the cities and towns in the Maritime Provinces, returns from which have been kindly furnished by the boards of trade, or procured from local sources. It is, I fear, but a crude attempt, but its imperfections may be pardoned, since it is, I believe, the first comparative statement of the kind that has ever been prepared:

RATIO OF MUNICIPAL TAXATION AND ITS PROPOSED DISTRIBUTION OVER REAL AND PERSONAL PROPERTY AND INCOME IN THE MARITIME PROVINCES, ACCORDING TO THE ASSESSMENT RETURNS.

	Year	Ratio of Taxation	Real Estate	Proportion charged to Personal prop.	Income
St. John, N.B.	1899	1.55	.50	.35	.15
Halifax, N.S.	1899	1.72 <sup>*</sup>	.80	.20	—
Charlottetown, P.E.I.	1899	1.104	.71	.26	—
Moncton, N.B.	1899	1.97	.76	.22	.02
Fredericton, N.B.	1899	0.083	.19	.21	.27
Yarmouth, N.S.	1898	1.55	.58	.40	.02
Dartmouth, N.S.	1898	1.82	.72	.23	—
Truro, N.S.	1899	1.95	.72	.26	.02
Woodstock, N.B.	1899	1.26	.65	.27	.06
Amherst, N.S.	1898	1.50	.67	.27	.06
New Glasgow, N.S.	1898	2.10	.78	.20	.02
Summerside, P.E.I.	1899	.60	.68	.32	—
Pictou, N.S.	1899	2.01	.80	.18	.02
Lunenburg, N.S.	1899	1.10	.60	.38	.02
Windsor, N.S.	1899	1.10	.60	.27	.04
St. Stephen, N.B.	1899	2.004	.62	.30	.08
Sydney, N.S.	1899	1.10	.80	.19	.01
North Sydney, N.S.	1898	1.50	.70	.29	.01
Liverpool, N.S.	1898	1.72	.65	.34	.01
Kentville, N.S.	1899	1.90	.70	.20	.01
Chatham, N.B.	1899	1.63	.62	.24	.14
Campbellton, N.B.	1899	.90	.58	.22	.20

\* The Halifax assessment law provides that stocks of merchandise shall be rated at three-fourths of the actual value, and some other classes of personal property are exempt.

In Nova Scotia, generally, income up to \$100 is exempted, and also funds invested in Provincial or municipal debentures, except as to the income derived therefrom.

† At Charlottetown, the ratios for real and personal property differ slightly, and the figures given for the ratio of taxation for Charlottetown and St. Stephen are approximate.

‡ At Moncton, an exemption up to \$900 is allowed on all incomes derived from personal earnings.

§ At Fredericton, an income exemption up to \$300 is allowed, and one-fifth of the supposed value of real and personal estate is taken as the taxable value, against income, over the \$300, at the face.

With regard to this table, let me say, first, that the ratios of taxation are, for purposes of comparison, utterly delusive. Real estate is in many cases undervalued, in order that the district may contribute the less to the charges of the larger municipality, of which, for county or township purposes, it may form a part; and the ratio is proportionately increased. This is manifestly unjust and unfair. It is unjust to the rest of the municipality and may very likely provoke retaliation of a similar kind. It is unfair to the individual ratepayer, since, if in any case his property is estimated at its full value, he has to contribute more proportionately than others,

and is without a remedy. The law contemplates that property shall be put down at its actual value, but it is nowhere said how that value is to be ascertained.

Some principle should be laid down to guide the judgment of the assessors. The best would probably be that all real estate should be valued at the price at which it might reasonably be expected to change hands between a seller and a purchaser, neither of whom was under any special pressure to complete the sale.

But this is not all. The taxation ratio for each town is no test of the burden actually borne. At Halifax it is 1.72 and at St. John 1.55. And, yet, St. John is the more heavily taxed city of the two, since, at Halifax, income, and a large proportion of the personal property, which is subject to assessment in St. John, escapes. Let the incomes taxed in St. John, and the personal property also taxed there, but exempted at Halifax, be taken into account, and it will be found that the ratio at Halifax will fall considerably below that of the sister city.

Fredericton may perhaps claim that it has a low ratio of taxation, because real and personal estate, rated there on one-fifth only of the actual value, pays but 1.22. But what of the incomes so grossly overassessed? Let these be taken into consideration, and the general ratio is at once increased.

If the entire taxation at St. John was transferred to real estate, the ratio would be doubled and become 3.10. If this were done at Halifax, one-fourth only would be added, making it 2.15, while at Fredericton the ratio would become 2.49.

I mention this for two reasons, first, because it is well to be cautious. We are very apt to comfort ourselves under increasing taxation by the thought that we are not so badly off as others. And yet we may be

LIVING IN A FOOL'S PARADISE after all.

But, again, it is an interesting question to what extent the taxation of personal property and income under the American system may shift itself insensibly upon the real estate. Where a high income tax prevails the ratepayer is the less able to give a satisfactory rent. Where personal property is closely followed it is the universal experience that it is driven away. Or, if its possessor remains, he does not care to expose himself to the assessors' grasp by living in an expensive house or indulging in an outlay which may benefit his means. We need not go to political economists to be told that it is capital and labor that gives its value to the land. It is the plain teaching of common sense. I am not speaking too strongly when I say that in the city of St. John and elsewhere, where almost every kind of personal property is made subject to taxation, no large holder of such property can, if the assessors do their duty, be expected to reside within the limits of the place. Two-fifths of any income he could reasonably expect from his investments at the present rates of return would be taken from him. And in St. John the rents of the better classes of dwellings have fallen, and of the best some are vacant and others offered for sale at a quarter of their cost.

I am speaking plainly, and I am making use of St. John as an illustration because it is my birthplace and my home. I am not despondent as to the future of my native city. It has overcome many difficulties in the past, and in many ways it is prospering and gaining strength. But this difficulty still remains to be conquered. It is undeniable that, while our trade is extending, our stores are filled with customers and our factories are busily at work, real estate is almost unsalable. There must be a cause.

It will be seen by the table that, outside New Brunswick, income contributes very little to the municipal purse. In Prince Edward Island, and at Halifax and Dartmouth, it is exempt. Over the rest of Nova Scotia the highest ratio is .06, at Amherst, and the average is only about .02 of the general local taxation.

But, in New Brunswick, while the assessors of Moncton and Woodstock may perhaps be wiser in their generation, we find elsewhere a higher income rate. At St. John it is .15 and at Fredericton .27 of the whole taxation in each place.

I know that it has been urged that

INCOME, IN THE WIDEST SENSE of the word, should be looked to as the basis of taxation, and that each resident of the community should contribute to the public purse in proportion to his annual receipts, from whatever source derived.

At first sight the claim seems plausible. And it was, no doubt, some such idea which led to the peculiar system of fixing the taxable value of real

and personal property at one-fifth, as against income at the face, which still prevails at Fredericton, and which was for 50 years the curse of St. John, until it was discarded in 1882. Why should the resident deriving \$500 yearly from real or personal property contribute more to the public charges than he who earns annually \$500 by labor or his skill.

For the purposes of the State each contributes very nearly in the same degree. True, even in the State taxation of incomes, there is usually of necessity an exemption up to a certain amount. But the Customs duties, from which the greater part of the State revenues are derived, fall in Canada almost equally upon all. The contribution of each citizen to the State is regulated by the quantity of taxable commodities he may be able to procure and consume.

But there is a vast difference between State and municipal taxation. The subjects with which local administration has to deal are mainly of an economic character. Water supply, sewerage, fire and police protection are instances of this. While each individual in the community partakes of these advantages, it will scarcely be denied that the recipient of a revenue from real estate benefits in a much greater degree than the man who earns his living by his daily toil.

But for the accumulation of property in the town such changes would not be required. The farmer is satisfied with such access to his house as he can himself provide. He lives without fire protection because his house is not endangered by others around. He draws water from his own well uncontaminated by the drainage from other premises near. In the matter of police he is his own guardian. There is no accumulation of wealth to tempt the thief against whose depredations the city has to guard. He is thus enabled to live at a comparatively small expense so far as contribution to the public welfare is concerned. But in the city it is different. The interest on the public debt contracted in the endeavor to make property of all kinds safer and more valuable has to be met. The various municipal charges put together would make life unbearable if the income idea in all its fullness was carried out. The wage-earner would toil very largely for the benefit of the property owner. All experience has shown that such a system of municipal taxation is unreasonable and unjust.

I cannot speak of the practical effects at Fredericton of the system there in force, but I well remember what took place when it was the law in St. John. The assessors, men who were supposed to be conscientious in the ordinary vocations of life, put the incomes of the working classes at \$140 or \$160,—one-half or one-third of what it must cost any family to exist in city life. Even when the ratio of taxation was so high that the greater portion of the taxes levied on such classes of citizens went unpaid, and were reassessed year after year to meet only with a similar fate.

The income exemption up to \$300 may lessen the difficulty at Fredericton, but it cannot remove it. Inequalities cannot but prevail. Those receiving fixed salaries will, if the assessors do their duty, be taxed beyond the \$300, up to the full amount. Others, whose earnings are unknown, will be passed over, although they may be much better able to pay. The ratepayer taxed on his actual income finds himself paying a share of his neighbor's taxes with his own. He has no remedy. He himself is taxed according to the law. He cannot enter on a crusade against others who are not.

It is the same at St. John, and, perhaps, as there is no \$300 or other exemption, the difficulty is even more generally felt. The assessors

CANNOT POSSIBLY DETERMINE THE EXACT INCOMES

of ratepayers, except where there is a salary, or someone is conscientious enough to furnish a statement himself. To fix them correctly would require a range of vision more than mortal. There is no provision for compulsory statements except in the case of the employe or the clerk. There would be a rebellion if there was. Year after year, the lists are printed, and, year after year, it is seen that they are largely farcical, and, while income generally is supposed to be assessed, a considerable proportion of that best able to contribute escapes.

For, in St. John, the artisan and laboring classes are very generally reached by the assessors now, but with what result? Owing to the incidence of a fixed poll tax, such ratepayers are required to contribute amounts very nearly, or quite, equalling a full week's wages, while the larger incomes pay proportionately less. And the consequence is that a large proportion of their taxation is not paid at all. No ratepayer can vote at the civic elections in

April unless his taxes have been paid. And, year after year, of the thousands of electors qualifying for incomes of \$300 or other small amounts, two-thirds are disqualified and debarred from voting on this account.

There is another difficulty in connection with income taxation. The large class of civil servants, judges, Customs house and post office officials and others, the employees of the Dominion Government, enjoy exemption from any such assessment. They enjoy the municipal privileges equally with others. They contribute nothing from their incomes to the common fund.

A singular diversity prevails in the taxation of the insurance companies. At Halifax and Charlottetown, license fees are paid. At St. John, the companies are assessed on their net earnings within the county, which very often means that they transact their business without paying anything at all. At Fredericton, as the application of the 20 per cent. system would have led to a large increase in the rates charged, the companies are taxed only on one-fifth of their incomes, or on the same basis as real and personal estate. Over the greater part of Nova Scotia, where an idea, not unreasonable if it was only generally applied, prevails that special businesses should contribute beyond their ordinary income assessment towards municipal charges, the insurance companies with the banks are singled out and called on to pay on five times their incomes, while others are taken at their face. The result is constant injustice. The assessors guess at the incomes received. The companies grade their rates in proportion, and so well is this understood that in only two or three cases are the increased rates accepted and the law carried out. In half a dozen more such incomes are put at amounts which result in their contributing equally with others. In the majority of instances they are not assessed at all.

If the table is again referred to, it will be seen that about

#### ONE-THIRD OF THE MUNICIPAL ASSESSMENT

in the Maritime Provinces falls on personal property. Here the ratio is less uneven. In no city or municipality does personal property altogether escape. The ratio ranges from .18, .19 and .20 at Pictou, Sydney, Kentville and Halifax, to .35 at St. John, .38 at Lunenburg, and .40 at Yarmouth.

I have already spoken of the effect of this pressure upon capital in forcing it into concealment or driving it away. In Nova Scotia this is partly obviated by the exemption given to funds invested in Provincial or Municipal debentures. There, too, ships and vessels of every kind are assessed only at half their value. In St. John, all such personal property is supposed to be chargeable at the face, with the result that the assessors fail to discover one-half of the invested funds, and the taxes of those who escape are borne by the owners who are reached and by the real estate. The Probate Court reveals the actual condition of affairs, and then the widow and the orphan must be followed, and those who are the least able to contribute are required to pay the most.

Yet, further, when a large vessel is to be built, a joint stock company is formed with its headquarters in some neighboring village. The vessel may be managed at St. John, but, as the company has its office elsewhere, a considerable proportion of taxation is escaped. There is a fine line of steamships connected with the port; a line that does credit to the enterprise of its owners, who are steadily adding to their fleet. Upwards of \$1,000,000 have already been thus invested, and soon the amount will reach \$2,000,000 or more. But look at one of these vessels and you will fail to realize from what port she sails. You will see, it may be Liverpool, but not St. John, N.B., painted after her name.

It must not be supposed that such difficulties are

felt in the Maritime Provinces alone. They exist in the United States as well, and are borne only because the assessors fail generally to carry out the law, and a small proportion only of the personal property is actually assessed. Dr. Richard T. Ely, one of the highest authorities on municipal taxation, comments on them strongly. He declares that the system leads everywhere to oppression and to fraud.

But there is a still more important consideration in connection with the taxation of personal property. The system is endangering the growth, and even the existence, of the wholesale trade. At Halifax, stocks or merchandise are rated at three-fourths only of their actual value, but, at St. John and elsewhere, they are supposed to be taken at the face. It is hardly too much to say that, if the law was strictly carried out, most of the wholesale establishments within the Maritime Provinces would be closed.

Montreal, and even Toronto, are sharp competitors for this wholesale trade. At Montreal, where the Scottish system of municipal taxation prevails, wholesale stocks escape taxation. The merchant is assessed, but it is on his rental as an occupier, and, in proportion, not to the stock he may have to carry, but to the premises he occupies, which are taken as an index to the extent of the business he transacts. And at Toronto the assessors fail to discover the greater part of the personal estate at all. A few years ago, when Mr. T. W. Anglin's report on municipal taxation was published, the whole valuation of personal property at Toronto

established in this district, the ancient staple trade rapidly declined there, and withdrew itself still more rapidly into the northern clothing districts, where no such burden was ever cast upon the trade."

It must, I think, be admitted that the present system of municipal taxation in the Maritime Provinces has

#### FEATURES WHICH CALL FOR VERY SERIOUS THOUGHT.

The laws are such that they cannot and will not be enforced. Such laws are in themselves injurious. They blunt the conscience. And, while I believe that many of the assessors are anxious to do right, it is only on the theory of a blunted conscience that the doings of others can be explained.

But it will be no easy task to substitute a better. A considerable proportion of the ratepayers believe that they escape under the present law better than their neighbors. It is easy to work upon the dread of change and to conjure up imaginary evils in connection with any plan that may be proposed. The present system may be bad. It may be felt to be worse as municipal charges increase. But the ratepayer has become accustomed to it, and, while many complain, it is as individuals only, and not in the belief that the system itself is at fault.

The Englishman has become as much accustomed to the plan which casts the municipal burden upon land and house property as the Canadian has



ABOVE THE FALLS, ST. JOHN.

was but little more than at St. John, while the population was nearly five times as great.

There is a difference in the way in which various trades are carried on. In some a large stock has to be kept. In others it is the reverse. Samples, to a certain extent at least, suffice, and yet, perhaps, a large business is actually being done.

If the assessment laws, as they exist, are strictly carried into effect, it is plain that

#### THE WHOLESALE MERCHANT IN ST. JOHN

must be at a disadvantage as regards Halifax, and both when they come into competition with Montreal. The competition is keen, and prices are finely drawn. A few thousand dollars of municipal taxation may make the difference, and send the merchant in the Maritime Provinces to the wall.

Mr. Palgrave, in his work on "The Local Taxation of Great Britain and Ireland," points out what was the effect of a similar system in a part of England where it once prevailed. He says: "The practice of rating stock-in-trade never prevailed in the greater part of England and Wales. It was, with comparatively few exceptions, confined to the old clothing district in the south and west of England. It gained ground just as the stock of the wool staplers and clothiers increased, so as to make it an object with the farmers and other ratepayers, who still constitute a majority in their parishes, to bring so considerable a property within the rate. They succeeded by degrees, and, when the principle of rating stock-in-trade was fully

to the higher prices which Customs duties entail. The taxes are paid by the owner, or by the occupier in the case of a rented house. He takes it as a matter of course. It would be very different here.

Some modification of the Scottish system might, however, be well worthy of consideration. It is working satisfactorily at Montreal. The real estate would continue to be taxed as now. It need pay nothing more nor less. The taxation now levied upon residents or occupiers—and, it must be remembered, these only can be reached in proportion to the supposed capital value of their personal property or to the incomes they may earn—would be paid by the same persons, but in proportion to the rental paid or estimated for the business premises and the dwellings occupied by each. A comparatively sure basis would be substituted for one that is utterly uncertain. Civil servants and all other classes in the community would be reached. It would be right and proper to exempt the lesser rentals on the same principle that the living expense is deducted where income is assessed, on the principle that the larger share of the municipal charges should be borne by those best able to pay them. To meet such cases, a fixed poll tax might be levied. In view of the actual cost of living, \$3 yearly is, perhaps, as much as the ordinary wage-earner, with an income of but \$300 or \$400, can be fairly expected to pay.

And the taxation could be further distributed, as is done at Montreal, through a system of business licenses, charged for generally whenever the ad-

vantages afforded through the municipal privileges warranted their being required, and not imposed only in some special cases, as is the usual practice now.

And now I must pass from this subject of municipal taxation on which, perhaps, I have dwelt too long. But I hope I have convinced you that the subject is one well worthy of consideration. If the effect of the present system is that the bone and sinew of the country is oppressed; if the person deriving an income from Dominion sources escapes his fair share of the municipal burden; if trade is hampered; if manufacturing is discouraged for want of capital; if the capitalist conceals his wealth; if he fears to embark in the development of industries at home, and even removes to a foreign land; if there is injustice everywhere; then, indeed, it is time that that system was thoroughly weighed, and such changes as may be required pressed upon the notice of those through whom the necessary legislation can be obtained.

#### REMAINING SUBJECTS.

Other subjects, such as tourist travel, immigration, trade with the West Indies, rates of freight, electric railways, the development of iron and steel industries, the school curriculum, and our copper currency, will be explained to you by the gentlemen who have suggested them for consideration. There is a full bill of fare. I have, I fear, delayed you too long already, and cannot venture to touch upon them now.

#### WE HAVE A COMMON END IN VIEW.

the development of the Maritime Provinces of Canada in which we have our home. It is not, I think, altogether a selfish one, although we all hope, and we may legitimately hope, to gain as the general interests advance. The boards of trade ask for no financial help outside themselves. If their members give their time to the consideration of public questions, it is done without charge. If they gather information, or even venture to send delegations where personal contact with the central authority may be required, it is at their own expense. The great principle which underlies this Maritime Board is that the Maritime Provinces can prosper only with the growth of each of the parts of which they are composed. I have pointed out some of the advantages we possess. I have ventured to speak of what seem to me to be stumbling blocks in the path of future progress. If I have done so, it is only with the hope that the existence of those hindrances, if such they be, may be considered, and such steps taken that in course of time they may be removed. I am no advocate for the mere selfish accumulation of wealth. But for the progress of the community, capital is an absolute necessity. Of the three great requisites of production we have the land in abundance. It is in many parts of these Provinces a fertile land, and it is a land, too, which teems with mineral wealth. We have our rivers, giving a ready access to the interior. We have commodious harbors on our coasts. If we are to have the labor and the capital through which only our natural resources can be developed, we must encourage them to continue with us, and be very watchful of whatever may tend to drive them away. We must not give way to the feelings that our advantages exist only for those who may now be resident among us. We must endeavor to encourage immigration of the kind we need. We should join hand in hand, not merely in advancing such interests as we may have in common, but in helping each other as occasion may arise.

#### A GREAT IMPRESSION.

The address created a great impression, and unusually vigorous applause greeted the President as he took his seat.

When the applause had subsided the President again arose, remarking as he did so: "I am afraid I have detained you too long. I presume you do not intend to take up any business to-night."

It was after 10 o'clock, but the members refused to adjourn until they had, in words as well as in applause, expressed their approval of the president's address.

"I would like," remarked Mr. John Ervin, of Bridgetown, "to move a vote of

thanks to the president for the very excellent address which he has given us. I am sorry we had not even a larger representation from the various boards of trade in the Province to listen to the address, particularly in regard to the progress of the Maritime Provinces, and I would suggest that means be taken to have the address printed and distributed throughout the Provinces."

Mr. M. G. De Wolfe, Kentville: "I have very much pleasure in seconding the motion. The president must have devoted a great deal of time to the preparation of his address. If the same matter had been gotten up at Ottawa it would have cost the country \$3,000 or \$4,000. I am sure if it is printed and circulated throughout the Provinces it cannot but fail to create a great deal of enthusiasm. "I am told at home," he added, "that when I start talking it is necessary for someone to give me a cue when to stop."

"Here's a cue," interposed a facetious delegate, as he handed Mr. De Wolfe a blackthorn of Irish production. Everyone laughed, and amid it, Mr. De Wolfe took his seat.

Mr. H. Hazzard, Charlottetown, vice-president of the board, in putting the motion, said he was sure the address had been a source of great pleasure to everyone present.

The motion was carried unanimously, and Mr. Jarvis briefly and fittingly replied.

President J. J. McLaughlin, of the local board of trade, invited the delegates to a sail up the St. John river on Thursday afternoon. The invitation was cordially accepted, and the meeting adjourned.

#### THURSDAY'S SESSION.

It was 10.30 o'clock when the president opened the meeting on Thursday morning, and as he did so he announced that Mr. D. G. Smith, of Chatham, had kindly consented to assist the secretary in his work.

The President: "The next order of business is the receiving of the reports of committees. I will ask the committee on business, appointed last night, to report."

Mr. J. E. De Wolfe, Halifax: "The secretary has the report, but I might say, on behalf of the committee, that we find, in regard to some of the subjects left over from last year for discussion, that there is no one here to introduce them."

Secretary Allison then read the report on subjects, which was as follows, in order named:

1. Preferential trade within the Empire.
2. The increase in marine insurance rates in connection with Canadian Atlantic ports.
3. Improved telegraphic communication between Prince Edward Island and the mainland.
4. Rates of freight on apples via Halifax, St. John, and United States ports.

5. The construction of a line of railway from Victoria beach to Middleton, to connect with the Nova Scotia Central, and thence via New Germany to Halifax.

6. The construction of an electric railway through the Annapolis Valley, from Digby or Annapolis to Halifax.

7. The lobster industry. What can we do to protect it?

8. Development of Canadian trade with the West Indian Islands.

9. Is the curriculum of our public schools and county academies the best that can be devised to fit our young people properly for industrial and commercial pursuits, and thus promote our national advancement?

10. What can be done to attract desirable classes of immigrants to the Maritime Provinces?

11. Daily mail service between Digby and St. John throughout the year.

12. Municipal taxation in the Maritime Provinces.

13. Better system of packing and branding apples.

14. Tourist travel, and the development of accommodation for summer visitors and the best means of inducing them to visit points of interest.

15. Shorter terms of credit.

16. Statutory conditions for fire insurance policies.

17. Development of iron and steel industry.

18. Improved regulations for passenger and freight on the St. John river.

19. Canadian copyright law.

20. Law affecting weight of goods, canned or in packages.

21. Atlantic mail service on basis of speed.

22. The securing of more careful handling of freight on the St. John and Digby route.

23. Legislative union of the Maritime Provinces.

On motion of Mr. J. E. DeWolfe, the report was received and adopted.

#### THE NEW OFFICERS.

The report of the committee on nominations for the respective officers of the board was presented and read, as follows:

President—M. G. De Wolfe, Kentville, N.S.  
Vice-Presidents—D. J. McLaughlin, St. John, and W. H. Aitkin, Charlottetown.  
Secretary-Treasurer—Geo. E. Calkin, Kentville, N.S.

The report, on motion of Mr. John Ervin, was received and adopted.

President Jarvis: "Will Mr. De Wolfe now kindly take the chair. I am glad you have elected as your president a gentleman who has always shown such a live interest in matters appertaining to the Maritime Board of Trade."

President-elect De Wolfe slowly wended his way to the platform. "Gentlemen of the Board," he remarked, as he stood in the presiding officer's place, "I have a request to make, and that is that the retiring president be allowed to preside until the close of this session. He has everything under his thumb, and to allow him to remain will, therefore, facilitate business."

Mr. Jarvis: "With all due deference to Mr. De Wolfe, I do not think that what he has suggested is exactly the proper thing. The subjects for discussion are all here, and it is simply the chairman's duty to call them off in their order. I will, however, take a seat on the platform, if you like."

Mr. De Wolfe accepted both the inevitable and Mr. Jarvis' offer to sit at his elbow, and spoke in part as follows: "You have placed me in a very responsible position. In electing me, you have called upon me to follow an 'old stager,' while I am new a

the duties appertaining to the office. I shall have a great deal to do in order to keep up with the work, and I shall not be able to keep up with it without your assistance. You are really the men to say whether the work of the board shall be carried on. Words can hardly express my feelings. I consider that the honor you have placed upon me is even a greater honor than to be Governor-General of Canada." (Laughter and applause.)

Mr. J. O. Allison wanted, also, to be relieved of his duties as secretary. "Mr. President," he said, "when the new secretary was elected my duties ceased. I would now like to have him called to take my place."

President De Wolfe: "I am in command now, and shall not allow it." (Laughter.) "Mr. Calkin may, however, come upon the platform and assist you."

Mr. Calkin, accordingly, came to the platform.

Then, upon motion of Mr. C. M. Creed, a hearty vote of thanks was tendered retiring Secretary Allison, while, upon motion of Messrs. Hazzard and Carmichael, the usual stipend of \$50 was also awarded him. The movers of both these motions warmly eulogized Mr. Allison for the ability with which he had fulfilled his office.

#### QUESTION OF PERMANENT SECRETARY.

Mr. A. I. Teed, St. Stephen, N.B., ventured the information that at the meeting of the nominating committee the matter of appointing a permanent secretary-treasurer had been considered. "I give notice of motion to that effect," he concluded.

Mr. C. M. Creed: "I have learned from experience that it will not work. The secretary must be where the president is."

When the subject promised to become a matter for discussion the President pointed out that notices of motion could not be discussed.

On motion of Mr. W. M. Jarvis, Messrs. Calkin and Fisher were appointed auditors.

When the morning session opened, Mr. S. Fisher appeared with a basket of sweet peas and carnations, which had been kindly sent to the hall by Mrs. Fisher, and every delegate was wearing a handsome bouquet of one or other of the two kinds of flowers. When votes of thanks were going around, Mr. Alex. Henderson, of Wood-

stock, thought it would be a good idea also to move one to Mrs. Fisher for the bouquets, but Mr. Fisher, who thought the vote was for himself, raised his hands before the chairman in protest.

"Oh! you go away," shouted several members. "It is for Mrs. Fisher."

"Oh!" ejaculated Mr. Fisher as he stole away.

Mr. Ervin gave notice of motion to the effect that he would move an amendment to Article 8 of the constitution. This Article dealt with the per capita tax. His object was to make the per capita tax 10c. per member instead of 15c.

Mr. Schofield: "Before we go on with further business, I desire to make some remarks in regard to a motion made last night

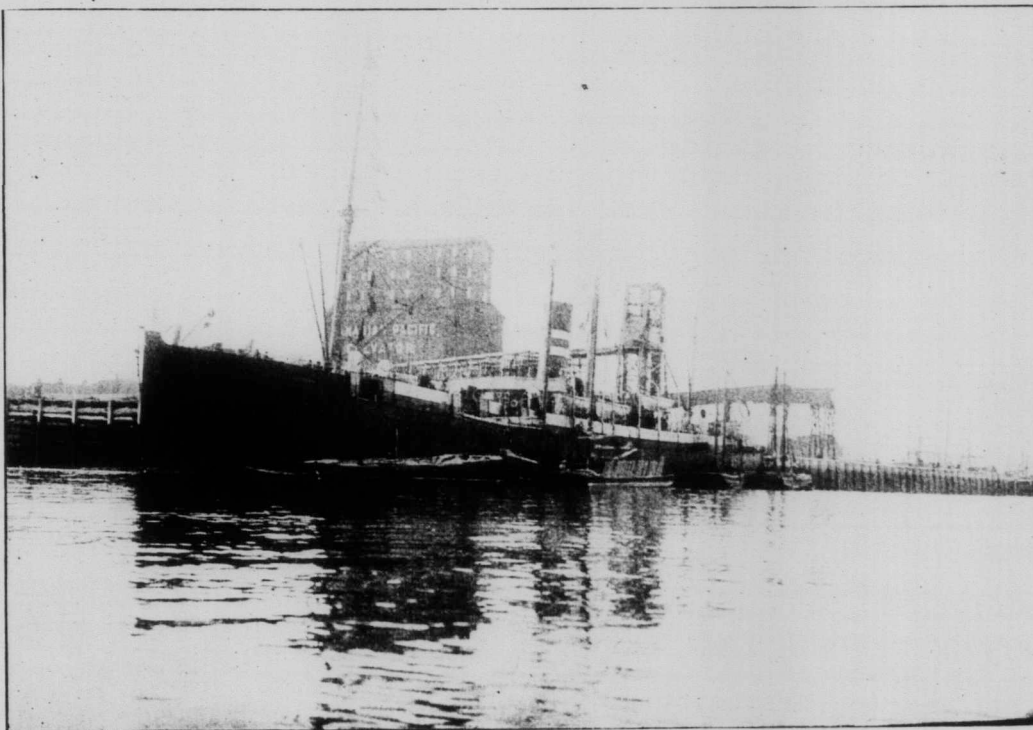
Mr. Jarvis extended the hospitality of the Union Club to the delegates.

Upon the suggestion of Mr. Jarvis, consideration of the first subject for discussion, "Preferential Trade," was adjourned until Friday, owing to the absence of Mr. Robertson, M.P., who was to introduce it.

#### MARINE INSURANCE RATES.

The next subject on the order list was the "Discrimination of Marine Insurance Rates against Canadian Atlantic Ports in favor of United States Ports." The subject was introduced by Mr. J. E. De Wolfe, Halifax, who moved the resolution deprecating the fact.

"What I object to," said Mr. De Wolfe, "is the excessive insurance rates charged against Canadian Atlantic ports in favor of United States Atlantic ports and of the St.



A VIEW IN THE HARBOR OF ST. JOHN, N.B.

relating to President Jarvis' address. I think this board should print an annual report. Such a report would be a permanent and interesting record. I would move that when the committee is considering the matter of printing the president's address, that it also consider the question of printing an annual report."

Mr. Hazzard suggested that the constitution and by-laws should also be embodied in an annual report.

Mr. D. G. Smith declared he had much pleasure in seconding Mr. Schofield's resolution.

The President thought the board could scarcely afford to print an annual report.

The motion was adopted.

Lawrence. I think the excess is about 25 per cent. Instead of being charged higher rates, we should be charged less, or, at least, no more."

Mr. W. M. Jarvis seconded the resolution, and, in doing so, said there was a very mixed idea in Great Britain in regard to Canada. He was afraid whether this was not the reason why the rates discriminated against the Maritime Provinces. What he would like to know was whether the Maritime Provinces were compelled to share in the losses incurred on risks in other parts of the Dominion? He was rather of opinion that they did. It would be well to try and find out.

Mr. J. E. De Wolfe: "I don't know whether you know it or not, but the loss of

the Labrador on the coast of Great Britain was really charged against Canada.

Mr. Jarvis (continuing): "We shall find it very difficult to get the desired information. Lloyds should have the necessary statistics. Get the statistics showing what the losses have been on the St. Lawrence route, the Maritime Provinces and at United States ports. In this way, the facts will be learned. Then, if it is found that the losses are relatively higher in the Maritime Provinces, let us accept the results."

Mr. S. Schofield said that the mover and seconder of the motion had not shown them the discrimination. "Is it against the hulls or their cargoes?" he asked. He did not believe the underwriters at Lloyds, who were experienced men, would discriminate against any port. "I am of opinion that if we could get at individual underwriters we would find that in advancing our rates they were guided by actual experience." He asked whether at Halifax provision was made against ships putting to sea with excessive deck loads? In Montreal there was. "I regret this check does not exist at the port of St. John, and I do not think it exists at the port of Halifax. It has been stated that this was one of the reasons for the increase of marine insurance rates on steamers running to the Maritime Provinces. It was stated so at Ottawa." Until more facts were advanced he thought it would be unwise to appeal to Lloyds.

Mr. J. M. Carmichael, New Glasgow, who is a steamship owner, did not like the wording of the resolution. It was too arbitrary. He claimed, however, that there was a discrimination against the Maritime Provinces. In his opinion, what the marine underwriters were trying to get at, was the St. Lawrence route, which, he claimed, was more dangerous than that to the Maritime Provinces. "Lloyds have reason for the faith that is in them, but they are ignorant in some respects in regard to Canada. The trouble is that they group the different parts of Canada together. What they should do is to separate the St. Lawrence route from the Maritime Province group. I think we should pass a resolution of some kind in regard to this matter. I am sure our rates are higher from Maritime Province routes than from United States ports. I am not, however, so sure about the rates for the St. Lawrence route. I know this, that in using my steamer I was notified to exclude the St. Lawrence route. It is unfair that we should pay higher rates than vessels sailing from United States Atlantic ports. Vessels sailing from St. John, Halifax and other Atlantic ports are just as sure as those running from ports in the United States."

Mr. S. Schofield said that steamers from

Boston and Portland did not carry deck loads. "Ours do," he said, "and this may be the cause of the higher rates. Then, again, there is the question in regard to the class of steamers."

Mr. Cochrane: "I do not think it can be due to the class of steamers, for some of the steamers which run out of United States Atlantic ports are of the very poorest class. Then, as to deck loads, there is no more comfortable or more safe steamer to cross the Atlantic than a steamer with a 10-foot deckload of lumber. I would rather cross the Atlantic on a poor steamer loaded with lumber than on one of the fastest loaded with grain. If there is a master in the room, he will tell you the same thing. In going to Lloyds, you must be able to present a reasonable case, or they will laugh at you."

Mr. W. S. Fisher said he quite agreed with Mr. Cochrane that caution should be used in approaching Lloyds. He said that when in London, England, according to instructions received from the St. John Board of Trade, he had tried hard to get at the bottom of the marine insurance rate question. At Lloyds, they claimed there was no discrimination against Maritime Province routes, or, at least, no intended discrimination. The rates, they said, were based upon the best information obtainable. "But I found," he explained, "that there was a very great difference of opinion in regard to the matter. It seems to me that all that is necessary, in order to convince Lloyds of the legitimate character of our case, is united action on the part of the merchants and vesselowners in the different parts of the Maritime Provinces."

Mr. D.G. Smith, Chatham, N.B.: "Would it not be well for this board to collect statistics showing the losses on the different Canadian-Atlantic routes, I think that at present we have not sufficient information to deal intelligently with the matter." He moved the following resolution:

That the subject of marine insurance be referred to a committee of five, who are requested to prepare a paper to be presented to the British underwriters giving reasons why discrimination should not be made by them against risks in the trade from the Maritime Provinces, such paper to include statistics of casualties happening to vessels running between the Maritime Provinces as distinct from other ports and trans-Atlantic points, as well as other relative information, the paper to be forwarded by the president and secretary of this board to the British underwriters.

Mr. De Wolfe thereupon withdrew his resolution.

Mr. H. Hazzard, Charlottetown, P.E.I., who is in the underwriting business, explained that he had read the resolution passed by Lloyds increasing the rate of insurance, and it was therein stated that the reason for doing so was the excessive deck loads carried, some of these deck loads being 14 ft. He explained that in Prince Edward Island, where they did not ship lumber, the rates were now about 3½ per

cent., where they were some years ago as high as 9 per cent.

Mr. Carmichael said that he knew steamers had gone out with excessive deck loads. "I have no doubt the underwriters have grievances, and they always will find some cause for complaint."

Mr. Schofield said that only that day the newspapers reported that a St. John vessel had been fined £50 in London, England, because of an excessive deck load.

Mr. Carmichael: "I happen to know something about that case. The fine was imposed because the vessel was immersed below the Plimsoll line."

Mr. Smith's motion was adopted, and these were appointed a committee to carry out its provisions: W. M. Jarvis, St. John; J. M. Carmichael, New Glasgow; S. Schofield, St. John; J. E. DeWolfe, Halifax; H. H. Hazzard, Charlottetown; H. Dobson, North Sydney.

The convention adjourned at 1 p.m. to meet on the following morning.

#### FRIDAY'S SESSION.

The convention resumed on Friday morning at 9.35 o'clock, with President De Wolfe in the chair.

A communication was read from the Truro, N.S., Board of Trade, regretting inability to send delegates to the convention of the Maritime Board. "We appointed," read the letter, "eight delegates and eight substitutes, but some unfortunate circumstances have prevented anyone from going. We have not, however, lost interest in the Maritime Board."

The first subject for discussion was IMPROVED TELEGRAPHIC COMMUNICATION WITH P.E.I.

Mr. H. Hazzard, president of the Charlottetown, P.E.I., Board of Trade, introduced the subject. He said that The Anglo-American Telegraph Co., which had had a monopoly since 1855 and received a subsidy from the Dominion Government of \$2,000 per year, did not act square with the public. What he complained about was, that the offices were closed after 8 o'clock at night until 9 o'clock next morning. And not only that, but the rates were excessive. For instance, if he desired to telegraph to Boston, it cost him \$1, twice as much as paid by the other Provinces for a similar message. They did not, however, claim that they should have as low a rate as the other Provinces. They would not object, he thought, if they had to pay two-thirds more. What he desired was the cooperation of the Maritime Board.

Hon. Mr. Davis, he explained had taken the matter up, and promised to do all he could in regard to the matter.

Mr. Schofield wanted to know if there

are no provisions in the charter of the company whereby it could be compelled to improve the service?

Mr. Hazzard said there was, and it was under this clause that he thought steps could be taken in order to get the desired improved service.

Mr. Jarvis: "Does the company publish an annual statement showing what dividends are paid? I think the Government should expect it to do so."

Mr. Hazzard: "It does not, and the company claims that it does not do so, as it cannot afford to do so. We have this season two steamers weekly from Boston and a great many tourists coming in. These tourists cannot understand how it is that from 8 o'clock at night until 9 o'clock the following morning, the offices are closed."

Mr. Schofield thought it was only to be expected that, with the cable, higher rates would be paid by the people of Prince Edward Island than paid by the other Provinces. "At the same time they have an unquestionable right to have the office open until 12 o'clock." He moved that the matter be referred to a committee of three, said committee to be appointed by the president.

Mr. F. L. Potts seconded the resolution, which was carried, and the president named the following as a committee to deal with the matter: Messrs. H. Hazzard, J. E. De Wolfe, and S. Schofield.

#### RATES OF FREIGHT ON APPLES VIA HALIFAX, ST. JOHN AND UNITED STATES PORTS.

The subject was introduced by Mr. P. Innes, Cold Brook, King's Co., N.S. He said the question was a double-barreled one, as it dealt (1) with the railway, (2) with the steamship subsidy.

In speaking on this subject, and I do so as Vice-President of the Nova Scotia Fruit Growers Association, I would like first to draw your attention to the great development of the apple business in the western counties of Nova Scotia, especially in Kings and Annapolis counties. It has grown in the last quarter of a century from small beginnings until it has become one of the great staple industries of the Province. The product of a favorable year is now half a million barrels, and with large areas of young orchards coming continuously into bearing, the time is not distant when this product will have doubled. In fact, when the wheat crop is to Manitoba and the North-west the apple crop is to Nova Scotia. The industry is therefore not merely of local, but of Provincial importance, and accordingly the profitable marketing of the crop is of great moment, primarily to the producer and shipper and incidentally to the country at large.

Now, gentlemen, please consider in the first place the conditions—the physical and geographical conditions—with which we have to deal. The great fruit belt of Nova Scotia lies within an average distance of 300 miles from the Atlantic seacoast at Halifax. The port of Halifax is accessible all the year around, and, speaking roundly, by some 500 miles to our nearest port in Great Britain than the ports of Portland, London and New York.

The railway which traverses the fruit belt, and has a monopoly of the business, is one of the most heavily subsidized and highly favored in the Dominion, and the steamships plying between Halifax and Great Britain are also in receipt of a Government subsidy. Under these exceptionally favorable circumstances, you could imagine, and you would be justified in imagining, that we should be able to market our apples on better terms, or at the very least, on equal terms with our competitors in Canada and the United States.

Does this stand the fact? I can answer in a sentence: Nova Scotia apples are carried over 600 miles by rail and

300 miles farther by sea at a through rate of \$3.47c. (3s. 6d.) per barrel, while Nova Scotia apples are carried an average of 85 miles by rail and 300 miles less by sea at a through rate of 90c. (3s. 9d.) per barrel, and this is not all. The Canadian and American barrel is about one-tenth larger than the Nova Scotia barrel, so that in reality the comparison is \$3.47c. as against 90c. per barrel. This is equivalent to a discrimination of 15½c. per barrel against the Nova Scotia shipper, notwithstanding that he is 800 miles nearer the market. In other words, in placing 300,000 barrels of apples, last year's crop, on the English market, Nova Scotia shippers were at a disadvantage in respect to transportation charges to the extent of some \$10,000 as compared with their Canadian and American competitors.

#### RAILWAY CHARGES.

I have stated that this great apple industry has grown and developed in the last 25 years, but the Dominion Atlantic railway has failed to recognize the altered circumstances, and their apple tariff of to-day is, with some trifling modification, the apple tariff which was in force 25 years ago, when the crop was insignificant, but little of it moved by rail, prices ruled high, and apples were considered an expensive luxury. To illustrate: Apples are carried in trainloads at no expense to the company for loading or unloading at a rate of at least 2½c. per ton per mile. A trainload of 2,500 barrels carried 85 miles would be charged \$387.50, while a trainload of ore of equal weight would be carried 85 miles for \$160. Again, a carload of apples worth \$150, more or less, would be charged \$27.50 if carried 100 miles, but a carload of flour worth, say, \$150, the product of another Province, would only be charged \$21 for the same distance.

It is a well-known and fundamental principle in railway practice that the determining factors of a tariff are the volume and the value of the commodity carried. The more valuable the commodity, the higher the rate; the larger the volume carried, the lower the rate. Apply these principles to the D.A.R. tariff in the matter of apples and flour. A barrel of flour is double the value of a barrel of apples, and the volume of the former that is carried on the D.A.R. is almost infinitesimal as compared with the latter. Therefore, on both grounds, the apple rate should be very much lower than the flour rate. True, the railway company contend that their rates on apples compare favorably with those charged on other railways. I think I have shown by the through rates charged as far West as Toronto that this is not the case; but, further, there are only a few districts in this great Dominion where the soil and climatic conditions are favorable to the growing of apples. In the Cornwallis and Annapolis Valleys we have one of the best districts. There the apple crop has become the great staple industry, numbering hundreds of thousands of barrels, that have to be transported by trainloads. Yet, all this volume of business is classified, and charged as high rates as in those sections of the country where apples are not grown, and are considered a luxury.

The apple crop of our district should receive as fair treatment as the grain-producing sections, or the coal, iron, and lumbering industries of the country. Secure in its monopoly, no redress can be obtained or expected from the railway company. It is, therefore, submitted that the proper and effectual remedy, not merely in our case, but as applicable to the whole question of transportation in the Dominion, lies in the appointment of a permanent commission, with powers and authority somewhat similar to those of the English Railway Commission, or the United States Interstate Commerce Commission, which would fix reasonable rates and grant just redress on the application of individuals or localities having ground for complaint.

Accordingly, the interest and aid of the Maritime Board of Trade is earnestly solicited towards the appointment of such a commission at an early date.

#### STEAMSHIP CHARGES.

The excessive charges on the railway are only a part of the grievances of which we have to complain. The rates charged on the steamers from Halifax are equally excessive. Notwithstanding that the steamers are in receipt of a Government subsidy, while those from the Atlantic ports—Portland, Boston, and New York—are not so favored, the rate from Halifax has remained steady for some years past at 3s. per barrel, while the rate from the other ports last season was as low as 1s. 6d. and 5 per cent. primage, and was never higher than 2s. 3d. and 2s. 6d. per barrel. Further, the amalgamation of two lines formerly running from Halifax has deprived us of competition, and the granting of rebates to middlemen enables them, when so minded, to secure the entire steamer's space, and forces the producer into the middleman's hands, if he is to get his apples to market at all. Consequently, several producers have had to send their apples either by schooner, or via Yarmouth to Boston and thence to London. In fact, a saving in the rate could be effected by shipping from Middleton and stations west via Yarmouth, some 300 miles to Boston, and thence by the Johnston line of steamers to London.

The steamer's charge for deals varies from 3s. to 4s. a standard, according to dimensions, but the charge for 28 barrels of apples, which would occupy the same space, is no less than 8s., which would appear to be an extreme discrimination.

We are of the opinion that competition would be induced and our position improved if the subsidies were withdrawn from these steamers altogether, and the Kings County Board of Trade, the Kentville Board of Trade, and the Municipal Council of Kings

have asked the Government accordingly, and until such time as the subsidies are abolished, that the Government exercise supervision and control over the rates charged so that they shall not exceed the corresponding rates from competing Atlantic ports, and, further, that the Government appoint inspectors to superintend the loading of steamers, and see as to their ventilation and general suitability for carrying the freight offering.

Mr. Innes read the following resolution:

Resolved, that the Maritime Board of Trade ask the Dominion Government to appoint a permanent railway commission with powers and authority somewhat similar to those of the English Railway Commission or the United States Interstate Commerce Commission, which would fix reasonable rates and grant just redress on the application of individuals or localities having grounds of complaint.

Mr. John Ervin seconded the motion, and, in doing so, said they insisted that the great apple industry must not be handicapped by adverse freight rates. "In addition to the high freight the farmer has to pay, there is another item of cost which has not been referred to at this meeting. A great many of these apples are shipped in the winter time, and, as we have no frostproof cars, the farmers have to put charcoal fires in the cars and also send men to attend to them. This means an additional cost of 5 or 6c. per barrel."

Mr. Schofield said that the Dominion Atlantic railway should not be dealt with too harshly in the matter. It was a struggling line and should be encouraged.

Mr. Innes: "I do not think there is much difference between Mr. Schofield and myself in regard to this question. The apple-growers claim that their rates are excessive; the railway claims that they are not. Now, what we want is a neutral board, who shall determine whether they are or not. I might say that the Dominion Atlantic railway is in favor of the appointment of a commission, Mr. Griffin, the secretary of the road, having seconded a resolution to that effect adopted by the Halifax Board of Trade."

Mr. D. J. McLaughlin, St. John, thought the question was one which the Maritime Board of Trade should take no action in, and, at any rate, without representatives of the railways being present, so that their side of the case might be stated.

Mr. J. E. DeWolfe did not agree with the previous speaker, and corroborated what Mr. Innes had stated regarding the action of the superintendent of the Dominion Atlantic railway in supporting the Halifax motion.

Mr. T. H. Estabrooks said that as far as he understood the resolution, the question at issue was not a Provincial one, but a Dominion one, as it called for a railway commission to regulate all the railways in Canada. However, as far as he was concerned, he hardly knew which side he was on in regard to the matter.

Mr. F. E. Cox said he would like to see the motion passed, as he believed it would be to the advantage of the Maritime Provinces were a railway commission appointed.

After some further discussion, Mr. Innes' motion was carried by 14 to 5.

#### THE QUESTION OF SUBSIDIES.

Mr. P. Innes then introduced his resolution on railway subsidies, which read as follows :

Whereas, the subsidizing by the Dominion Government of the Furness Line of steamers has created a monopoly and has led to the charging of excessive rates of freight on apples to Great Britain from the ports of Halifax and St. John; and

Whereas, it may be inexpedient in the meantime to discontinue such subsidies;

Therefore, resolved that this Board ask the Government to exercise supervision and control over the rates charged by subsidized steamers, so that at no time they shall exceed corresponding rates from competing Atlantic, Portland, Boston and New York ports, and further, that the Government appoint inspectors to superintend the loading of apples in such steamers and see as to their ventilation and general suitability for carrying the freight offering.

Mr. F. E. Cox seconded the motion.

The motion proved to be an exceedingly lively subject for debate, the liveliest and most prolonged of the convention.

Mr. J. E. De Wolfe said it was a question purely of supply and demand. "While we have such a small amount of business in Canada as we have, we cannot expect as low a rate of freight as the shippers from United States ports," he said, "and, if the subsidies were taken off, we would not have as low rates as we have to-day." He said that the grievance was more imaginary than real, and declared that the present rail and boat rate of 90s. did not net the steamer over 2s. 6d.

Mr. T. C. L. Ketchum, Woodstock, N.B., declared himself in favor of the Government supervision of railway rates. "When," he said, "we, five years ago, came down here to the meeting of the Maritime Board of Trade, the C.P.R. had an arbitrary rate of 25c. per 100 lb. on freight from McAdam Junction to Woodstock. The matter was brought before the board then. Shortly after this, whether through the influence of the board he could not say, the rate was reduced to 12½c., at which figure it still stood.

Mr. D. G. Smith, Chatham, N.B., thought it was a matter that should be relegated to the Halifax Board for consideration.

Mr. J. M. Carmichael: "I sympathize with the fruit growers, but I cannot support a resolution half as strong as that now before us. Not because I think they have no grievance, or that the steamship people are perfect. I know they are not. We steamshipmen take all we can get, just as people in other lines of business do. One very good reason, however, that the rates are excessive is that the steamship owners will take all the apples they can get in preference to other freight. I trust that the efforts of Mr. Innes and his friends to get better rates will be successful, but I am afraid that, until the Canadian trade is large enough to warrant the putting of larger boats on Canadian routes, the shippers of this country

will have to pay higher rates from their own ports than are paid on freight from Boston and Portland."

In reply to a question, Mr. Carmichael said: "I am opposed to the granting of subsidies for the carrying of freight. The subsidized line drives the unsubsidized line out of competition." (Hear, hear.) "For instance, a subsidized line going to St. John is determined that it will get a full cargo, and to get it will underbid my steamer. The result is that I am driven out of the port. I again say I am against subsidies for carrying freight; for the carrying of passengers it may be all right."

Mr. W. S. Fisher: "I believe the people of St. John sympathize with the Dominion Government in its desire to see the time when subsidies can be wiped out, but at present it seems impossible to divert the shipping trade from United States ports without the aid of subsidies."

Mr. Carmichael: "Let me explain my position. I would not vote for the abolition of subsidies at present."

Mr. Estabrooks: "If the resolution was divided I think there is a portion of it that should be supported, and that is that part which deals with the supervision of the shipping of perishable cargoes. To be able to guarantee the arrival of our apples on the other side of the Atlantic in good order would be worth a great many dollars.

Mr. Innes explained that the terms of the contract with the Furness Line provided for the inspection of the fruit and the supervision of the rates, but they were not being put in force, and "this resolution," he added, "is simply to jog the memory of the Government."

Mr. J. E. DeWolfe: "Then, why come here and take up the time of the Maritime Board?"

Mr. Innes: "Simply because the clause is a dead letter."

Mr. Schofield, who is agent at St. John for the Furness Line said that there were grounds under which the subsidies could be justified. "As far as our line is concerned, we do not like subsidies, but present circumstances demanded that they should be given. I remember this port for 36 years, and remember when a number of steamship lines ran here, and they brought and carried away good cargoes. Then came the 'National Policy,' which laid down the principle that goods consumed in this country should, as far as possible, be manufactured in this country. This policy has been successful, but the result has been to reduce the volume of freight, which the steamers running here depended upon, by fully one-fourth. The result was a great reduction in rates, and the consequence was

that steamships were driven away. Then came an agitation for subsidies, and this agitation increased with the desire for a development of the trade between Canada and Great Britain. This agitation is still going on. The proof of the need of a subsidy was the limited character of our trade."

He explained that the reason the Furness Line bought out a certain competing line was the knowledge that there was not enough business for the two concerns. "No line," he said, "would be more pleased than the Furness Line if it were possible to do away with subsidies; but it is not possible." He read the clause from the contract between the Dominion Government and the Furness Line in which it was laid down that the steamship company could not charge a higher freight rate on Western goods for export than was charged by United States lines. The Government, he also showed, had the power to fix the maximum rates.

"Last year," he continued, "27,000 barrels of apples were shipped through St. John, but as far as I am aware there was not one complaint as to rates of freight, neither specific or general." Then he read letters claiming that the Furness company was charging the same rate on apples from both St. John and Halifax.

Mr. Innes: "Can you explain to me why it is that from Boston apples can be shipped for 2s., while from Halifax the rate is 3s?"

Mr. Schofield: "Because they have a larger port and there is a larger quantity of freight to ship. Rates fluctuate according to the quantity of freight to be carried. Why, I have known steamers to refuse to take apples from Montreal even at a 3s. 6d. rate. Now, of the 90c., rail and boat rate, the steamer apparently gets 70c., but she does not in reality. There is a class of middlemen, and they, like the railways and the steamers, try to get all they can out of it. And I am sure there are middlemen who make more money out of the apple export trade than the producers do. It is the middlemen in Nova Scotia who are really to blame for these high rates. These men have the steamshipmen by the throat, and demand a rebate of 10 to 15c. per barrel as their share of the proceeds.

Mr. Innes: "Go on! That is news and we were never able to learn before what the middlemen got."

Mr. Schofield, continuing: "If the Maritime Board is going to deal with the matter it should deal with the real culprits, namely, the middlemen. Do not blame the steamshipmen who are forced to do what they do."

A delegate: "Would the Furness Line give the rebate to the farmers who grow the apples?"





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### PROSPECTIVE APPLE CROP REPORT.

TORONTO, Aug. 22, 1899.

DEAR SIR,—Having gone over a considerable portion of the apple territory, and having received a great many reports from not only Canada, including Nova Scotia, but also from the United States, Great Britain and the continent, we submit that the present indications regarding this season's apple crop are as follows :

GREAT BRITAIN—Less than last year, as from 351 reports received 137 are average, 20 over average and 194 under average.

GERMANY—A fair crop of cooking apples.

BELGIUM AND NORTH OF FRANCE—A full crop.

HOLLAND—About an average crop.

FRANCE—A fair crop.

UNITED STATES—New York—About one-half an average crop, with quality better than last year.

The New England States (including Maine)—About one-third an average crop.

Pennsylvania, New Jersey, the two Virginias, Delaware, Ohio and Indiana—A larger crop than they have had for years, and, with the exception of Ohio, quality good.

Missouri, Kansas, Arkansas and Illinois—Somewhat scattering, but nearly one-half crop, whereas last season Missouri and Kansas had a very short crop.

Michigan—Considerably more than last year, of good quality.

California, Colorado and Oregon—About as last year.

NOVA SCOTIA—Fully as many as last year, with quality probably better.

ONTARIO—In quantity about the same as last year, but quality better, with, however, a shortage of early varieties.

Reports indicate quite a crop of early varieties in the United States.

You will observe from the above that with the exception of the New England States, there is quite a large crop of apples in the Eastern States, which naturally are the large exporting sections.

While the above report would indicate generally a crop of good quality, still reports are now coming to hand of many orchards of inferior quality, which buyers should certainly avoid, as for exporting purposes apples of inferior quality are not wanted and ought not to be shipped.

Regarding price, we are of opinion that buyers so far have been rather unduly anxious, and we fear in many cases local men without funds, in their eagerness to control the apples in their immediate sections with the hope of turning them over to

someone having the capital, have induced growers to hold their apples, promising to pay extravagant prices later on, which has a tendency to make the more cautious man of means offer more than his best judgment indicates. We think this is a great mistake and results unprofitably to both grower and shipper, as the grower often sells to men offering a higher price, who, frequently having no capital, fail to pay for them.

It is a misfortune that, as a rule, apples are bought before there is a market established, so that a high price means great risk which often is only fully realized when it is too late, particularly when buyers purchase by the lump or orchard, taking the risk of hot weather, storms, dropping, etc.

Guard against topping, as it is easily detected and prejudices the brand, resulting not only in disappointing sales, but also in diminishing consumption, as, if consumers lose confidence in the honesty of the pack, lower prices and curtailed consumption necessarily follow. Confidence in the pack is essential to liberal consumption and free offering.

We would again strongly caution shippers to handle only such quantity of apples as you or competent men in whom you have perfect confidence can properly oversee, and use every effort to handle only hand-picked apples of good quality at reasonable first cost. Remember, the freight and charges on a poor barrel of apples are as much as on a good barrel, and that apples of inferior quality are not wanted.

We thank you for your esteemed consignments during the past, and trust you will again favor James Adam, Son & Co., Liverpool, with your shipments, who, we can assure you, will give them every attention, and do all possible to have your apples realize best possible price.

We also represent Glasgow, London, and Hamburg houses, should you at any time desire to ship to these points.

We, as you know, have experienced representatives at Toronto, Montreal, Portland, Boston, and Nova Scotia, who will order cars, trace shipments, secure space, see that your apples are stowed in the coolest place, on earliest steamers, and gladly furnish you with any information at any time you desire. As is our custom, as soon as the market regularly opens, we will issue our tri-weekly reports, and keep our friends regularly posted.

Very truly yours,

M. H. PETERSON & CO.

### THE HOMES OF VANCOUVER.

It is a very noticeable thing in this city that such a large percentage of people own their own homes, however humble, and it is

equally noticeable that there is such a strong desire to own the home on the part of every man in the city who is of necessity a householder, or likely to be. These are the "men who make Vancouver" in a very large degree, and the feature is a grand one, assuring as it does permanency of population, and the selection of that very desirable class, the stay-at-homes, who having become settled down will simply work the harder rather than let adversity or hard times drive them from their chosen home. The merchants of the city realize the weight of this factor and they also know the truth, as one witty Irishman put it in reply to a rather "nifty" visitor, who queried, "These are the homes of the poorer people?" when touring the city on the electric cars: "No ma'am! These are the homes of the people who pay their debts?"—The Province, Vancouver.

### "BAD DEBTS."

Editor GROCER,—After reading your article re the above in THE CANADIAN GROCER, of August 11, it struck me a little experience of bygone years on the same subject would not be out of place.

In Edinburgh, Scotland, some 20 years ago, I was a member of what was then called "The Black Book Society." Trade protection societies were then few and far between. Our society, though unique in its way, was most useful to the tradesmen who had the privilege of being associates, for would-be members were "balled" in or out as the case might be, no one being supposed to know who put the candidate's name in the ballot box. We had a chairman and clerk, chosen annually. The annual fee was a trifle—I forget how much. We met once a month in a hotel where we had a comfortable room provided free. A hat was placed at the door into which on entering members placed a small slip of paper with the name or names, and address, of the customers to be inquired about. On time being called, 8 o'clock, and the door locked, the chairman proceeded to read the contents of the hat one by one, calling on members to say what they knew of the person's credit or character whose name had just been read. Remarks made there anent were entered in a minute-book by the clerk and indexed for future reference. No member knew who was making the inquiry. When the names were ended, the business of the evening done, from labor to refreshments was next in order, when a quiet pipe and social chat was much enjoyed for an hour or so, to say nothing of the friendship and kindly feeling flowing therefrom.

Yours sincerely,

JNO. MOUAT.

Nelson, B.C., August 15, 1899.

(Continued from Page 39.)

In closing, he read the following resolution:

Whereas a very large amount of capital is invested in the lobster packing industry which cannot be withdrawn therefrom without serious loss to the investors thereof, and

Whereas the record of declining catches and total extinction of the industry in localities where it formerly flourished leads to the conviction that the present regulations, as to length of open season and size of lobsters which may be legally taken, are calculated to destroy the industry in the Maritime Provinces, and

Whereas it is an established fact that, if a legal size of nine inches and larger only were permitted or made as it is on the New England coast in order to save the industry from extinction, it would be impossible to carry on the industry, and

Whereas the extension granted the past season in the Straits of Northumberland was prejudicial to and destructive of the interests, as well as inequitable, inasmuch as it was practically a discrimination against other localities on the coast and in harbors where lobsters come in sometimes more plentiful towards the middle of July.

Therefore, resolved—That in the opinion of this board: 1) That no extension beyond the regular season fixed by the regulations should be granted under any circumstances in any locality. 2) That the season for packing for next year be five days shorter all round our coast line than in 1898; that in 1901, ten days shorter than said season, and that this policy of shortening the season be continued each year until it is found that the existence of lobsters on our coasts as a paying national product is no longer imperilled. 3) That fishermen taking lobsters with spawn on out of traps be compelled under penalty to return them immediately to the sea, and that packers be placed under obligation as far as practicable that fishermen under their control carry out a regulation to this effect. 4) That no lobsters be taken by "curlies," as only small ones are so taken, as a rule. 5) That the fishing for canning be prohibited altogether in the rivers and bays in the month of July, when the lobsters resort thereto for the purpose of spawning or casting their shells.

Mr. D. G. Smith seconded the resolution.

Mr. Robertson, M.P.P.: "There is a shadow of doubt in my mind. It is not by any means clear to me as to whether it is desirable to have a uniform season. I thought that at a former meeting of this board that a good case was made out against uniformity of the season."

Mr. Loggie, in reply to a question, stated that, up to a certain geographical point in Nova Scotia, fishing stopped on July 15, and up to another on July 1. In his opinion there should be no fishing at all in July.

Mr. A. I. Teed thought the board should have more specific information before passing upon the question.

Mr. Murchie thought that something should be done to save the industry.

The motion carried.

#### RAILWAY FROM VICTORIA BEACH TO MIDDLETON, N.S.

This subject was introduced by Mr. John Ervin, of Bridgetown, N.S. He said that capitalists were ready to build the road provided they could get the Government to lend the usual aid. The road was a necessity, as a great many people were now greatly inconvenienced in getting their produce to market. The country through which the line would run was rich. The proposed line is north of the Dominion Atlantic Railway, and the terminus, Victoria Beach, is on the Digby basin. Mr. Ervin read the following:

Whereas, having considered the memorial of the Bridgetown Board of Trade, re proposal to build a line of railway from Victoria Beach to Middleton, and, whereas, such railway will open a thickly settled and fertile section of Western Nova Scotia, which is now without any railway facilities, and, whereas, such railway will also afford a convenient

and short route of transportation to a shipping port for the large fruit production of the county of Annapolis. And, whereas, such line of railway will come in connection with other lines of railways now built or in course of building, thereby giving a through line from the Annapolis Valley to the city of Halifax.

Therefore, resolved, that this Board approve of the construction of such line of railway, and consider it is deserving of such Government aid and encouragement as is usually given to railways intended to serve the public interests.

Mr. F. E. Cox, Middleton, seconded the resolution, and in doing so, explained that he did so on his own responsibility and not as a representative of the Middleton Board.

Messrs. Schofield and Hathaway supported the resolution, which was carried.

#### THE WEIGHT OF CANNED GOODS.

Mr. W. F. Hathaway, of St. John, introduced the following resolution:

Whereas, the want of uniformity in the weights of canned fruits, provisions, etc., is unfair to the consumer and is also hurtful to the true interests of trade.

Therefore, Resolved, that in the opinion of this Maritime Board of Trade all canned meats, vegetables, fruits, fish, packets of tea, tins of lard should show in plain lettering the weight of contents.

That penalties should be imposed upon all packers and canners who do not stamp their goods, and also that penalties should be imposed on all dealers and traders who expose such unstamped goods for sale.

And further resolved, that the secretary, before February 1 of next year, forward copies of this resolution to the Minister of Trade and Commerce, and also to the several Dominion representatives from Prince Edward Island, Nova Scotia and New Brunswick.

In speaking to the resolution, Mr. Hathaway, wholesale grocer, said there was sometimes a difference of 3 to 5 oz. in the different packs of canned goods, particularly fruits. The weight of canned goods was, as a rule, correct. The question was whether the wholesale houses are to continue selling light-weight goods. For his part, he did not propose to do so if he could help it. The wholesale grocer was not responsible for the short weights. It was the dishonest packer.

Mr. Alex. Henderson, of Woodstock, N.B., seconded the resolution, and, in doing so, said that his company was already putting the weight on their packages of canned goods. He further stated that his factory had this year shipped 40 tons of canned raspberries to England, and it had orders for all the gallon apples it could put up.

The motion was carried unanimously.

Fred. E. Cox introduced the subject of a daily mail service across the Bay of Fundy. He moved as follows:

Resolved, that in the opinion of this board the D. A. Railway steamboat service between St. John and Digby is of such importance to the business interests of the large territory interested as to call for a daily service the year round.

It was discussed at some length, and finally, in view of a recent discussion between Mr. Gifkins and the St. John board relative to the matter, it was withdrawn.

The present subsidy is \$12,500 per year. There is now a daily service four or five months during the year, a tri-weekly for about two months, and four trips per week during the winter months.

The convention adjourned at 5 p. m.

The board convened at 8.30 p.m. with President De Wolfe in the chair. The attendance was better than in the afternoon.

#### TOP WHARFAGE AT DIGBY.

The first order of business was the consideration of a memorial signed by W. W. Ogilvie and a number of Ontario and Annapolis Valley millers in regard to top wharfage for goods lying on the Government wharf at Digby.

The President: What shall we do with it?

Mr. Conrad moved that the board concur in the memorial. Mr. Cox seconded.

Mr. Carmichael said that before he voted upon the question he wanted information.

Mr. McLaughlin read a clause from the memorial which he considered would give the desired information. The clause read:

"In March, 1897, the Government agreed to exempt this traffic from top wharfage at Digby pier by refunding in full the amount collected. With this understanding rates were arranged and continued up to the present, whereby it was possible to meet the competition of the American railways and have this traffic diverted through Digby. The result has been, since the Government so wisely came to this conclusion, that up to December 31, 1898, equal to 62,020 barrels, and from January 1 to June 30, 1899, 22,464 barrels, or a grand total of 84,484 barrels, were diverted to this all-Canadian route."

The motion was then carried.

A communication was read from Mr. Murray Hentis, of the Sussex board, desiring the board to thank the St. John board for the entertainment of the previous day.

#### A PROPOSED ELECTRIC ROAD.

Mr. W. V. Brown, of Berwick, introduced the following resolution:

Whereas, the need of a second and competing transportation railway line between Halifax and St. John through Western Nova Scotia, is generally recognized.

And, whereas, certain London and Berlin capitalists have intimated their willingness to construct an electric railway from Halifax to Annapolis or Digby, provided certain concessions are offered.

Therefore, resolved, that in the opinion of this Board every encouragement should be given towards the furtherance of this enterprise by our Government, boards of trade, municipal and town councils and newspapers.

Mr. John Ervin, in seconding the resolution, explained that the Berwick board had received a communication from capitalists in London and Berlin in regard to the possibility of building an electric railway in the Annapolis Valley. Their communication had been replied to. Since then the capitalists had been again heard from, in which they said they were prepared to build a road provided certain concessions were made. What these concessions were they had not stated.

Both Mr. Robertson, M.P.P., and Mr. Jarvis thought that it would not be advisable to adopt the resolution.

Mr. Brown said he had statistics to submit. "We were not the movers in this

atter; we were approached," he said. With the consent of the seconder, he withdrew his resolution.

#### THE PACKING OF APPLES.

Mr. Jarvis, at the request of the Berwick Board of Trade, introduced the following resolution:

That some steps be taken to secure better regulations regarding the packing and branding of apples, and that a copy of this resolution be sent to the Departments of Land Revenue and of Agriculture at Ottawa.

In introducing the resolution, Mr. Jarvis said that everyone who consumed apples realized the necessity of some such law as that suggested.

Mr. J. E. De Wolfe, in seconding the resolution, said that regulations were necessary which would make dishonest packing criminal.

Mr. P. Innes explained that, at the last session of Parliament, a bill had been introduced, at the instigation of Prof. Robertson, having for its object the packing and branding of apples. When the bill was being considered representatives of the Fruit Growers Associations of Ontario and Nova Scotia were consulted, but the representatives of the two associations had been unable to agree as to the defining of standards. Ontario, for instance, contended for size, as indicative of No. 1 A, while Nova Scotia, whose small apples were among its best, would not agree. The bill would be taken up again next session and would probably become law.

The resolution was adopted.

#### TOURIST TRAVEL.

The following resolution was introduced by Mr. J. D. McKenna:

Whereas tourist travel is fast assuming considerable proportions in the Maritime Provinces,

And whereas, it has been demonstrated that such travel has proved of great benefit to such Provinces,

Therefore, resolved—That this meeting views with favor the earnest efforts of the many towns of these Provinces to encourage the coming of tourists, and would impress on delegates the importance of the construction of summer hotels, and the more general advertising of the natural beauties and advantages of Nova Scotia, New Brunswick and Prince Edward Island from a tourist's standpoint, and that special attention should be directed to the encouragement of this class of travel from Quebec and Ontario.

In speaking to his resolution, Mr. McKenna cited instances of the benefit the Maritime Provinces had received from tourist travel. The matter was, therefore, most important.

Mr. J. E. De Wolfe seconded the resolution. He complained that 99 per cent. of the tourists who visited the Maritime Provinces were not from Ontario and Quebec, but from the United States. In looking over the papers he seldom saw reference to tourists from Ontario and Quebec.

Mr. Hazzard mentioned that when recently in a hotel in Prince Edward Island, he was surprised to see about 60 Toronto people. "It was like a colony of Torontonians," he concluded.

Mr. Conrad stated that he was recently

in Cape Breton, and he saw a number of Toronto people there with their families.

After further discussion, the resolution was adopted unanimously.

#### SUBJECTS FOR DISCUSSION.

Mr. D. J. McLaughlin gave notice of the following notice of motion:

No questions for discussion by this Maritime Board shall be considered by the Board unless notice of at least one month shall be sent to the secretary, to be forwarded by him to each affiliated Board of the intention to introduce such subject for discussion at the annual meeting of the Maritime Board.

Mr. Geo. Robertson, M.P.P., moved the following resolution:

Whereas, since the last meeting of this Board, statutory conditions for fire insurance policies have been established in Nova Scotia,

Resolved, that committees be appointed to confer with the fire insurance companies to secure similar legislation in New Brunswick and Prince Edward Island.

The motion was seconded by Mr. D. G. Smith and carried.

A complaint having been made in regard to careless handling of freight between St. John and Digby, Mr. D. G. Smith moved that the matter be left with the local boards to deal with.

The motion was seconded by Mr. Ervin and carried.

The secretary presented an interim report showing a balance on hand of \$94.25.

On motion of Mr. Smith, the secretary was instructed to communicate with local boards of trade which had not yet paid their per capita tax.

#### KENTVILLE NEXT PLACE OF MEETING.

It was decided, on motion of Mr. Geo. Robertson, to hold the next annual meeting at Kentville, N.S.

Then came votes of thanks to the St. John Board of Trade, to the press, to the president, to Mr. Allison, and, after a motion closing the convention was adopted, all joined hands and lustily sang "Auld Lang Syne." By this time it was nearly 11 o'clock.

#### A DOUBLE FEAST.

It was not all work that demanded the attention of the delegates to the convention, for, on Thursday afternoon, they were entertained by the local board to a sail and banquet on the St. John river.

The steamer, the Victoria, left Indiantown at 3.30 p.m., and carried the excursionists about 35 miles up the river.

Just as the return journey was commenced, the guests, about 150, sat down to a banquet in the spacious dining-room situated on the main deck of the steamer.

After the banquet, the toast list was taken up in the saloon of the steamer, and speeches were delivered by United States Consul Myers, Mr. George Robertson, M.P.P., President De Wolfe, Mr. H. Hazzard, Mr. J. E. De Wolfe, J. M. Carmichael, and others. Those of the speakers from outside points deservedly praised the St. John board for the excellent arrangements made

for their entertainment, and over the scenery of the St. John river they waxed eloquent. Mr. Hazzard declared that, in some respects, it equalled, if not surpassed, the Rhine, although, of course, it had not the rugged and strikingly handsome castles to be found on that river.

It was only natural that the speakers should have waxed eloquent over the scenery on the river. On either bank of the river, with their bases gradually sloping towards the river, towers a continuous range of mountains hundreds of feet high, and capped with dark green trees and decorated with pasture lands of bright green.

It was nearly 11 p. m. when the steamer was again moored to her wharf.

#### CONVENTION NOTES.

It was not because President Jarvis is a fire insurance man that there was so much "fire" in his annual address. It was because it had so much "meat."

It was de Creed that Secretary Creed, of Halifax, should have a good time and he had it.

The Nova Scotian delegates were all agreed that there was no fog about the arrangements got up for their entertainment.

Mr. P. Innes, of Kings County, N.S., was the biggest man at the convention.

No one was more indefatigable than Mr. Fisher in looking after the interests of the delegates.

President De Wolfe is a conscientious and painstaking officer, and has the interests of the Maritime Board at heart.

President De Wolfe promised the Maritime Board a good business time at the next annual convention.

Mr. John Ervin, of Bridgetown, was one of the most faithful attendants at the meetings of the convention.

Mr. S. Schofield appeared to be loaded with documents to support every argument. Secretary Allison has a cool head and a capacity for work.

Retiring President Jarvis' address should be read by everyone.

#### CANADIAN COMPUTING SCALES.

Since the introduction of computing scales into Canada, C. Wilson & Son, the Toronto scale makers, not only secured the right to make the American money-weight scales, but invented new designs of their own. A special feature about the Wilson computing scale is that it shows the money value and weight all at the same time. This is a great advantage, as the grocer can tell the customer the weight without having to weigh the goods a second time. Another advantage is simplicity of construction, and the workmanship is all that can be desired. A very important point is the bearings, they are agate and diamond steel, and under the marble platform where the weak points give out first, the Wilson scale has ball-bearings. They are claimed never to wear out. The business of this firm has extended so much recently that they have been forced to open a warehouse in Winnipeg for the supply of the Western orders. They are now making over 100 styles of scales, so that if the grocer does not wish a computing or money scale he can get their catalogue and can choose any size from the largest railroad track scale down to the finest tea scale.

## TRADE IN OTHER COUNTRIES THAN OUR OWN

## SACCHARINE IN EUROPE.

SACCHARINE is not an article of food, and its use has been to a large extent prohibited.

The German imperial law of October 1, 1898, prohibited the use of saccharine for the industrial production of beer, wine, etc. This prohibition applies also to all artificial sweetening substances, such as zuckerine, sykose, crystallose, dulcine, glucine and the like. The legislation of other countries has advanced further in respect to the accurate perception of the nature of artificial sweetening substances.

Belgium has prohibited the importation, manufacture, and sale of saccharine and analogous substances, and make an exception only where these substances are imported by pharmaceutical chemists for medicinal use.

France prohibits the importation of saccharine and similar sweetening substances, and their use in articles of food.

Great Britain prohibits the use of saccharine in the manufacture of beer.

Italy prohibits importation and manufacture of saccharine, and products containing saccharine, and permits only the importation for medicinal use.

Austria-Hungary prohibits unconditionally the importation of artificial sweetening substances, allowing only the importation of saccharine for medicinal purposes; in that country also the employment of artificial sweetening substances in food is prohibited.

In Spain the importation of saccharine and of any substances containing saccharine as articles of food is prohibited.

The same is the case in Portugal, where an exception is made in favor of apothecaries.—Kuhlow's German Trade Review.

## HEAVY REDUCTION IN SUGAR.

According to The New York Journal of Commerce, the American Sugar Refining Company, at the opening of business on Monday, announced a reduction of 3-16c. per lb. on granulated and other grades of common use, and continued their guarantee of prices to buyers until January 1. The independent refiners immediately reduced their prices to correspond, and the Arbuckles went still better and announced a horizontal reduction of ¼c. The Sugar Trust's grades that suffered reductions other than 3-16c. were standard and coarse powdered, which are cut ¼c., and XXXX powdered, which was reduced 5-16c. The Arbuckles withdrew their guarantee on prices.

The reductions in prices at this season are

much more important than is reflected by the actual quotations, as they apply to business already transacted as well as to future business. It is estimated that the refiners have the following contracts outstanding, and which must now be filled at the reduced prices, even should an advance be immediately put into force:

Sugar Trust .....	1,500,000
Arbuckle Brothers .....	100,000
Doscher .....	100,000
Howell Refineries .....	100,000
Total .....	1,800,000

These figures are trade estimates, but there is every reason to believe that they are not wide of the mark. It will, therefore, be seen that the Sugar Trust is by far the greatest sufferer by the decline.

The reduction was ordered by President Havemeyer when he found that outside refiners were quietly cutting prices, and that some wholesale grocers were themselves selling at 1-16c. below list prices.

## U. S. TRADE WITH CANADA AND MEXICO.

A United States contemporary makes the following comparison of that country's trade with Mexico and Canada:

"By the national census of October, 1895, the total population of the Republic of Mexico at that time was 12,578,000. In 1896 the estimate of the population of the Dominion of Canada was 3,150,000 for the Provinces of Ontario and Quebec, or about one-third of the population at the same time of the Republic of Mexico. The question has frequently arisen, with which of its neighbors, Mexico on the south or Canada on the north, do the United States do most business, and which country furnishes the best promise of an extension of commercial relations. So far as exports are concerned, the exports of American products to foreign countries, there can be no doubt whatever that Canada furnishes a better market for American goods than does Mexico, and this is especially true of all manufactured articles.

"During the 10 months ending May 1, 1899, the total United States exports to the Republic of Mexico were to the amount of \$20,000,000, while in the same period the exports to Canadian Provinces were \$64,000,000. That is about the usual proportion, though the total amount is larger in both countries than it has been heretofore. An important item of United States commerce with Mexico is the item of lumber, to the value, during the 10 months ending May 1, 1899, of \$641,000, while to Mexico was also sent, during the same period, furniture to the amount of \$196,000 and wood

to the amount of \$229,000 more, a total of more than \$1,000,000 worth in 10 months. Other items of United States exports to Mexico are agricultural implements, horse railway cars, carriages, coal to the amount of \$1,250,000 a year, cloth and clothing cotton goods, telegraph instruments, hardware, petroleum, paraffine oil, cottonseed oil, lard and books.

"The United States exports to Canada are not only much more diversified, but are larger in amount in nearly every case, except in cottonseed oil. The imports of foreign products into the United States do not preserve the same ratio, for such imports from Mexico are substantially the same amount as they are from Canada, and if anything the tendency increase is in favor of Mexico. During the ten months ending May 1, 1899, the total imports of goods from the two Canadian Provinces into the United States were \$18,699,000 while during the same period the imports from Mexico were \$18,145,000.

"From Mexico this year, during the ten months of the fiscal year covered by the last Treasury report, there were imports of coffee to the amount of \$2,000,000; of fruits to the amount of \$150,000; of hides and skins—an item in which the United States commerce with Mexico largely exceeds that with Canada—\$1,500,000; rubber \$150,000; tobacco to the amount of \$253,000, and mahogany to the amount of \$300,000.

"The means of communication between the United States and Canada are being improved all the time, whereas the means of communication with Mexico, though better than they were formerly, are for topographical reasons not susceptible of great increase. In proportion to the population of the two countries, the trade of the United States with its Canadian neighbor is, of course, decidedly better than with Mexico, but it is not easy to predicate on this any estimate of the probable future growth of business between the two countries, except that the relations of the people of Canada with the people of the United States are growing constantly more friendly, a social development in which Canadian emigration into the United States plays a part, whereas American social relations with Mexico remain practically unchanged."

Messrs. Hudson & Hopper, commission merchants, etc., St. John, N. B., have dissolved partnership. L. A. Hopper has established himself in business in stall No. 12, country market, with Mr. Fowler, under the name of Fowler & Hopper. Mr. Hudson will wind up the old business and continue at the old stand.

**WHEN AT TORONTO FAIR GIVE  
US A CALL**

~~~~~

# MAYELL & CO.

86 RICHMOND STREET EAST

IMPORTERS AND MANUFACTURERS

Coffees, Spices, Extracts, French and  
Dry Mustards, Baking Powders,  
Grocers' Sundries.

A Great Assortment of New Premiums for **Art Baking Powder.**

## Come

Take a Church Street Car at Union Station, or, if you  
come in by Boat, walk up to Front Street and take a Church  
Street Car from there, a three minute ride will bring you  
to a Richmond Street

## Welcome



We have asked good housekeepers for their verdict on our Extracts, and they reply



# McLaren's Invincible Extracts

are the **BEST**  
yet. . . .

With this we are entirely satisfied. Get your customers to use them and they will be satisfied also.

Manufactured by  
**THE HAMILTON COFFEE & SPICE CO.**  
**HAMILTON.** Limited.

A RECORD OF OVER  
100 YEARS.

# "Couvert" Champagne

was first manufactured over a century ago. It held first place then, does now, and probably always will.

Represented in Canada by

**LAPORTE, MARTIN & CIE.,**  
**MONTREAL**

## Attention! To Exhibition Visitors

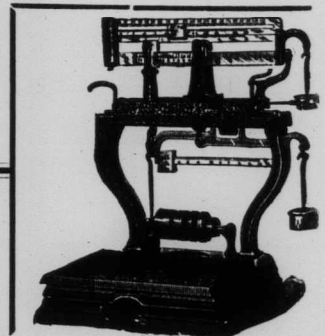


**EVERY MERCHANT**  
visiting Toronto during  
the Exhibition Weeks  
is cordially invited to  
call and examine "The  
Famous Dayton Money-  
Weight Scales," on ex-  
hibition at

**104 King Street  
West,**

A few doors East of York  
St., North Side.

**L. A. Davidson,** Agent.





# EDDY'S

## HOUSE, HORSE, SCRUB AND STOVE

# BRUSHES

are pronounced by those who have used them to be without an equal. They are made by a new process and will **outlast** any other kind on the market.

We intend to push this Branch of our Business vigorously, and it will be to the best interests of our friends in the Trade to see that they are fully stocked with Brushes of our make.

---

## The E. B. EDDY CO., Limited

**HULL.**

**MONTREAL.**

**TORONTO.**

Quebec,  
Halifax,

Hamilton,  
Winnipeg,

London,  
Victoria,

Kingston,  
Vancouver,

St. John, N.B.,  
St. John's, Nfld.

**A SUCCESSFUL MAN'S VERDICT.**

**C.** P. HUNTINGTON, president of the Southern Pacific railroad, who rose from the hardware business to his present position in the railroad world, relates to an exchange his advancement in life in the following interesting manner:

"It was merely evolution. I had been a trader from my youth. I began gathering shillings when I was eight years old, and had a wide experience before taking up railroad work. It was not a jump for me.

"It isn't by sudden jumps that healthy success is attained. It's by steady work and honesty of purpose. A middle-aged man may jump from one business to an entirely different one and succeed, but it will need hard work and the probabilities will be against him. The foundation of success is laid in youth.

"Between the ages of 15 and 22 most men are made. A man can learn more in those seven years than in any others in his whole life, yet those are the years that many youths spend at college unfitting themselves for commercial pursuits, learning things that are of no use to them—actually building up a barrier against success.

"The successful man learns the rudiments of business in early life. The unsuccessful man is the one who in his youth watched the clock to see that he did not begin work a minute ahead of time—or quit a second behind it. Those are the boys who are discharged first, whenever the staff is reduced; but the boy who thinks of working instead of quitting, and looks after his employer's interest instead of his own ease, is the man who is kept on, and goes ahead and succeeds.

"Success is a simple thing. The money saved in early life grows in fortunes later on. The young man who can always save 10c. a day is a man of sense. He is on the road to success. But the young man who trades this 10c. for a cigar is a fool.

"There may be cases where fortunes are made by jumps, but great success comes from persistent effort. It is a mistake to point out the accomplished work of a successful life and ask a young man to duplicate it. The immensity of such a work appals him. It is like taking him suddenly to the top of a high steeple to see a great city. The great height makes him dizzy, but to the steeplejack, who knows his business and has scaled the steeple, it is quite a little matter. That is the reason why rising men should not look ahead. They should work for to-day and to day only, and if they do that faithfully and live economically, they'll be ready for whatever comes on to-morrow.

"My part in the organization and building of the Central Pacific did not seem a

great task for me, because my hardware business, when I laid it down, was greater than my railroad business when I took it up. I called it a hardware business; we bought and sold all kinds of things—thousands and thousands of dollars worth of goods that never saw the inside of our store. We bought whole cargoes and sold them direct from the ships. I recall buying one cargo at 10 per cent. above the invoice prices, paying only \$5,000 down. The aggregate business done by our firm amounted to perhaps more than \$5,000,000 annually, and so the organization of the Central Pacific came as a comparatively easy task."

**COULDN'T GET AWAY FROM IT.**

The following extract from a letter written by a native of Lowestoft, Eng., from Anastasia Island, Florida, to The Lowestoft Journal, would indicate that Colman's mustard is as well known in Florida as it is in all sections of Canada:

"It is some time since I saw your favorite of watering-places, but am always interested in news from old Lowestoft, and through your columns give my kind regards to all who remember me—amongst others, to Stationmaster Smith and Harbormaster Henderson, and the various members of the Constitutional Club and Amusements Committee. I occasionally hanker after the flesh-pots of Egypt, as represented by the East Coast bloater, and Colman's mustard, which is always on my table, and found far back in the woods, even in the homes of the Florida natives. A man out here told me he could get away from sorrow and despair, but he never yet went where he could not get Colman's mustard.

"Yours faithfully,  
"WHITWELL H. RANSON."

**NEIGHBORLINESS IN TRADE.**

There is a great deal of added pleasure to commercial life, says The Ohio Merchant, when near business men are neighbors in the best sense of the word. You see the rain or the sunshine damaging some of the goods of your next door competitor. Quietly point out the fact to him. His horse has got the reins under feet by the hitching post, perhaps. Extricate them yourself, without even looking back into the store to see if your deed is seen. A customer wants some rich cheese, and you are out. Step out naturally, without the formality of putting your hat on, put your head in next door and say, "Hello, Brown! Have you got some real, nice cheese? I've got a customer for something better than I've got." Then buy what is wanted, if he has it, or even send the customer in if he wants to taste it. If you're the right kind of a man, you won't lose any customers by such means. In fact, any decent man will soon learn to reciprocate such neighborly ways, and you will each make life much pleasanter for the other.

# Empire Smoking Tobacco



Ask your wholesaler for  
a sample caddy of

**EMPIRE**

at

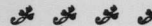
**36 cents.**

5, 10 and 15 cent Plugs.

**Big Plugs**

FOR

**Little Money**



Made by the

**EMPIRE  
TOBACCO  
CO., Limited**

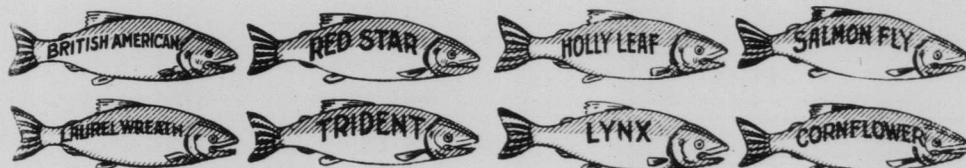
**Granby, Que.**

Empire is a fine, cool smoke, and is sure to please. It is the largest, cheapest and best in Canada.

# SOVEREIGN BRAND SALMON

— IS THE FINEST QUALITY. —

PRICES ON 1899 PACK NOW READY.



All these Brands are Finest Quality Sockeye. We give special prominence to "Sovereign" Brand, as it is **Choicest Fraser River Salmon**; white and gold embossed label; tins tissue wrapped. For select trade. Delivery on contracts guaranteed.



## Anglo-British Columbia Packing Company

LIMITED

Wholesale Selling Agents: { WATT & SCOTT, Toronto.  
WATT, SCOTT & GOODACRE, Montreal.  
E. NICHOLSON, Winnipeg.

VANCOUVER, B.C.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

... NEW IDEAS IN ...

### Window Displays

A new book arranged specially for Grocers. Contains fifty-two designs, with full instructions. Anyone can make an attractive window. Sent post paid, on receipt of price—\$1.00.

S. W. CARSON,

45 Hillside Avenue,

Sole Agent for Canada. VICTORIA, B.C.

## RIO COFFEE.

Shipment arriving shortly  
ex S. S. Asiatic Prince.  
Very desirable, choice,  
flinty coffee.

**WARREN BROS. & CO.**  
TORONTO.

NEW SEASONS

## Moning Congou

NOW IN STORE.

## PERKINS, INCE & Co.

TORONTO.

NEW SEASON'S

## "Golden Leaf"

JAPANS

We have now in stock 50c., 40c. and 25c. lines; also Nibs and Siftings—all fully up to the usual high standard of cup quality. See our travellers or write for samples.

## GEORGE FOSTER & SONS

Wholesale Grocers,

BRANTFORD, ONT.

East India

# Pickle Spice

Brightest, Cleanest, Best combination of choice **Whole Spices**, giving that piquant flavor relished by connoisseurs.

Largest 5 and 10c. packages.  
Best value in bulk.

## Todhunter, Mitchell & Co.

— TORONTO.

*Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Beylon" -*  
*Blue Ribbon Tea Co. - 42 Scott St. Toronto.*

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**P**IGEON & CO., general merchants, Ottawa, Ont., have assigned, and their creditors meet on August 28.

Racine Freres, grocers, Montreal, have assigned to Alex. Desmarteau.

Mary E. McNaughton, general merchant, Creemore, Ont., has assigned to Robert R. Hall.

Mrs. J. A. Blondin, general merchant, St. Maurice, Que., is offering 40c. on the dollar.

F. P. Bruneau, general merchant, Lyster Station, Ont., has assigned to Bilodeau & Renaud.

Herman Cleland, general merchant, Hallsville, Ont., has assigned to W. B. Lawson.

A meeting of the creditors of F. Gagnon & Fils, St. Paul's Bay, Que., was held on August 22.

P. A. Bourget & Co., grocers, Lauzon and Levis, Que., have compromised at 50c. on the dollar.

A chattel mortgagee is in possession of the business of D. G. Cathcart, grocer, Revelstoke, B.C.

J. & G. Powell, general merchants, Tilbury, Ont., have assigned to C. B. Armstrong, and a meeting of their creditors will be held on August 25.

#### PARTNERSHIPS FORMED AND DISSOLVED.

J. A. Bernier & Cie., grocers, Quebec, have registered dissolution.

Birks & Cowan, bakers, etc., Rossland, B.C., have dissolved, D. D. Birks continuing.

Copartnership has been registered by McKay, McAskill & Co., general merchants, Baddeck, N.S.

J. A. Palmer, general merchant, Maple Creek, N.W.T., has admitted A. J. Smith under the style of Palmer & Smith.

Joseph A. Trudel and Ph. Richard have registered partnership as grocers under the style of Trudel & Richard, Grand Mere, Que.

George and Napoleon Stremenski have registered partnership under the style of George Stremenski & Fils, tobacco and cigar dealers, Montreal.

Partnership has been registered by John W. Gustafson and Avarid E. Blois, under the style of Gustafson & Blois, general merchants, Kennetcook Corner, N.S.

Raymond & Fils, general merchants, St. Anne de Beaupre, Que., have dissolved. The business will be continued by Jas. Raymond under the style of Raymond & Cie.

#### SALES MADE AND PENDING.

R. M. Donald, grocer, Guelph, Ont., has sold out.

J. H. Decary, grocer, Dorval, Que., has sold out.

J. H. Dery, grocer, Quebec, has sold his stock at 64¼c. to Geo. Lavoie.

E. Newton & Co., general merchants, Greenville, Ont., have sold out.

John Thursk is advertising his chopping and feed mill in Blake, Ont., for sale.

The assets of H. R. Noyer, general merchant, Bic, Que., are advertised for sale.

Chas. Gilchrist, baker and confectioner, Hensall, Ont., is advertising his business for sale.

The bailiff's sale of the stock, etc., of N. A. Hurteau, Montreal, is advertised for August 26.

#### CHANGES.

H. Massey is opening a grocery store in Dorral, Ont.

Joseph St. Onge is starting a general store in St. Onge, Que.

Charles Robertson, general merchant, Strabane, Ont., is removing to Alberton, Ont.

The C. Dahl Co., general merchants, Orangeville, Ont., have sold out to Armitage & Lee.

Wood Bros., millers and grain dealers, Brantford, Ont., have been succeeded by the Brant Milling Co.

Annie Trudel has registered as proprietress of J. F. Trottier & Co., general merchants, Grand Mere, Que.

Wm. A. Ettinger, general merchant, Kennetcook, N.S., has registered consent for his wife Harriet Ettinger to do business in her own name.

#### FIRES.

Pimodon Langlois, general merchant,

Kamouraska, Que., has been partially burned out.

The grist mill, of Manson & Boright, millers, etc., Magog, Que., has been burned; partially insured.

#### DEATHS.

I. G. Hutchinson, general merchant, Brighton, Ont., is dead.

James G. McNally, crockery dealer, etc., Fredericton, N.B., is dead.

J. H. Todd, of J. H. Tood & Son, wholesale grocers, etc., Victoria, is dead.

### FROM ERRAND BOYS TO PEERS.

There are no better examples of individuals who have fought their way to fame and fortune than the cases of Lord Mount Stephen and Lord Strathcona, who have each risen to the highest point of eminence from the humblest prospects. The former began life as an apprentice to an Aberdeen draper. After further experience in a London shipping-house he emigrated to Canada, and joined his cousin, who was in a dry goods business. This marked the turn in the tide of his fortunes, for he quickly became manufacturer, bank president, and then pioneer of the Canadian Pacific Railway. Lord Mount Stephen's charity is as boundless as his wealth.

Lord Strathcona began life as an errand boy in an obscure Scottish village, emigrating to New York. A few months later he worked his way up into Canada, and eventually entered the service of the Hudson's Bay Company, then at the climax of its power and prestige. Beginning at the very bottom of the ladder he forged his way up to the very top. The knowledge he obtained of the capabilities of Canada was immense. At the moment when the construction of the Canadian Pacific Railway seemed in danger owing to the hesitation of capitalists and of the Dominion Government to contribute towards the undertaking, he came forward with Lord Mount Stephen and a few friends, and guaranteed the whole of the capital required for the line, thus assuring its creation and success. They richly deserve the distinction of being styled Canada's pair of "Grand Old Men."—Scottish American.

# Enameline

## The Modern STOVE POLISH



We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

As the small fruit season is over, your customers want



# Pure Fruit Jams and Marmalades

## And SOUTHWELL'S

Fill the Bill.

PRICE LIST ON APPLICATION.

FRANK MAGOR & CO., 16 St John Street, MONTREAL. Sole Agents for Canada.

### Current Market Quotations for Proprietary Articles

August 21, 1899.  
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.

|                                                |         |
|------------------------------------------------|---------|
| <b>PURE GOLD.</b>                              |         |
| 3 oz. cans, 4 and 6 doz. in case               | 95      |
| 4 oz. cans, 4 and 6 doz. in case               | 1 40    |
| 6 oz. cans, 2 and 4 doz. in case               | 1 80    |
| 8 oz. cans, 2 and 4 doz. in case               | 2 70    |
| 12 oz. cans, 2 and 4 doz. in case              | 3 60    |
| 16 oz. cans, 2 and 4 doz. in case              | 9 60    |
| 2 1/2 lb. cans, 1 and 2 doz. in case           | 14 40   |
| 4 lb. cans, 1 doz. in case                     | 18 00   |
| <b>Cook's Friend—</b>                          |         |
| size 1, in 2 and 4 doz. boxes                  | \$ 2 40 |
| size 10, in 4 doz. boxes                       | 2 10    |
| size 2, in 6 "                                 | 80      |
| size 12, in 6 "                                | 40      |
| size 3, in 4 "                                 | 75      |
| round tins, 3 doz. in case                     | 3 00    |
| oz. tins, 3 "                                  | 2 40    |
| oz. tins, 4 "                                  | 1 10    |
| lb. tins, 1/2 "                                | 14 00   |
| <b>Diamond—</b>                                |         |
| 1 lb. tins, 2 doz. in case                     | 2 00    |
| 1/2 lb. tins, 3 "                              | 1 25    |
| 1/4 lb. tins, 4 "                              | 0 75    |
| <b>THE F. F. DALLEY CO.</b>                    |         |
| Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases  | \$0 75  |
| English Cream, 1/2 lb. tins, 4 to 6 doz. cases | 1 25    |
| 1 lb. tins, 2 to 4 doz. cases                  | 2 00    |
| Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases | 0 55    |
| 1/2 lb. tins, 4 to 6 doz. cases                | 0 80    |
| 1 lb. tins, 2 to 4 doz. cases                  | 1 15    |

|                                                       |        |
|-------------------------------------------------------|--------|
| English Cream, glass tumblers                         | 0 75   |
| 1/2 lb. jellies                                       | 1 25   |
| 1 1/4 lb. jellies                                     | 2 25   |
| 1 1/4 lb. Crown sealers                               | 2 25   |
| <b>JERSEY CREAM BAKING POWDER.</b>                    |        |
| 1/2 size, 5 doz. in case                              | 40     |
| 1/4 " 4 " " "                                         | 75     |
| 1/2 " 3 " " "                                         | 1 25   |
| 1 " 2 " " "                                           | 2 25   |
| <b>SNOW DRIFT BAKING POWDER.</b>                      |        |
| 1/2 lb. tins, 4 doz. in case                          | \$ 75  |
| 1/4 " 3 " " "                                         | 1 20   |
| 1 " 2 " " "                                           | 2 00   |
| 3 " 1 " " "                                           | 6 50   |
| 5 " 1/2 " " "                                         | 10 00  |
| 10 lb. boxes                                          | 16     |
| 35 lb. pails                                          | 16     |
| <b>WHITE SWAN BAKING POWDER.</b>                      |        |
| 1/2 lb. tins, 3 doz. in case                          | 0 80   |
| 1/4 " 3 " " "                                         | 1 20   |
| 1 " 3 " " "                                           | 2 00   |
| 5 " 1 " " "                                           | 9 00   |
| <b>CANADA MFG. CO.</b>                                |        |
| Queen Baking Powder, 1/2 lb. tins                     | 1 20   |
| 1 lb. tins                                            | 2 15   |
| <b>OCEAN WAVE BAKING POWDER.</b>                      |        |
| No. 10, 5-ounce Cans, round or square, 4 doz. in case | \$0 75 |
| 1/2 lb. Cans, round only 3 doz. in case               | 1 20   |
| 14-oz. Cans, round only 2 doz. in case                | 1 80   |
| 16-oz. Cans, round only 2 doz. in case                | 2 00   |
| 3-lb. Cans, round only, 1/2 and 1 doz. cases          | 5 75   |
| 5-lb. Cans, round only, 1/2 and 1 doz. cases          | 9 00   |

|                                        |        |
|----------------------------------------|--------|
| <b>BLACKING.</b>                       |        |
| <b>P. G. FRENCH BLACKING</b>           |        |
| No. 4, 1/4 grs. bxs.                   | \$4 00 |
| " 6, 1/4 " "                           | 4 50   |
| " 8, 1/4 " "                           | 7 25   |
| " 10, 1/4 " "                          | 8 25   |
| " 10, Jet Enamel.                      | 8 25   |
| <b>CARR &amp; SONS.</b>                |        |
| No. 2—1/4 gross boxes                  | 2 70   |
| No. 4—1/4 gross boxes                  | 5 75   |
| No. 5—1/4 gross boxes                  | 8 00   |
| <b>THE F. F. DALLEY CO.</b>            |        |
| English Army Blacking, 1/4 gross cases | \$9 00 |
| No. 2 Spanish " "                      | 3 80   |
| No. 3 " " "                            | 4 50   |

|                                      |                  |
|--------------------------------------|------------------|
| <b>Stove Polish—</b>                 |                  |
| Quickshine                           | per gross 9 00   |
| Polish                               | 9 00             |
| Electric Crown Paste                 | 8 00             |
| Electric Crown Lead Bar              | 7 80             |
| <b>Patent Stove Polish—</b>          |                  |
| Sunlight Lead Bar 6's                | Per Gross \$2 25 |
| Packed in 1/2 gross cases            | 10 80            |
| Sunlight Liquid, 1/2 gross cases     | 4 25             |
| Moody's Black Lead 3's               | 4 25             |
| 1/2 gross case                       | 14 40            |
| Reliable Stove Pipe Varnish          | 12 00            |
| 6-oz. bottles                        | 12 00            |
| Quickshine Pipe Varnish              | 12 00            |
| 1/4 gross cases, pressed top tins.   | 9 00             |
| Alpha Metal Polish No. 2             | 22 00            |
| Shoe Dressing— in 1/4 gross cases.   | 9 00             |
| French Oil in 3 doz. cases           | 12 00            |
| Reliable Shoe Dressing               | 12 00            |
| Eclipse Combination tan              | 12 00            |
| Moody's Ox Blood                     | 12 00            |
| Chocolate                            | 9 00             |
| Alpha Chemical Co. French Castor Oil | 9 00             |
| Alpha Chemical Co. Refined Sweet Oil | 7 80             |
| Alpha Chemical Co. Turpentine        | 4 50             |
| Moody's Non-Corrosive Inks           | 9 00             |
| Shoe Blacking— in 1/4 gross cases.   | 4 50             |
| Reliable French Blacking, No. 5      | 4 50             |
| No. 2                                |                  |

|                                                                            |          |
|----------------------------------------------------------------------------|----------|
| <b>THE ALPHA CHEMICAL CO.</b>                                              |          |
| No. 5 Spanish Blacking, 1/4 gross cases                                    | 7 20     |
| No. 10 " "                                                                 | 9 00     |
| Vuon Oil Blacking, 1 doz. cases, liquid                                    | 2 00     |
| New York Dressing, 1 doz. cases                                            | 0 75     |
| Spanish Satin Gloss                                                        | 1 00     |
| Crescent Ladies' Dressing, 1 doz. cases                                    | 1 75     |
| Spanish Glycerine Oil Dressing                                             | 2 00     |
| <b>BIRD SEEDS</b>                                                          |          |
| <b>THE F. F. DALLEY CO.</b>                                                |          |
| Dalley's Spanish Bird Seed, 40 lb. cases                                   | 0 06     |
| Dalley's Bird Seed, 40 lb. cases                                           | 0 06 1/2 |
| <b>NICHOLSON &amp; BROCK.</b>                                              |          |
| Brock's Bird Seed                                                          | 0 07     |
| Norwich Bird Seed                                                          | 0 05     |
| Maple Leaf Bird Seed                                                       | 0 05     |
| Bird sea-gravel, 10c. pkts., 24 in case                                    | 0 06     |
| " " " 5c. " 48 " "                                                         | 0 03     |
| <b>BLUE.</b>                                                               |          |
| <b>KERN'S OXFORD.</b>                                                      |          |
| 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     |
| <b>BLACK LEAD.</b>                                                         |          |
| 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. |          |
| <b>CORN BROOMS</b>                                                         |          |
| <b>BOECKH BROS. &amp; COMPANY</b>                                          | doz. net |
| Bamboo Handles, A, 4 strings                                               | 3 25     |
| " " B, 4 strings                                                           | 3 05     |
| " " C, 3 strings                                                           | 2 90     |
| " " D, 3 strings                                                           | 2 70     |
| " " F, 3 strings                                                           | 2 45     |
| " " G, 3 strings                                                           | 2 15     |
| " " I, 3 strings                                                           | 1 70     |
| <b>CHEWING GUM.</b>                                                        |          |
| <b>ADAMS &amp; SONS CO.</b>                                                | per box  |
| Tutti Frutti, 36 5c. bars                                                  | \$1 20   |
| " " (in cream pitcher) 36 5c. bars                                         | 1 20     |
| " " (in sugar bowl) 36 5c. bars                                            | 1 25     |
| " " (in glass jar) 115 5c. pkgs.                                           | 3 75     |
| Pepsin Tutti Frutti (in glass jar) 115 5c. packages                        | 3 75     |
| Pepsin Tutti Frutti, 23 5c. packages                                       | 0 75     |
| Round Pepsin, 30 5c. packages                                              | 1 00     |
| Cash Register, 350 5c. bars and pkgs.                                      | 15 00    |
| Cash Box, 160 5c. bars                                                     | 6 00     |

|                                 |      |
|---------------------------------|------|
| <b>United Service</b>           |      |
| Blackening No. 4                | 8 00 |
| <b>United Service</b>           |      |
| Blackening No. 1                | 4 25 |
| Patent Leather Polish No. 1 1/2 | 9 00 |
| Waterproof Dubbin No. 4         | 9 00 |

# Ready ?

The thoughtful housewife begins to serve light, dainty, wholesome dishes about this time—Summer. Are you ready to meet the demand with **one** time-tried article that she will want to use? Benson's Prepared Corn has taken first prizes at all Canadian Exhibitions. Awards were made by skilful judges, carefully chosen for this one purpose—of selecting the best by all the tests that go to prove it "best."

It is absolutely pure—it has a delicacy which is all its own—it never varies from the one high standard of quality that has made it famous. It pays to handle articles of recognized merit like

## Benson's Prepared Corn.

The Edwardsburg Starch Co., Limited

Cardinal, Ont.

|                                                           |      |
|-----------------------------------------------------------|------|
| Tutti Frutti Show Case, 180 5c. bars and packages         | 6 00 |
| Variety Gum (with book in each box) 150 lc. pieces        | 1 00 |
| Banner Gum (English or French wrap pers) 115 lc. piece    |      |
| Firration Gum (English or French wrappers) 115 lc. pieces | 1 20 |
| Mexican Fruit, 36 5c. bars                                | 0 90 |
| Sappota, 150 lc. pieces                                   | 0 75 |
| Orange Sappota, 150 lc. pieces                            | 0 75 |
| Black Jack, 115 lc. pieces                                | 0 75 |
| Red Rose, 115 lc. pieces                                  | 0 75 |
| Magic Trick, (English or French wrappers) 115 lc. pieces  | 0 75 |

### CHOCOLATES & COCOAS.

|                                      |        |            |
|--------------------------------------|--------|------------|
| Cocoa—                               | EPFSS. | per lb.    |
| Case of 14 lbs. each                 |        | 0 35       |
| Smaller quantities                   |        | 0 37½      |
| CADBURY'S.                           |        |            |
| Frank Magor & Co., Agents.           |        | per do     |
| Cocoa essence, 3 oz. packages        |        | \$1 65     |
| Mexican chocolate, ¼ and ½ lb. pkgs. |        | 0 40       |
| Rock Chocolate, loose                |        | 0 40       |
| 1-lb. tins                           |        | 0 42½      |
| Nibs, 11-lb. tins                    |        | 0 35       |
| TODHUNTER, MITCHELL & CO.'S.         |        |            |
| Chocolate—                           |        | per lb.    |
| French, ¼ s—6 and 12 lbs.            |        | 0 30       |
| Caracas, ¼ s—6 and 12 lbs.           |        | 0 35       |
| Premium, ¼ s—6 and 12 lbs.           |        | 0 30       |
| Sante, ¼ s—6 and 12 lbs.             |        | 0 26       |
| Diamond, ¼ s—6 and 12 lbs.           |        | 0 22       |
| Sticks, gross boxes, each            |        | 1 00       |
| Cocoa—                               |        | per lb.    |
| Homeopathic, ¼ s, 8 and 14 lbs.      |        | 0 30       |
| Pearl,                               |        | 0 25       |
| London Pearl                         |        | 0 22       |
| Rock                                 |        | 0 30       |
| Bulk in boxes                        |        | 0 18       |
| Royal Cocoa Essence, packages        |        | per doz 40 |

|                                     |  |         |
|-------------------------------------|--|---------|
| FRY'S.                              |  |         |
| Chocolate—                          |  | per lb. |
| Caracas, ¼ s, 6-lb. boxes           |  | 0 42    |
| Vanilla, ¼ s,                       |  | 0 42    |
| "Gold Medal" Sweet, ¼ s, 6 lb. bxs. |  | 0 29    |
| Pure, unsweetened, ¼ s, 6 lb. bxs.  |  | 0 42    |
| Fry's "Diamond," ¼ s, 14 lb. bxs.   |  | 0 24    |
| Fry's "Monogram," ¼ s, 14 lb. bxs.  |  | 0 24    |

|                                  |  |          |
|----------------------------------|--|----------|
| Cocoa—                           |  | per doz. |
| Concentrated, ¼ s, 1 doz. in box |  | 2 40     |
| " " ½ s,                         |  | 4 50     |
| " " 1 lbs.                       |  | 8 25     |
| Homeopathic, ¼ s, 14 lb. boxes   |  |          |
| " " ½ lbs. 12 lb. boxes          |  |          |
| WALTER BAKER & CO.               |  |          |
| Cocoa, ¼ s,                      |  | 0 52     |
| Premium Chocolate, ½ s,          |  | 0 45     |
| Webb's Cocoa Powder, ¼ s         |  | 0 30     |

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.

|                                  |         |      |
|----------------------------------|---------|------|
| Mott's Broma                     | per lb. | 0 30 |
| Mott's Prepared Cocoa            |         | 0 28 |
| Mott's Homeopathic Cocoa (¼ s)   |         | 0 32 |
| Mott's Breakfast Cocoa (in tins) |         | 0 40 |
| Mott's No. 1 Chocolate           |         | 0 30 |
| Mott's Breakfast Chocolate       |         | 0 28 |
| Mott's Caracas Chocolate         |         | 0 40 |
| Mott's Diamond Chocolate         |         | 0 33 |
| Mott's French-Can. Chocolate     |         | 0 18 |
| Mott's Navy or Cooking Chocolate |         | 0 38 |
| 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 |

### COWAN COCOA AND CHOCOLATE CO.

|                                                              |        |
|--------------------------------------------------------------|--------|
| Hygienic Cocoa, ¼ lb. tins, per doz.                         | \$3 75 |
| Cocoa Essence, ½ lb. tins, per doz.                          | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.                           | 0 20   |
| Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.         | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.      | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb. | 0 35   |

### COCOANUT.

|                          |    |    |
|--------------------------|----|----|
| STANDARD COCOANUT MILLS. |    |    |
| Feather strips           | 18 | 21 |
| Cream shredded           | 17 | 20 |
| Standard                 | 15 | 18 |
| Macaroon                 | 15 | 17 |
| Dessicated               | 14 | 16 |
| Shavings, in packages    | 16 | 18 |
| Cream shredded, ¼ lbs.   | 29 |    |
| " " ½ lbs.               | 28 |    |

### CHEESE.



|                                |         |
|--------------------------------|---------|
| MacLaren's Imperial—           | Per doz |
| Large size jars                | \$8 25  |
| Medium size jars               | 4 50    |
| Small size jars                | 2 40    |
| Individual size jars           | 1 00    |
| Imperial Cheese Silver Holder— |         |
| Large size                     | 18 00   |
| Medium size                    | 15 00   |
| Small size                     | 12 00   |

### COFFEE.

|                             |         |       |
|-----------------------------|---------|-------|
| JAMES TURNER & CO.          |         |       |
| Mecca                       | per lb. | 0 32  |
| Damascus                    |         | 0 28  |
| Cairo                       |         | 0 20  |
| Sirdar                      |         | 0 17  |
| Old Dutch Rio               |         | 0 12½ |
| TODHUNTER, MITCHELL & CO.'S |         |       |
| Excelsior Blend             |         | 0 32  |
| Jersey                      |         | 0 29  |
| Rajah                       |         | 0 20  |
| Old Government Java         | 0 28    | 0 30  |
| Maracaibo                   | 0 18    | 0 20  |
| West India                  | 0 16    | 0 18  |
| Rio, choice                 | 0 12    | 0 12  |

### CLOTHES PINS.

|                                                      |  |      |
|------------------------------------------------------|--|------|
| ROCKH BROS. & CO.                                    |  |      |
| Clothes Pins (full count), 5 gross in case, per case |  | 0 65 |
| 4 doz. packages (12 to a case)                       |  | 0 75 |
| 6 doz. packages (12 to a case)                       |  | 1 00 |

### EXTRACTS.

|                                                           |  |  |        |
|-----------------------------------------------------------|--|--|--------|
| Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors |  |  | \$2 00 |
| Dalley's Tropical Extracts, 2 oz. bottles all flavors     |  |  | 0 75   |
| Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors   |  |  | 1 25   |
| Crown Brand (Greig Mfg. Co.)—                             |  |  |        |
| 1 oz. Bottle, per doz.                                    |  |  | 0 90   |
| 2 " " "                                                   |  |  | 1 50   |
| 2½ " " "                                                  |  |  | 2 00   |
| 4 " " "                                                   |  |  | 3 00   |
| 8 " Bottle                                                |  |  | 6 00   |
| 4 " Glass Stop'r                                          |  |  | 4 00   |
| 8 " " "                                                   |  |  | 6 00   |

### P. G. FLAVORING EXTRACTS

|                           |        |
|---------------------------|--------|
| 8 oz. Glass Stopper bott. | \$6 00 |
| 4 oz. "                   | 4 00   |
| 8 oz. Plain bottles       | 5 00   |
| 4 oz. "                   | 3 00   |
| 3½ oz. Cabinet bottles    | 2 00   |
| 2 oz. Bottles             | 1 25   |
| 1 oz. "                   | 1 25   |
| Per gallon                | 7 00   |
| Per pound                 | 1 00   |

### FOOD.

|                                                      |  |              |
|------------------------------------------------------|--|--------------|
| ROBINSON'S BARLEY AND GROATS.                        |  |              |
| Patent Barley, ¼ lb. tins                            |  | per doz 1 25 |
| " " 1 lb. tins                                       |  | 2 25         |
| " " Groats, ¼ lb. tins                               |  | 1 25         |
| " " " 1 lb. tins                                     |  | 2 25         |
| DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.          |  |              |
| Buckwheat, 2½-lb. pkgs, 3 doz. case                  |  | 1 25         |
| Pancake, 2 lb. pkgs, 3 doz. case                     |  | 1 25         |
| Tea Biscuit, 2-lb. pkgs, 3 doz. case                 |  | 1 25         |
| Graham Flour, 2-lb. pkgs, 3 doz. case                |  | 1 25         |
| Bread and Pastry Flour, 2 lb. packages, 3 doz. cases |  | 1 25         |

### CANADA MFG. CO.

|                                       |      |
|---------------------------------------|------|
| "Star" Self-Raising Flour, 3-lb. pkgs | 1 25 |
| " " 6-lb. "                           | 2 25 |
| Flexman " 3-lb. "                     | 1 25 |
| " " 6-lb. "                           | 2 25 |

### GELATINES.

|             |  |      |
|-------------|--|------|
| COX'S       |  |      |
| 2's         |  | 1 10 |
| 4's         |  | 1 10 |
| Quart size, |  | 2 25 |

## 'Daisy Fruit'

a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO.**  
GUELPH, ONT.

## PAILS

"SUITABLE FOR"

Baking Powders  
Cocoanuts  
Confectionery  
Mustards  
Spices  
Washing Compounds  
ALL KINDS OF WOODEN-WARE KEPT IN STOCK.

Manufactured by  
The Wm. Cane & Sons Mfg. Co., Limited  
Newmarket, Ont.

Sole Agents:  
**BOECKH BROS. & COMPANY**  
Toronto, Ont.

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc  
Wholesale trade only.

## DON'T PAY FREIGHT ON WATER

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

### W. H. SEYLER & CO.

118 King St. East, **TORONTO**

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.



IS THE **BEST**  
ASK FOR  
**MOTT'S**



## Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

**GROCERS:**—Do not let your stock run out; every wholesale house carries all sizes of packages.

**JOHN DWIGHT & CO.**  
TORONTO AND MONTREAL.

## Wheat Marrow! Wheat Marrow!

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

# MONSOON

INDO-CEYLON TEA.

What Monsoon doesn't offer grocers in the shape of good tea isn't worth having.

There is no possible way of serving your customers as well as with Monsoon. We plant, grow and pack all our own teas, which enables us to give a high-class tea at a moderate price.

If you do not handle Monsoon order a trial case.

### THE MONSOON TEA CO.

Toronto and Montreal.

# MONSOON

INDO-CEYLON TEA.





THE CANADIAN GROCER

THE MOST NUTRITIOUS COCOA.

# EPPS'S

GRATEFUL  
COMFORTING

# COCOA

In labelled Tins.  
14 lb. Boxes.

SPECIAL AGENTS  
For the entire Dominion, **G. E. COLSON & SON,**  
Montreal. In Nova Scotia, **E. D. Adams,** Halifax.  
In Manitoba, **Buchanan & Gordon,** Winnipeg.

PERSONS addressing advertisers  
will kindly mention having  
seen their advertisement in The  
Canadian Grocer.

## GROCERS, MAKE MONEY!

BE UP-TO-DATE

### WILSON'S MONEY WEIGHT SCALES



Show you in figures the weight of the purchase, also the price and the amount paid.

Handsomely Finished. **AGATE BEARINGS**  
Send for Catalogue

**C. WILSON & SON**

69 Esplanade St. E., TORONTO, ONT.

We are Headquarters for

# BASKETS

of all descriptions. When you want

- Grain or Root Baskets,
- Satchel Lunch Baskets,
- Clothes Baskets,
- Fruit Baskets,
- Butcher Baskets.

or, in fact, anything at all in the basket line, drop us a line. We will be pleased to quote you prices.

THE

**Oakville Basket Co.**  
OAKVILLE, ONT.

## COX'S GELATINE

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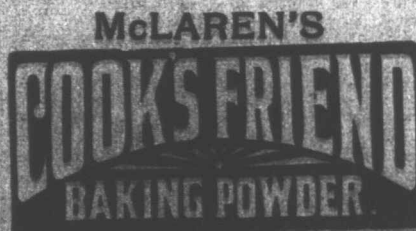
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