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CANADIAN GROCER
AND
GENERAL STOREKEEPER

QUALITY..

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

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

NOT LIKE OTHER BISCUITS.

CARR & CO.'S ORIGINAL



CAFE NOIR

has a flavor and delicacy all its own. Your customers want it, and you cannot afford to let them buy it elsewhere.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER



MILLAR'S PARAGON CHEESE

IS AS COMMENDABLE AS IT IS PROFITABLE.

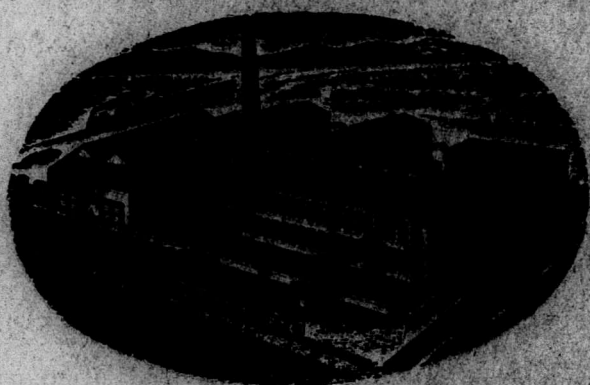
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Manufactured by _____

**THE T. D. MILLAR PARAGON CHEESE CO.,
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Manufacturers of ALL KINDS OF CANS
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Meats, Fish, Fruit, Vegetables,
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WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices
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Office and Factory, Ontario St., MONTREAL

80% Profit

IN

ADAMS' TUTTI FRUTTI.

Price, \$1.00 per Box, containing 36 5c. Bars.

IT IS ALWAYS FRESH.

The American Chicle Co.,

DeFries Street,
TORONTO

*"As a Twig is Bent
So Grows the Tree."*

Plant a seed—bend the first tiny root that comes up and *as it is bent it will grow*. Plant another seed and give it tender care—what does your earnest help produce? Read the answer in the vigorous growth that surely comes.

Sell nameless goods and—*watch your competitor forge ahead*. Sell goods that bear a standard name and watch your business grow. Hustle, bustle, activity everywhere—money flowing in. Start right, because "as a twig is bent so grows the tree."

Standard Goods.

*Stower's
Lime
Juice.*

It draws trade, there's no question about it. 20 per cent. stronger than any Lime Juice made—economical—no musty flavor—keeps perfectly in any climate, even after the cork is drawn. And the Lime Juice Cordial and the Lemon Squash that Stower makes are also "Standard Goods."

*"Thistle" Brand
Finnan
Haddies.*

We have sold them for seventeen years. They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock**, without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

*Stephens'
Malt
Vinegar.*

Genuine English Malt Vinegar of the highest quality there is or can be. Stephens' Brewery (John Stevens, Son & Co., Limited) is one of the largest in all England, and the oldest. No adulteration—nothing but **absolutely pure vinegar**. Sold in bulk or bottles—they are standard goods and "standard goods are best to handle."

ARTHUR P. TIPPET & CO., Agts.,
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JONAS' FLAVORING EXTRACTS ARE PROFITABLE
FOR THE DEALER, BECAUSE THEY GIVE
SATISFACTION TO THE USER.



There are a great many articles being sold over the counters of some grocery stores in which there is little or no profit, because they fail to satisfy. Among such are a certain class of extracts put up in large, attractive-looking bottles, the contents of which is weak, colored and impure. They are unprofitable in the extreme, because careful and skilful housekeepers have no use for such stuff. They will go to the store where they can get the stronger, richer and purer kind --- JONAS' FLAVORING EXTRACTS.



The most successful grocers in Canada have learned from experience that the choicest and most reliable Extracts to sell over their counters are Jonas' Flavoring Extracts, behind which is thirty-one years of experience, which guarantees their quality to be unequalled. They are the kind which give entire satisfaction. They make regular and profitable customers, and create a demand for other less-known lines. Stick to Jonas' Flavoring Extracts and your customers will stick to you.

Manufactured by

HENRI JONAS & CO.,
MONTREAL.

**“Puffs
of
Profit.”**

Every puff a man takes of Payne's Cigars strengthens the friendship between him and your store. It pays to sell Payne's Cigars. But that is not all—I can save you money if you'll only give me the chance and let me send you a trial order of a thousand or more.

I can give you better quality (and quality that never varies) for less money than you have ever paid before. This is a pretty bold statement to make, but I can back it up if you'll send for that trial order. I'll pay the freight on it. Money back if not satisfied.

J. BRUCE PAYNE, Cigar Mfr.,
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**“STERLING”
BRAND
PICKLES**

are very appetizing and will not disappoint the shopper in his expectation of a delightful relish.

They are a good pickle to offer your customer if you would cultivate and hold the best trade of your town.

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Quality First

“There is no salesmanship required to sell cheap goods.

The price is their strong point, and too often after the goods are sold there is considerable explanation necessary to convince the customer that he has had value for his money. There is no such trouble for the merchant with standard, well-known goods, made by reputable firms. He may not have the opportunity to make people believe he is giving them a wonderful bargain, but, etc.

**To
What
Trade Do
You Cater ?**

**Tillson's
Pan-Dried
Rolled Oats**

are easy to sell. Their success rests on their high and uniform quality. Compliments come back when they go out.

We would like to print the whole article. It was worth every grocer's earnest attention.

IT STRIKES THE POINT.

From The Canadian Grocer
August 23—Page 17.

The Tillson Co.
Limited
Tilsonburg, Ont.

*To Sam's Office
5-7-01*



INNER COURT OF JAPANESE TEA HOUSE.

JAPAN TEA

IS THE TEA FOR

CANADIANS

The favorite tea of the Canadian people is grown and cultivated in the gardens of Japan. It surpasses in flavor and excellence the tea of all other countries, because of the perfect climate of Japan and the careful and cleanly method of manufacture. Think this over and then decide for yourself whether or not it is the genuine Japan Tea your customers should always be able to buy from you.

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You should always be on your guard when making purchases of goods in our line. DO NOT ALLOW wholesale houses to sell you inferior goods, on which they make a little better profit, when your customers WANT and ASK FOR articles we manufacture.

**GILLETT'S GOODS ARE THE
BEST AND MOST RELIABLE.**

GILLETT'S CHEMICAL WORKS

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

THAT
**IVORY GLOSS
STARCH**

is worth its
weight
in gold

is the opinion of all housekeepers. Any grocer who desires to meet the requirements of his customers will not be without it.

—Manufactured by—

**The St. Lawrence Starch Co.,
Limited**
PORT CREDIT, ONT.



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

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue.

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

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Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

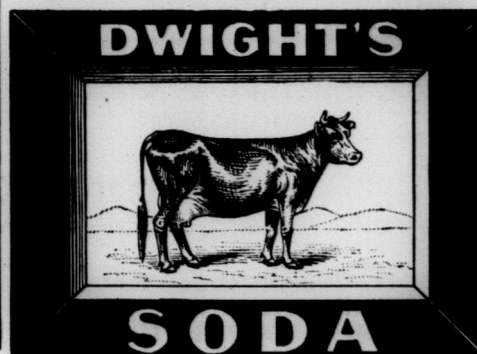
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time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

JOHN DWIGHT & CO.,

34 Yonge St., TORONTO.

Agencies in all leading centres.

To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



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JATERSONS'

"CAMP" COFFEE IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER FOR IT.



Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

THE MARITIME BOARD OF TRADE.

Seventh Annual Convention in Chatham, N.B.—A Report of the Proceedings—
Sydney the Next Place of Meeting.



ONE of those who were fortunate enough to be in attendance at the seventh annual convention of the Maritime Board of Trade, which was held in Chatham, N. B., on Wednesday and Thursday, August 21 and 22, are likely to have anything but the most pleasant recollection of it. The weather was delightful. Not a cloud obscured the summer sky, and the gentle breezes which came from the broad and beautiful Miramichi River, on the shores of which Chatham is situated, made the temperature ideal. The weather, it might be said, was not ordered specially for the occasion. The summer weather on the Miramichi is among the best on the continent, its normal condition being dry, moderately cool and invigorating. The people in the towns and villages of the Miramichi are proud of both their river and their climate. And the delegates to the Maritime Board of Trade, after their experience, are probably not one whit behind them in this respect.

The unique and important character of the Miramichi district naturally tended to interest the delegates, particularly in view of the fact that they were practically all business men. And when, in addition, one considers the hearty manner in which the local board of trade, the town council and Senator Snowball, head of the milling firm bearing his name, contrived to entertain the delegates it is no wonder they had a good time.

The delegates, however, worked hard as well as enjoyed themselves thoroughly, as the subjoined report of the proceedings will show.

OPENING OF THE CONVENTION.

The place of meeting was the imposing town hall. By 9.30 o'clock on Wednesday morning a number of delegates had gathered, and 30 minutes later business was under way, with President W. E. Loggie in the chair.

THE DELEGATES PRESENT.

Although a number of affiliated boards had not sent delegates, the attendance at

the convention was fairly good. The delegates present during the whole or part of the convention were as follows:

KENTVILLE—G. De Wolfe and Geo. E. Calkin.
HALIFAX—J. A. Chipman, F. K. Warren, F. C. Simson, Geo. E. Boak, J. E. De Wolfe and W. A. Black.
CHARLOTTETOWN—W. H. Aitken and G. D. Longworth.
MONCTON—J. H. Harris, C. P. Harris, F. P. Reid, J. Flanagan, A. E. Holstead, E. G. Russell and F. W. Sumner.
CHATHAM—W. S. Loggie, Mayor W. B. Snowball, M. S. Hocken, D. G. Smith, Senator J. B. Snowball, Geo. Watt and Alex. Burr.
SYDNEY—E. C. Hanrahan.
TRURO—C. E. Bentley, Dr. D. H. Muir.
NEWCASTLE—Mayor D. Morrison, G. A. Lounsbury and P. Hennessy.
ST. JOHN, N.B.—W. S. Fisher, W. M. Jarvis, Frank O. Allison and W. G. Robertson.
MIDDLETON, N.S.—N. H. Parsons.
SUSSEX, N.B.—H. P. Robinson and H. H. Parlee.

VOCATION OF THE DELEGATES.

In debating power and in businesslike method of conducting the proceedings of the convention the board was strong. As

SUBJECTS DEALT WITH.

1. Postage on Drop Letters.
2. Railway Discriminating Rates.
3. "Old Home Week" and Tourist Travel.
4. Communication with P.E.I.
5. Import and Export Traffic over the I.C.R.
6. Telegraph Grievance of P.E.I.
7. Public School Curriculum.
8. Should Civic Tax Defaulters in Towns and Cities Vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Railway Culverts and Bridges.
11. Extension of Indianatown Railway to Blackville.
12. Marine Insurance Rates.
13. Forest Preservation.
14. Cold Storage on Transatlantic Steamers.
15. Preferential Rebate on Goods from Great Britain.
16. Trade with South Africa.
17. Fast Atlantic Service.
18. More Permanent Materials for Wharves.
19. St. John Digby Steamship Service.

a result there was a gratifying promptness in the conduct of business. Senator Snowball, during a pleasure trip down the river, said that while he had sat in both the House of Commons and in the Senate he had never sat in a body stronger in deliberative ability than that of the Maritime Board of Trade. And his tribute had reason for its basis. Nearly every delegate was a practical business man, and was able to express himself in a way that everybody understood him. This may be gathered from a glance at the following, although not a complete list:

M. S. Hocken, Chatham, one of the town's aldermen.

G. D. Longworth, lobster packer, Charlottetown, P.E.I.

Alex Burr, Chatham, dry goods merchant and an ex-alderman.

D. G. Russell, Moncton, manager of the Intercolonial Railway.

George Watt, Chatham, insurance agent and one of the town's aldermen.

Fred B. Reid, of Reid & Co., wholesale grocers, Moncton and Campbellton.

Frank O. Allison, secretary of the St. John Board of Trade and financial agent.

J. H. Harris, of the wholesale grocery firm of J. H. Harris & Co., Moncton.

F. C. Simson, manufacturer of fruit juices, etc., and wholesale druggist, Halifax.

Ex-President C. E. Bentley, Truro, N.S., of Blanchard & Bentley, dry goods.

W. G. Robertson, St. John, N.B., district freight agent of the Intercolonial Railway.

W. H. Aitken, Charlottetown, P.E.I., managing partner of the wholesale grocery firm of Caverhill & Co.

Ex-President W. M. Jarvis, St. John, N.B., fire insurance and financial agent of 35 years' experience.

Senator Snowball, senior member of the Chatham lumber mill firm of The J. B. Snowball Co., Limited.

J. A. Chipman, Halifax, wholesale flour and meal, a keen board of trade man and an eloquent speaker.

E. C. Hanrahan, a business man by profession and deputy-mayor of Sydney, C.B., by choice of the people.

J. Flanagan, a dry goods merchant of 34 years' standing in Moncton, N.B., and the last delegate to leave Chatham.

George E. Boak, of the firm of George Boak & Co., Halifax, wholesale grocers and specialists in West-Indian goods.

Dr. Muir, president of The Truro Condensed Milk Co., Limited, Truro, N.S., and an ardent board of trade man.

J. E. De Wolfe, sole member of the old firm of T. A. S. De Wolfe & Son, Halifax, ship agents and commission merchants.

President W. S. Loggie, Chatham, N.B., general merchant, canned goods packer, brick-maker, and vessel-owner.

Fred W. Sumner, senior member of The Sumner Co., owners of a retail hardware store at Moncton and a large lumber mill at Bathurst, N.B.

Ex-President M. G. De Wolfe, Kentville, N.S., retired general merchant and one of the most enthusiastic members of the Maritime Board of Trade.

W. B. Snowball, Chatham, manager of The J. B. Snowball Co., Limited, mayor of the town, chairman of the school board and an enthusiastic young Canadian.

George E. Calkin, Kentville, N.S., retired hardware merchant and at present enjoying life on a fruit farm and holding the secretaryship of his local board.

C. P. Harris, retired merchant, Moncton. Mr. Harris was one of the original founders of the Moncton cotton factory, the sugar refinery and the local street railway.

Donald Morrison, a native of Burnt Church, but now a resident of Newcastle, where he carries on business as dry goods merchant and blueberry packer, besides which he is mayor of the town.

G. A. Lounsbury, Newcastle, N.B., where he has been in the agricultural implement business during the past 10 years. He has at present in course of construction a fine new business block.

W. A. Black, of Pickford & Black, Halifax, owners of the famous line of steamships running to the West Indies and warm champions of closer trade relations between those colonies and Canada. Mr. Black has also had some Parliamentary experience, having sat in the Provincial Legislature.

W. S. Fisher, member of the wholesale hardware firm of Emerson & Fisher, St. John, N.B., and of the Enterprise Store Co., Sackville, N.B., besides being financially interested in other commercial enterprises, to say nothing of his presidency of the St. John Tourist Association.

A THOUGHTFUL SECRETARY.

Secretary Smith, who is the publisher of *The Miramichi Advance*, had the minutes of the last annual meeting neatly printed and these were distributed among the members. This avoided the tedious task of reading the minutes, and on motion they were taken as read.

Mr. George E. Boak, of Halifax, said that he noticed that his name had been omitted from the minutes, and on motion of Messrs. W. M. Jarvis and J. A. Chipman, the secretary was instructed to rectify the error.

COMMITTEE ON BUSINESS.

A committee to arrange the order of business was appointed as follows: Messrs. M. G. De Wolfe, Kentville, N. S., chairman; W. M. Jarvis, St. John, N.B.; J. A. Chipman, Halifax; W. H. Aitken, Charlottetown, P.E.I.; J. H. Harris, Moncton, N.B.; H. P. Robinson, Sussex, N. B.; E. C. Hanrahan, Sydney, N.S.; C. E. Bentley, Truro, N. S.; Mayor Snowball, Chatham, N.B.; Mayor Morrison, Newcastle, N.B.

COMMUNICATIONS.

A number of communications were read. Among them were the following:

I regret very much that an accident which prevents me walking makes it impossible for me to attend the meetings of the Board as I have expected to do. Mr. Troop also finds himself prevented from going at the last moment, but I feel sure that our representatives will make up in quality what they lack in numbers. I hope you may have a thoroughly successful and profitable meeting, and that some practical good may result from your deliberations. With renewed regrets for my enforced absence, believe me,

Yours truly,

G. S. CAMPBELL,
President Halifax Board of Trade.

Halifax, Aug. 20.

Replying to your favor of recent date I regret being unable to do anything with our business men re. Board of Trade. I trust in the near future that something in this direction may be done, as I feel it is a necessity.

Campbellton, N.B., Aug. 2.

I am very sorry I have so much on my hands at present that it is difficult to get away. W. J. Hemming has promised to go down and I will arrange for two other delegates, possibly A. A. Davidson and, if possible, myself. You can de-

pend on our board being represented by two if not three delegates.

D. MORRISON,
Secretary Newcastle Board of Trade.
Newcastle, Aug. 20.

Mr. Morrison, however, did find time to put in an appearance, and when he did he could not find time to get away.

Secretary Smith said the Fredericton Board had informed him that it could not see any benefit to be derived from affiliating with the Maritime Board. When it could it would do so.

REVISION OF BY-LAWS AND CONSTITUTION.

Mr. M. G. De Wolfe said that the committee appointed at the last annual meeting

FEATURES OF CHATHAM AND OF THE MIRAMICHI.

The town of Chatham is prettily situated on a gentle declivity of the south bank of the Miramichi River, and is the commercial centre of the district. Its history is concurrent with the early history of the Province. Its distance from the ocean is less than 30 miles, and transatlantic steamers and square-rigged barques come to its port during the summer months to load deals for the European and other markets.

There are about 13 lumber mills on the Miramichi River, the greater part of them being of large capacity, and their aggregate export trade is over \$1,000,000 per annum. Chatham has two or three of these mills, and one of them, that of the J. B. Snowball Co., Limited, is the largest on the river. Besides its lumber, there are its fishing and canning industries and its pulp mills.

Of the fishing industry of the Miramichi, the most important is that of smelt catching. Every year no less than about 1,000 tons, or about 100 carloads, are caught and frozen and exported to the United States. The lobster industry on the Miramichi and adjacent coast line is estimated to be worth about \$200,000 annually. Another important industry in the Miramichi district in the canned goods line is that of blueberry packing. One of the firms engaged in this industry alone has this season taken orders for 100 carloads.

THE RESIDENTIAL PART

of Chatham is a fair criterion of the prosperity of its people, the dwellings of the business men being neat, roomy and attractive, while the gardens and lawns that surround many of them are particularly spacious, well kept and handsome.

THE PUBLIC BUILDINGS

would be a credit to a much larger town. The post office is built of brown stone, and is modern in its appearance and appurtenances. The town hall is a fine imposing building of red brick. In educational matters the town takes a lively interest, and one of the evidences of this is the fine and substantial high school building which is nearing completion on an eminence overlooking the town. The building is of grey stone and will cost the town \$40,000. Another evidence of the fact that the town is not asleep is the sewerage and waterworks systems which are now being put in at a cost of \$150,000. The source of the water supply is three artesian wells, which have been bored just outside the western limits of the town. The pressure from these wells is about 80 pounds to the square inch. The official census relating to the town has not yet been issued, but it is estimated that it will show a population of about 6,000.

of the Board was prepared to report. He moved that the report be received and laid on the table. Mr. Jarvis seconded the motion, which was carried.

Mr. J. A. Chipman said that if the proposed amendments to the by-laws were taken up as the next order of business it might materially assist in advancing the business of the convention.

On motion of Secretary Smith the suggestion was concurred in, and the constitution and by-laws as amended by the committee were read by Secretary Smith.

The discussion of such subjects are usually long and tedious, but, the meeting being

composed of business men, the matter was disposed of in a businesslike way. And when the meeting adjourned for luncheon the by-laws and constitution with certain amendments had been passed through the customary stages and adopted. As adopted the by-laws and constitution read as follows:

CONSTITUTION, RULES AND BY-LAWS OF THE BOARD OF TRADE OF THE MARITIME PROVINCES.

1. This Board shall be known as The Maritime Board of Trade.

2. It shall be composed of delegates from the various Maritime Boards of Trade, on the basis of 10 per cent. of each Board's membership.

3. It shall deal with all matters affecting the interests of trade and commerce in the Maritime Provinces, as well as in the whole Dominion.

4. The Officers shall be a President, two Vice-Presidents, each representing one of the Maritime Provinces, a Secretary-Treasurer, a Corresponding Secretary and an Auditor, to be elected at the annual meeting of the Board. Any vacancy occurring through death, resignation or otherwise, may be filled by the Council until the next annual session of the Board.

5. There shall be a Council composed of one member from each affiliated Board, who shall be elected by the respective Boards immediately after the annual session of the Maritime Board, five members of which shall form a quorum. The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council.

6. The Council shall meet once each year, on a date and at a place to be fixed by the President. It may meet at other times on the request of the President or of the two Vice-Presidents, or of any three of its other members. Special Council meetings shall be held at such times and places as may be designated in the calls therefor, which calls shall be printed or written notices delivered or mailed to the post office address of each member of Council or to the secretary of such affiliated Boards of the current year as have not sent notices of the election of their members of Council, and all such notices shall be issued by the Secretary-Treasurer.

7. The annual session of the Board shall be on the third Wednesday of August at such place as may be selected by the Council, unless the place for holding such session shall be fixed by resolution of the Board.

Any such session may be adjourned to any subsequent date by the members present.

8. Special General Meetings of the Board may be summoned at any time by the President, the two Vice-Presidents, or the Council.

9. Each affiliated Board shall pay annually to the Secretary-Treasurer towards the expenses of the Maritime Board an amount in the proportion of a per capita tax of 15c. each on its membership.

RULES AND BY-LAWS.

1. The President, Vice-President and Secretary-Treasurer shall be elected by nomination and ballot separately.

2. The order of business shall be as follows:

(1) Roll Call.

(2) Reading of the Minutes of last meeting and amendment or approval of the same.

(3) Appointment of Committee on unfinished business.

(4) Reading of the Minutes of meetings of Council held since the last general meeting.

(5) Presentation of Petitions and Communications.

(6) Reports of Committees.

(7) Unfinished Business.

(8) New Business

(9) Election of Officers.

3. At the opening of each annual meeting of the Board, immediately after the reading of minutes, the President or other Chairman shall appoint a Committee on unfinished business to consist of one delegate from each affiliated Board represented at the meeting. Such Committee shall forthwith proceed to arrange the order in which the various subjects for consideration shall be taken up, providing as far as possible, that each affiliated Board, in order of larger membership, shall have priority as to one such subject only. The Committee on unfinished business shall report the order of subjects to the Board for confirmation as soon as possible after their appointment, and shall report any other subjects proposed for consideration from time to time throughout the meeting.

4. All questions relative to the priority of business shall be decided without debate.

5. The Chairman shall preserve order, and shall decide all questions of order, subject to appeal to the Board.

6. All motions shall be made in writing, when required by the Chairman; no debate shall be allowed except on a motion regularly before the chair, but a motion may be prefaced.

7. When two or more members rise at the same time, the Chairman shall name the member who is first to speak.

8. A member being called to order, shall immediately sit down unless permitted to explain.

9. If any member appeal from the decision of the Chair, the Board shall decide such appeal without debate.

10. Any member may of right require the question under discussion to be read for his information at any time during the debate, but not so as to interrupt a member while speaking.

11. No member shall speak more than twice, or longer than 10 minutes on any one question without leave.

12. Ever member, wishing to speak, shall rise and respectfully address the chair; he shall confine himself strictly to the matter under discussion.

13. No motion shall be put or debated, unless the same be seconded; when seconded, it shall be stated by the Chairman before debate.

14. After a resolution is stated by the chairman, it shall be deemed in possession of the Board, but may, by permission of the Board, be withdrawn at any time before decision or amendment.

15. When a question is under debate, the only motions in order shall be—1st, to adjourn; 2nd, the previous question; 3rd, to lay on the table; 4th, to postpone indefinitely; 5th, to adjourn to a certain time; 6th, to refer; 7th, to amend. The previous question, when moved, must be seconded by at least five members. When the previous question is moved and seconded, it shall be put in this form: "Shall the main question be now put?" If this is carried, all further amendments and debate shall be excluded, and the question put without delay. If the question has been amended, the vote shall be taken on the amendment first. If more than one amendment has been made, the last made amendment in order shall take precedence in the vote. It shall not be in order to reconsider the previous question.

16. A motion to adjourn the Board shall be always in order, except—1st, when a member is in possession of the floor; 2nd, while the yeas and nays are being called; 3rd, while the members are voting; 4th, when it has been decided that the previous question shall be taken, a motion to adjourn simply cannot be amended, but a motion to adjourn to a given time may be, and is open to debate.

17. A motion to lay a question on the table simply, is not debateable, but a motion to lay on the table and publish, or with any other conditions, is subject to amendment and debate.

18. A motion to amend an amendment shall be in order; but a motion to amend an amendment to an amendment shall not be entertained. An amendment modifying the intention of a motion shall be in order, but an amendment relating to a different subject shall not be in order.

19. A question may be reconsidered at any time during the same meeting, on a motion made and

seconded by members who voted in the majority, and when once made and decided in the negative, shall not be revived before the next meeting of the Board; and no question shall be reconsidered more than once, nor shall a vote to reconsider be reconsidered.

20. No member shall be eligible for the office of President or Vice-President for more than two years in succession.

21. The Secretary-Treasurer shall duly record in a book, all minutes, or resolutions, decisions, and other proceedings of the Board, entering therein all accepted reports, orders and resolutions, and shall notice reports, memorials, and other papers submitted to the Board only by their titles, or a brief description of their purport. He shall also keep proper books of account and submit the same for audit at the annual meeting and whenever called on by the President or the Council so to do.

22. The payments from affiliated Boards shall fall due on the third Wednesday in August in each year, and no delegate shall have the right to take part in the annual meeting until such payment from the Board he represents shall have been made.

23. The foregoing By-Laws shall likewise govern the proceedings of the Council, in so far as they are applicable.

24. The Constitution and By-Laws may be added to, repealed or amended by a vote of two-thirds of all the members present at any general meeting of the Board, notice of such amendment having been given at a previous general meeting and entered upon the minutes, or sent in writing to the Secretary at least once a month before the general meeting at which it is to be considered. If any such notice shall be received by the Secretary he shall forthwith send a copy of the same to each affiliated Board.

THE DISCUSSION OF THE CONSTITUTION

The modifying of the style of the organization from the "Board of Trade of the Maritime Provinces" to "The Maritime Board of Trade" was the result of a suggestion of Mr. O. Allison, St. John. "In writing it, we nearly always say 'Maritime Board of Trade,'" he suggested.

The constitution has hitherto only allowed for the election of one secretary, and the provision in the revised by-laws was inserted by the suggestion of Secretary Smith, who, in moving its insertion, explained that it was done in view of the contemplated election of a permanent secretary. The new corresponding secretary would reside in the same town as the president.

Secretary Smith wanted the word "session" inserted in the constitution in place of the word "meeting" wherever the latter occurred. He thought it would be more Parliamentary, but his suggestion was not concurred in.

THE COUNCIL.

The consideration of the clause regarding the meetings of council induced quite a little discussion. He said that the council had not met for some years and he thought it should meet at least once per annum, and that the time of meeting should be fixed. He suggested some date in February.

Mr. G. D. Harris said it would be difficult for the Prince Edward Island members to attend a meeting in February owing to the uncertainty of navigation.

Secretary Smith suggested that the clause be adopted without the month being fixed.

Mr. J. A. Chipman thought the date should be left with the president.

A member: "What about June?"

Mr. Harris: "That would suit us in Prince Edward Island."

Someone suggested that the council should have two meetings during the year.

Mr. Fisher did not approve of the suggestion of two meetings.

Mr. Black thought two meetings of the council would be a good thing if it could be worked, as it would tend to increase enthusiasm in the Maritime Board of Trade matters.

Mr. M. G. De Wolfe said he desired to correct the impression that seemed to obtain in regard to nothing being heard of the Maritime Board of Trade between the annual meetings. "When I was president," he said, "the secretary was instructed to send out circulars about every two months bringing to the attention of the boards matters appertaining to the Maritime Board." He said that since the formation of the Maritime Board only two meetings of the council had been held, one at Truro and another at St. John. To have a fixed date on which to hold the meetings of the council would be a great help to the president and officers of the board.

Mr. Jarvis said he endorsed what Mr. De Wolfe had said. "There is just one other thing to which I wish to refer," he said, "and that is that we are indebted to the president for his efforts and to the prominence which has been given to Maritime Board of Trade matters by THE CANADIAN GROCER, whose editor is with us to-day." (Applause.)

EXPLANATION FROM THE PRESIDENT.

"Before putting this motion," said President Loggie, "I wish to say that I have felt some diffidence about calling the council together, knowing that its members were busy business men, and especially as there was nothing of importance appertaining to the Maritime Provinces demanding attention. I think the suggestion of calling the council together at a fixed time a good one.

The motion fixing the date as printed in the constitution and by-laws as above, namely, June, was ultimately adopted.

A FINANCIAL QUESTION.

Mr. Fisher raised the point as to whether the per capita tax was sufficient, particularly in view of the proposition to appoint a permanent secretary. "Then," he said, "I do not think it is fair for us to ask the officers of the Board to travel here and there on the business of the Board at their own expense."

Mr. M. G. De Wolfe pointed out that at the last annual meeting the financial state-

ment showed the receipts to be \$117 and the expenditure \$32.50.

WELCOME FROM CHATHAM.

During a slight lull in the proceedings Mayor Snowball, of Chatham, grasped the opportunity of welcoming the delegates on behalf of the town of which he is chief magistrate. "I would like," he began, "to welcome you on behalf of the town of Chatham. We feel proud that you should have selected this place for your annual meeting. We cannot claim any particular advantage, except that we have the liveliest town in the Provinces. (Applause.) We have a magnificent climate and a beautiful country and I hope you will carry away with you the most pleasant recollections when you depart." (Applause.)

THE PRESIDENT'S ADDRESS.

President Loggie, before presenting his annual address, requested Vice-President Dr. Muir, of Truro, to take the chair. The address was as follows :

GENTLEMEN OF THE MARITIME BOARD OF TRADE :

Another year has passed and another century has closed since last we met in annual session.

Remembering, as I do, the exhaustive addresses of my immediate predecessors, Mr. Jarvis, of St. John in 1899, and Mr. De Wolfe at last year's session. I am indeed conscious of my inability to do justice to the important matters affecting the mercantile interests of the Maritime Provinces.

I am, however, justly proud of this opportunity of welcoming the representative business men of the Maritime Provinces to the Liverpool of the North Shore of New Brunswick.

We meet in the second commercial centre of the Province, whose activities in the lumbering and fishing industries are of the greatest value and importance to the mercantile interests of the Maritime Provinces.

There is here one of the most magnificent rivers, ranking second in the Maritime Provinces, and our town, the principal distributing centre of Northern New Brunswick.

You will observe our streets do not present as unencumbered an appearance as we would wish; but you will notice that the general condition of obstruction is due to our town authorities being engaged in supplying Chatham with a water and sewerage system and other improvements; so as to place us on a footing with the most progressive cities and towns.

MEETING OF COUNCIL.

Although no matter of a Maritime character has been brought to my notice that required a meeting of council during the past year, I am persuaded it would be to the advantage of the Board that the by-laws provide that there shall be a meeting of council, six months after the annual meeting, it being optional with the president to convene other meetings of council as necessity might require.

CONSTITUTION AND BY-LAWS.

The matter of revising the constitution and by-laws was referred to a committee, consisting of the president, secretary and M. G. De Wolfe, Esq.

But, under the constitution itself, no alteration could be made without notice being given at a

previous general session, or twenty days' notice before the session at which the alterations were proposed to be made. The secretary has in his hands alterations prepared under the twenty days' rule, and they may be made effective.

COLD STORAGE.

It is apparent that more attention must be given to the ocean-carrying trade of perishable commodities.

Professor Robertson, since his return from England, is impressing on us the necessity of delivering perishable products to markets in the best possible condition. It is important that steamers be fitted up with the most improved cold storage system, so that all deterioration possible of perishable goods be avoided. It would be in order for this board to memorialize our Federal Government on this important matter, and urge the fitting up of necessary steamers to overtake the increasing trade in this class of goods, that justice may be done and shippers encouraged by having the best equipments possible, to secure the Mother Country markets.

SOUTH-AFRICAN WAR.

During the year that has passed we have been welcoming home our heroes of the South-African War. They have acquitted themselves as the "bravest of the brave," and won laurels that we, representing the mercantile community of the Maritime Provinces, should be proud of.

Although war at any time is a most deplorable thing, we are persuaded that the one now, we believe, nearing to a close, and adding another patch of red to the British Empire, was a just and most righteous one, and was a means of binding the Colonies themselves and the Mother Country closer together.

The Maritime Provinces have been prominent in the supplying of hay and horses for the great undertaking, and more steamers have cleared for South-African ports from St. John and Halifax, during the past year than ever before.

TOURIST TRAVEL.

This subject is always important, and, although much has been done to have our Provinces known as desirable summer resorts, there is still a wide field of usefulness in this direction.

The Maritime Merchant suggests that if large, plainly furnished and well ventilated rooms, also plain food, well cooked and nicely served, with everything spotlessly clean, were more generally available, such boarding places would encourage tourist travel. When attending our last annual meeting I was greatly impressed with the extent of tourist travel in the "Land of Evangeline" and wondered why the Miramichi did not attract more American tourists.

DEATH OF OUR BELOVED QUEEN.

The whole British Empire has mourned the loss of "Victoria the Good," and we of the Maritime Provinces have expressed our sympathy.

It becomes us, at our first meeting under our new Sovereign, King Edward VII., to express our loyalty to him, who, we believe, will rule us as wisely and justly as did his beloved and lamented mother.

CENSUS.

Another decade has gone and we find our Dominion has increased in population over half a million.

We regret that the increase in the Maritime Provinces is not as much as we would like it to be, and we realize that, as representing the mercantile community, it behooves us to encourage industries indigenous to our Provinces, and foster them as far as we can, so that our young men and women may

find employment at home, instead of in our neighbors' cities.

RECIPROCITY WITH THE UNITED STATES.

We are pleased to note the change of opinion by our respected neighbors as regards the desirability of securing freer trade relations with Canada.

It is expected the Joint High Commission will soon meet, and we fondly hope the territorial dispute has been in the meantime discussed and an equitable finding arrived at, so that the important matter of trade relations may be taken up and put into effect.

There is, in the New England States, a growing desire that freer trade relations shall exist

It is gratifying to know that the importance of our trade with our neighbors is now being to some extent realized by them, and they are putting forward, through their chambers of commerce and trade journals, that it is now their turn to sue for freer trade relations, as is illustrated in the following editorial paragraphs from "The Dry Goods Economist," which is the leading trade journal representing the manufacturing of fabrics and wholesale trade in the same :

"To-day, however, when the Administration at Washington is committed to the policy of reciprocity, and clearer ideas prevail as to the best mode of treating our neighbor, the question of commercial union with Canada is again coming to the front, and it is to be hoped, with better prospects. It is becoming every day more clearly recognized that with no country is reciprocity more desirable than with Canada, and there is reason to believe that a strong effort to obtain legislation to this end will shortly be made. This time, however, the overtures will be made by the United States.

"It is to be hoped that Canada will not prove coy as to the results of our rejection of her former offers. At any rate, it is gratifying to note that such an energetic and prominent organization as the Merchants' Association of New York has taken up this matter of reciprocity with the Dominion, and, as stated in our news columns, has adopted resolutions calling for early action on the part of Congress."

I am sure this important matter will receive at the hands of this Board the consideration it deserves. While it is of great importance to all Canada, it seems to me to be especially so to the Maritime Provinces, as that is the natural outlet for many of our products.

WINTER EXPORT TRADE FROM CANADIAN PORTS.

We are all delighted to learn that the differences that last fall existed between the authorities of the I.C.R. and C.P.R. regarding the winter export trade from St. John have been mutually arranged, and relations are again most friendly.

The wheat crop in Manitoba is an abundant one, above the average, and we may look for an active shipping trade at our winter seaports. This especially interests St. John and Halifax.

But when the Maritime Board discusses winter export trade from Canadian ports, fire insurance rates, import and export traffic over the I.C.R., fast Atlantic service and kindred subjects, then surely it is rendering service to Canadians generally by discussing and considering these broad subjects and making known their views and conclusions for the general benefit.

LOCAL BOARDS, ETC.

The subject of permitting defaulting ratepayers to vote in elections for the mayors and aldermen of incorporated cities and towns has been brought forward in New Brunswick, at least, for Legislative action, which has so far been deferred. I am of the opinion that the matter is one upon which this

Board might properly express its judgment, and I therefore commend it to your attention.

The St. John Board has made itself felt during the interim by the active work it did in opposing the proposed legislation regarding restrictions on lumber deckloads.

I am pleased to inform you that Digby Board and Newcastle Board have become affiliated with the Maritime Board, and that Woodstock and Moncton have appointed delegates to attend this meeting.

CLOSING REMARKS.

In closing this address, I commend to your consideration the important subjects that are in the secretary's hands, who has arranged with the greatest care all the details for the expeditious consideration of the items to be taken up.

I trust the findings that shall be arrived at will be of lasting benefit to our fair Dominion, and especially so to our Maritime Provinces, and pray you to overlook where I have come short in the proper fulfilment of my official duties during the interim.

I trust your visit may be pleasant and profitable, and that those of you who have never before visited the Miramichi may have kindly remembrances of this one.

I welcome you one and all.

Loud applause greeted the president as he sat down, while Dr. Muir remarked: "It has been a very profitable address, and I have listened to it with a great deal of pleasure. I consider it is one of the best addresses we have ever had before the Maritime Board of Trade." (Hear, hear and applause.)

Mr. M. G. De Wolfe: "Last year when you elected Mr. Loggie your president and Mr. Smith your secretary, I said you made an excellent choice, and what I said has turned out to be true. There is only one thing I regret and that is the president's modesty." He was pleased with Mr. Loggie's devotion to Chatham and expressed the hope that every delegate would return home inspired with the desire to do all he could to promote the interests of his own town.

A committee composed of Messrs. Black, Longworth, J. A. Chipman, W. S. Fisher and G. D. Harris was appointed to consider the address and report on the same.

The meeting adjourned at 12.30 o'clock, while the committees on order of business and the president's address convened.

The convention resumed business at 3 o'clock with President Loggie in the chair.

ORDER OF BUSINESS DISCUSSION.

Mr. M. G. De Wolfe, on behalf of the committee on order of business discussion read the following report:

1. Reduction of Postage on City Drop Letters.
2. Canadian "Old Home Week" and Tourist Travel.
3. Discriminating Rates on the Intercolonial Railway.
4. Wharf Extension and Improvements at Pictou and Georgetown, P.E.I., and its relation to Communication with P.E.I.
5. Import and Export Traffic over the I. C. R.

6. Telegraph Grievance of P.E.I.
7. School Question; its present curriculum.
8. Should Civic Tax Defaulters in towns and cities vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Bridges and Culverts.
11. The Extension of the Indiantown Railway to Blackville
12. Marine Insurance Rates.
13. Preservation of our Forests.
14. Cold Storage for our Transatlantic Shipments.
15. Preferential Rebate on goods from Great Britain imported direct to Canada.
16. Trade with South Africa.
17. The advantages to accrue to Northern New Brunswick, P.E.I., and Cape Breton by the Government encouraging a Transatlantic line of steamers between the Miramichi and London or Liverpool, calling at Charlottetown and Sydney.
18. Fast Atlantic Service.
19. More permanent materials for Public Wharves and Brakwaters.
20. What can be done to preserve the Lobster Fishery?
21. Bay of Fundy, St. John and Digby Steamship Service.

Mr. J. A. Chipman thought the number of subjects too numerous and wanted the report to be referred, but it was pointed out by Mr. Jarvis that, as in the past, it was not likely that all those who had the introducing of them would be present when they were called and would therefore not take up the time of the Board. The report was then, on motion of Dr. Muir, adopted.

CITY DROP LETTERS.

Mr. Geo. E. Boak, in introducing the subject of "City Drop Letters," explained that he did so at the request of the Halifax Board of Trade. The resolution read as follows:

Resolved, that the Maritime Board of Trade urge upon the Dominion Government the desirability of reducing the rate on drop letters to 1c. per oz.

ALTERED CIRCUMSTANCES.

Continuing, he said that at one time it was not possible to ask the Government to reduce the rate on drop letters, but he felt we now can do so in view of the surplus that was shown to exist at the last session of the House of Commons. The business men pay the largest portion of this tax. The largest portion of the drop letters that are posted in the cities are posted by business men, and he hoped the members here would join Halifax and St. John in bringing about a 1c. rate.

99 PER CENT. BUSINESS LETTERS.

Mr. W. S. Fisher expressed his belief that 99 out of every 100 business letters are put in private boxes in the office in which they are posted. In some of the larger business centres the merchants were having their letters distributed by errand boys at a much less cost than that charged by the Government.

The resolution was carried unanimously. "OLD HOME WEEK" AND TOURIST TRAVEL.

The subject of "Old Home Week" was introduced by Mr. W. S. Fisher, President of the St. John Tourist Association. "This

tourist business," he said, "is money in our pockets. It provides a source of revenue which, in my mind, has no equal. The question is, what have we to offer as an attraction to tourists? We have

A GLORIOUS CLIMATE,

excellent hunting and fishing, and beautiful scenery. Perhaps we are lacking in accommodation. We have an object lesson in the State of Maine. It seems almost fabulous to look upon the figures that they claim from the average receipts from the tourist travel that enters that State. Two or three years ago the Government made an investigation as to the

REVENUE DERIVED FROM THE TOURIST

travel annually into that State and it was placed at between \$12,000,000 and \$13,000,000. As the tourist travel is confined to about six months in the year it means that the amount coming into the State of Maine during that period is about

\$60,000 PER DAY.

"The wealth per capita in Maine is higher than in any other State in the Union.

"That estimate was made two or three years ago and since then there has been an increase. In our own city we have a tourist association. Halifax has a similar organization, and I believe in all justice that it has done better than ours. Fredericton has followed us. Montreal has tried to do something, having last year formed a business man's league. Ottawa has formed a tourist association and Quebec and Toronto were considering the matter. Vancouver, too, is

GETTING INTO LINE.

"These people are recognizing that there is money in this thing. It is a business matter and ought to be looked after in a business-like way. What industry or what number of industries gathered together are capable of bringing into the country \$60,000 per day for six months, or, taking it for a year, \$30,000 per day?

A COMPARISON.

"What have we in this country in comparison with the State of Maine? We have a glorious climate; we have beautiful rivers and excellent hunting and fishing. The hunting privileges in these Provinces are equal to those in the State of Maine. The gentlemen who come down here to hunt moose pay the Government \$30; while it is estimated that every moose taken out of the country costs the hunter from \$200 to \$500. Under the protection of the Government, moose are becoming more plentiful, so much so in fact, that the farmers are complaining of their encroachment."

Proceeding, Mr. Fisher said that not only would those who visit the Maritime

Provinces tell their friends what a good time they had, but they would the

NEXT YEAR BRING THEIR FRIENDS with them, and who knows but that they or their friends might eventually invest their capital in openings which appeared to them promising.

"The tourist travel in New Brunswick has **NEVER BEEN SO LARGE** as this season. The International Steamship Co. say they have had all they can do to take care of the traffic, and next season will be compelled to increase the number of their steamers.

NO BETTER FIELD TO EXPLOIT.
"There is no better field to exploit than this tourist travel. The tourist pays cash and the money he spends is spent widely. There is no industry in which it is so widely spent.

"The question is: What can we as a board do to help along an effort of this kind? It seems to me that we can at least encourage the formation of local tourists' associations in these Provinces, and

URGE THE DIFFERENT PLACES that have attractions for tourists to improve their accommodation so that those who once visit them will not only come again themselves, but will bring their friends with them. I do not think the question should be looked upon in a narrow way. We want to look upon this thing in a broad and a maritime way. In St. John our association has not been looking after St. John alone. We have been looking after the Province as well, and in pursuance of this we have tried to

ADVERTISE EVERY BEAUTY SPOT.
We have spent money in the hope that it would benefit, not only St. John and New Brunswick, but the whole of the Maritime Provinces." (Loud applause.)

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

That, in the opinion of the Board, it is desirable that all possible steps should be taken to develop tourist travel in the Maritime Provinces.

That the annual setting apart of an "At-Home Week," during which former residents of the Provinces might be able under special railway and steamboat facilities to visit their former homes, would materially assist in such development.

That the various local boards of trade be requested to take this subject into serious consideration.

Mr. W. M. Jarvis: "I have much pleasure in seconding the resolution. Let me say this: There is no man in the Maritime Provinces who has done so much in promoting the question of tourist travel as Mr. Fisher. ('Hear, hear,' and applause.) As I understand it the

IDEA OF THE HOME WEEK is this: The word home is very dear to us all. It has unfortunately happened in the

past that a good many of our people, in order to better their position or to attempt to do so, have sought homes in other parts of the American continent. They have gone to the United States and they have gone to the West. They have struggled there for a living, but they still think of home and its surroundings, and they have heart yearnings to see it once more before they die; but some of these people have not the means to do as they would like, and it would be a good thing for this board to

BRING PRESSURE TO BEAR UPON THE RAILWAY and steamship companies to induce them to reduce their rates for a certain week so that those people would be again able to visit the scenes of their boyhood.

"Look at it from another standpoint. The people whom we induce to visit us will many of them bring with them their wives and children, while some of them will bring friends. This will mean not only the expenditure of money in our midst, but who knows but that some of them may not see openings for the investment of capital here more favorable than in their own homes." (Applause.)

TRIBUTE FROM MR. FISHER.
"I would like to say another word," said Mr. Fisher, "and that is to pay a tribute to the efforts that have been made on behalf of tourist travel in the Maritime Provinces by THE CANADIAN GROCER, whose managing editor is with us to day." (Loud applause.)

GOOD WORK OF THE ST. JOHN ASSOCIATION.
Mr. Allison, secretary of the St. John Board of Trade: "I would like to say one word. Although not actively connected with the Tourist Association, yet, as the association has its offices in the Board of Trade building, I have opportunity of seeing the good work it is doing. I have seen almost day after day a stream of tourists coming into the office seeking information, and I have afterwards seen many of them come back and thank Mrs. Olive, the lady in charge of the work, for the assistance she had rendered them. I think a resolution passed by the Board will stir up places to establish similar bureaus of information for tourist travel."

A DIFFICULTY.
Mr. Geo. Boak expressed the fear that difficulty would be experienced in getting the railways to reduce fares at a season when they were already taxed to their utmost to take care of the tourist travel.

Mr. M. G. De Wolfe thought the time had come when they should do what the State Board of Trade of Maine had done,

and that was start a publication for the dissemination of information for the benefit of tourists. "We have reached a stage when we ought to

COMBINE OUR EFFORTS and bring stronger pressure to bear, not only upon the railways, but to educate our people to the importance of providing the necessary accommodation for tourists and travellers. The trouble is, our people are not providing facilities fast enough."

RAILWAY DISCRIMINATING RATES.
The subject of "Discriminating Rates on the Intercolonial Railway," was introduced by President Loggie, whose place in the chair was in the meantime taken by Vice-President Dr. Muir. Mr. Loggie said that for a long time the town of Chatham had been endeavoring to get the

SAME RATE OF FREIGHT as Fredericton. On flour, for example, the rate to Fredericton from the west was 6 to 11c. per barrel lower than to Chatham, although the latter place was only about 11 miles from Chatham Junction, while Fredericton was 90 miles. He explained that he had been appointed by the local board to wait upon the Canada Eastern Railway in regard to the matter at the request of the Grand Trunk Railway to see if a 2c. arbitrary could not be obtained. The manager of the Canada Eastern offered to

REDUCE THE ARBITRARY by ½c., making it 2½c. instead of 3c. But since then they had asked to have the matter stand in abeyance on account of the high price of coal. This condition of affairs

HANDICAPPED THE MERCHANTS of Chatham in competing with Fredericton for business. There was some talk of trying to get one of the line of steamships running between Montreal and Prince Edward Island to make Chatham a port of call, but Mr. Loggie said he did not favor this proposal as long as there was a chance of coming to terms with the railway people, especially as there is not enough business for both railway and steamship. Before taking his seat he moved the following resolution:

Resolved, that this Board recognizes that the existing through rates on carload shipments from the west to Chatham and Newcastle, which are large distributing points for other centres of trade and industry on the north shore, operate adversely against the merchants of those towns, and desires to impress upon the Intercolonial Railway the desirability and equity of removing the discriminating rates, so as to place them on the same basis as Fredericton, Moncton, Halifax, St. John, etc.; and that a copy of this be sent to the Minister of Railways by the secretary.

AN ABSURDITY.
Secretary Smith, in seconding the motion, said it was absurd that the merchants of

Chatham could not get at least the same through freight rate from the west as could those in Fredericton, who were nearly 100 miles farther than Chatham from the main line of the Intercolonial Railway.

Mr. M. G. De Wolfe: "I would like, with your consent, Mr. President, to ask Mr. Russell why the railways carry freight longer distance for lower rates than they do for shorter distances?"

A QUESTION OF DUNNAGE.

Mr. E. G. Russell, who is the new manager of the Intercolonial Railway, said he would not like to answer the question from a railwayman's standpoint. (Laughter.) "At any rate the matter of freights does not come within my department," he added amid renewed laughter. He explained, however, that it was due to "dunnage." There were commodities which the railways had to carry which did not pay them, or that did not fill the car, and it then came to the question of "dunnage" or filling up. The freight which they took with which to fill up was necessarily taken at a low rate. It was the same with steamship lines as with railways.

Mayor Morrison, Newcastle: "I cannot understand how it is that freight can be carried cheaper over some roads for longer than for shorter distances. I think we should do as the people of Halifax do, and that is, tell the railway people that we will bring our freight in by water until the railways are prepared to make better terms with us, for we have nearly as good facilities for doing so."

Mayor Snowball, Newcastle: "This has been a live subject for many years, and I think we have not been successful because we have

NOT HAD AS MUCH PLUCK

as the people of Halifax. I cannot see where dunnage comes in. Before this discriminating rate came into existence we had a large portion of the trade between here and Boiestown, which we have now not got."

Mr. F. W. Sumner, Moncton, said it seemed to him that the railways

HAD GOT THEIR HEADS TOGETHER and that the C.P.R. had the other end of the string. (Hear, hear.)

Mr. F. P. Reid, Moncton, said that other places had been kept back by St. John and Halifax. "Some years ago," he added, "we at Moncton were placed on unfavorable terms with St. John. We got that remedied by being put on equal footing, but they have now got us on the hip again."

P. E. I.'S GRIEVANCE.

Mr. W. H. Aitken, Charlottetown, P.E.I., declared that the people in his Province

had a greater grievance against the Intercolonial Railway than any other part of the Dominion. "It is all right as long as navigation is open," he said, "we pay a rate of 5 to 6c. on certain commodities, but in the winter the rates are jumped to 15 and 16c. We have tried for several years to get redress, but without avail. On through goods from England we get a rate of 15 to 16s. per ton in the summer, but we have got to pay 27s. 6d. to 30s. when in the winter we get our freight over the I. C. R. via Halifax." Another complaint he made was that the people of Prince Edward Island could not compete with grain coming from Ontario for shipment from Halifax.

DID NOT WANT THE I. C. R. TO PAY.

Mr. F. W. Sumner declared that they did not want to make the I.C.R. a paying institution any more than they did the canals in the west. "That is the reason," he said, "we come here to-day and say we want to be placed on a basis that will allow us to compete. Prince Edward Island stands a little out from us. They get their goods shipped cheaply enough in the summer, and they then care nothing about the railway. We, at Moncton, made an arrangement with the railways whereby we get a rate for all the year around. That is what the people of Prince Edward Island should do."

Mr. E. G. Russell: "I fear you are going to run against a snag with that resolution."

Mr. Loggie's motion was put and carried, and the following, moved by F. W. Sumner and seconded by J. H. Harris, was also adopted:

Resolved, that in the opinion of the Maritime Board of Trade, now in session at Chatham, that the ports of Moncton, Chatham and Newcastle are entitled to the export rates on flour and mill stuffs from the west intended for distribution by water from those ports, and also to terminal rates on other merchandise for local distribution, and

Further resolved, that a memorial be prepared, or copy of this resolution be forwarded, to the Hon. Minister of Railways and Canals praying they be accorded.

When the question of wharf extension and improvements at Pictou, and Georgetown, P.E.I., were reached, Mr. Aitken asked permission to withdraw the subject, Mr. Russell, the manager of the I.C.R., having informed him that the necessary arrangements were being made to provide the required accommodation.

TELEGRAPH GRIEVANCE OF P.E.I.

The subject of Prince Edward Island's telegraph grievance was introduced by Mr. W. H. Aitken. He said that as the matter had been brought before the Maritime Board of Trade at a previous meeting, he did not propose to go into it at any great length. The particular trouble was that the tele-

graph offices connecting with the cable system to the mainland were closed at 8 p.m. and not opened until 9 o'clock the next morning. Mr. Aitken moved the following resolution:

Resolved, that this Board again urge on the Federal Government the prompt improving of the telegraph connection between the mainland and Prince Edward Island, the necessities of which have already been fully set forth to the Government.

OF GENERAL IMPORTANCE.

Mr. C. E. Bentley, Moncton: "I have much pleasure in seconding the resolution. The question is not only of importance to Prince Edward Island, but it is of importance to every Province."

Mr. Geo. E. Boak, Halifax, as one having occasion to use the telegraph service between Prince Edward Island and the mainland, testified to the inconvenience of the practice of closing the offices thirteen hours of the day.

Mr. E. C. Hanrahan, Sydney, said he remembered that the matter was brought to the attention of the Hon. Mr. Blair some years ago and

HE WAS SURPRISED,

as one who had been absent from the Maritime Board of Trade meetings for two or three years, that the evil still existed.

Mr. Aitken explained that the telegraph company had a monopoly and received a subsidy of \$2,000 a year from the Federal Government. "Our Minister, Sir Louis Davies," he said, "has done all he can to remedy matters, but has failed. Sir Louis, however, is of opinion that the

MONOPOLY CAN BE TAKEN AWAY,

claiming that it has broken its agreement with the Government." He also referred to the charges of the telegraph company. The charge to Boston is \$1 for ten words. "In fact," he concluded, "the company can practically charge just what it chooses."

BELIEVED IN GOVERNMENT OWNERSHIP.

Mayor Snowball: "I think franchises of this kind should be in the hands of the Government or of the municipalities. (Hear, hear.) While travelling in England and on the Continent I have had opportunity of seeing the advantage of having franchises of this kind in the hands of the respective Governments. I would like at some future stage of the convention to see the question of public franchises brought up for discussion."

The resolution was carried unanimously.

PUBLIC SCHOOL CURRICULUM.

"The School Question; Its Curriculum," was introduced by Mr. Geo. E. Calkin, of Kentville, N.S. He said it would be conceded by all that there was no more

important question confronting the community than that of proper, sufficient and efficient education. "The most progressive nations of the world, and those which are aiming at and achieving the highest results of both material and moral civilization are indisputably those in which education has attained the highest standing."

"Now, I take it," he continued, "that nowhere in the world is there a finer country capable of illimitable development and possessed of unequalled natural resources of the field, the sea, the forest and the mine than this Canada of ours, and nowhere in the world can that 'knowledge which is power' be better employed or turned to more immediate natural advantage."

Proceeding, he disapproved of the system in vogue in Nova Scotia, and introduced a resolution asking for the appointment of a commission by the Nova Scotia Government to investigate the subject.

AN UNCALLED-FOR INDICTMENT.

Mr. C. E. Bentley, Truro, N.S., declared that, from his own personal knowledge, such an indictment of the Public School system of Nova Scotia was not true.

Mr. N. S. Fisher, St. John, was rather disappointed that Mr. Calkin had not said something in reference to the Lloyd system of manual training. It had been introduced in Fredericton, and he hoped to see it introduced in many parts of the Maritime Provinces.

Mr. F. W. Sumner, Moncton, N.B., said he agreed with some things that Mr. Calkin had said. "Most of the boys who came out of the public and high schools cannot write well, cannot spell well, cannot measure a yard of stone," he said. "I hold it is the duty of the State to

TEACH THE BOYS THE THREE 'R'S'

and then provide technical education. It should teach them what to do in the ordinary run of life. What in thunder do we want of lawyers, doctors and professional men? (Laughter.) We often turn the boys out of our public schools possessing practically nothing. I have had men who could scarcely read or write who knew more than those who knew it all; or at least pretended they did. I have tried to get boys out of the high schools that were some good, but I have seldom succeeded. I have a son of my own who went through the high school but he came out just like the rest. (Laughter.)

"Do not think for one moment that I would disparage education. Give me a boy that can row a boat, reef a sail and harness a horse. Give such a boy education on the top of that and you will have a boy worth something."

Mr. C. E. Bentley declared it would be very difficult for the Maritime Board of Trade to point out to the Government of Nova Scotia any weakness in its educational system. They had among other things the Lloyd system of manual training, and experimental farms.

NO SECONDER.

As Mr. Calkin's motion failed to find a seconder it fell to the ground.

THE PRESIDENT'S ADDRESS.

Mr. W. S. Fisher, on behalf of the committee to whom the matter was referred, reported in favor of entering the president's address in the minutes of the board. He and Mr. M. G. De Wolfe moved to that effect, and the meeting concurred.

TAX DEFAULTERS AND CIVIC ELECTIONS.

On motion of Mr. W. M. Jarvis, seconded by Mr. George Watt, the following resolution was adopted:

In the opinion of this Board, no elector in default for payment of civic or municipal taxes should be permitted to vote in civic or municipal elections.

The discussion was brief and altogether in favor of the resolution. Some of the speakers gave examples of the benefits that had been derived by municipalities which had such a law in force, the effect being to quicken slow-paying citizens to meet their obligations in order that they might not be deprived of their votes.

The president announced that the delegates had been invited by the local board to a trip down the Miramichi River on Thursday afternoon, on a steamer kindly placed at their disposal by Senator Snowball.

The convention adjourned at 6 o'clock.

TECHNICAL EDUCATION.

The evening session was opened at 8.30 o'clock, and after routine Mr. C. E. Bentley introduced the following resolution, which, after being seconded by Mr. George E. Calkin, was carried unanimously and without discussion:

The Maritime Board of Trade desires to place on record its deep appreciation of the continued efforts of the various boards of education to encourage education of a practical nature, and wish to express their warm thanks to Sir Wm. Macdonald for his assistance in introducing the Lloyd system of manual training in the public schools of the Maritime Provinces, and would urge upon the respective Governments of the Maritime Provinces the great importance to the business community of further encouraging and assisting education of this practical character.

INSPECTION OF BRIDGES AND CULVERTS.

When the subject of "Government Inspection of Bridges and Culverts" was reached, Mr. F. O. Allison, Secretary of the St. John Board of Trade, said he was sorry that Mr. Hathaway, who was the father of

the proposal to bring the matter before the Board, was unable to be present.

AN IMPORTANT MATTER.

Mr. W. S. Fisher: "This is an important matter, especially in New Brunswick, where there have been a number of serious accidents and loss of life through defective railway bridges and culverts." He moved the following resolution:

In view of the number of serious accidents that have occurred during the past year or two through defective bridges and culverts, this Board recommends the local Governments to consider the advisability of appointing an official whose duty it shall be to examine and report upon their condition.

THE STATE OF AFFAIRS IN NEW BRUNSWICK.

Mr. W. M. Jarvis explained that the matter was of more importance to New Brunswick, because in that Province there was a greater railway mileage owned by private corporations. He said there were, at least, 10 or 12 railways which were not under Government control. "It is said that some of the roads are in such a dangerous condition that one or two passengers are kept on the outside of the train in order that they may be able to help out those who are inside in case of an accident. (Laughter.) I have myself been on railways where the rails have spread and it has been necessary to get poles with which to pry the engine on the rails again."

CAUTION URGED.

Senator Snowball: "Many of those roads are in straitened circumstances and very little would stop them altogether. If the Dominion Government were to undertake the inspection many of the private roads would be closed down, for there is not enough money in them for capitalists to go in and take them up. To stop these roads would be a serious loss. I am perhaps crying 'danger,' and then saying 'do not touch them.' I would urge that the very mildest caution be taken with the companies. If the Dominion Government took hold the chances are that they would compel the railways to replace the wooden bridges with iron or steel. It is an evil and a growing one. Most of the railway bridges are wooden and have not had any repairs for years. What I would ask is that the Board be very cautious indeed."

MAKE THEM PART OF THE I. C. R. SYSTEM.

Mr. Geo. E. Calkin: "There are about 10 roads in New Brunswick that scarcely pay. Why not ask the Dominion Government to take them over and make them part of the Intercolonial system?" (Hear, hear.)

Mayor W. B. Snowball: "I think the delegate from Kentville has hit the nail on the head. It would be a good thing for the Government to take over the roads, and I

think something along that line might be placed in the resolution before us. There are roads in this Province which are closed during the winter, much to the detriment of trade and of the people in this part of the country."

Mr. Fisher's resolution was carried unanimously.

FIRE INSURANCE RATES.

Mr. J. E. De Wolfe, Halifax, in introducing the subject of "Fire Insurance Rates," said: "It is well known that the fire insurance companies propose another advance in rates. I think Mr. Jarvis can tell us that it was proposed to raise the rates in St. John, but this had been deferred on account of opposition. We have found in Halifax that the

BETTER THE PROTECTION THE HIGHER THE RATES.

We were told that after we had made certain improvements in the fire protection system the rates would be reduced. We made the improvements and, instead of being reduced, the rates were raised 20 per cent. The question we have got to face is this: In the event of the fire insurance companies increasing their rates, what are we, as a Maritime Board of Trade, to do? I think a protest from this Maritime Board of Trade would have more effect than a protest from any one district. I would like an expression of opinion from this Board in regard to the matter."

FIRE PROTECTION MAKES NO DIFFERENCE.

Mr. E. C. Hanrahan, Sydney: "It does not make any difference what protection you have against fires. It seems to me the fire insurance companies have made up their minds to increase the rates no matter what classes of buildings you may have. We were told in our town that the water pressure was not strong enough. We improved it, and have now a water pressure of 75 lb. to the inch. Besides this we have a new fire engine, and still the insurance companies will not guarantee that the rates will not be raised. I would like to ask how the rates are in Halifax and St. John compared with those in Cape Breton?"

Mayor Snowball, Chatham: "What rate do you pay on your principal business streets?"

Mr. Hanrahan: "Three cents."

Mayor Snowball: "That is what we pay on Water street, our chief business street."

Mr. J. E. De Wolfe: "We have come to the conclusion that we have to pay for the losses in the west and elsewhere."

AN INSURANCE MAN'S VIEWS.

Mr. W. M. Jarvis said that he occupied a somewhat delicate position, representing as he did The Liverpool and London and

Globe, one of the largest British fire office for the Maritime Provinces, and, at the same time, appearing here as a delegate from the St. John Board of Trade. Under the circumstances he should ask leave to retire while this subject was under discussion.

Before doing so he wished, however, to say that the important company he represented had in no way intimated to him any dissatisfaction with the current rates of insurance in these Provinces, or with the business he had transacted for them.

SWEEPING ADVANCE IN RATES UNCALLED FOR.

This was all he could say for his company, but for himself he did not hesitate to express his personal opinion that sweeping advances in rates in the Maritime Provinces were uncalled for, and he would further add that if any companies had steadily lost money and urged those advances, the cause of such losses should be looked for in the management of their business, and charged rather to their own representatives than to the business community.

The business was one that called for the exercise of great caution and discretion. If companies accepted business indiscriminately and did not take proper pains to avoid

OVER INSURANCE

of unprofitable properties, or accepted too much liability in congested districts, there could be but one result. That result need not be incendiarism. It must be loss, either through the development in the property owner of a carelessness or even recklessness, or from excessive liability in proportion to the premiums received.

In one section of the Provinces an indiscriminate canvass for business had been made by a certain company or companies some 15 years ago. Fires continually occurred over the territory until the agent ceased to act. On making up the statistics it was a fact that the fires in that district during the three years, 1898-1900, were only about one-third in number of those which had occurred during a like period 10 years before when the canvass was going on.

Regarding Fire Insurance Boards.—Their proceedings were necessarily confidential since, if it were otherwise, agents might be continually accused of influencing increased rates, or of making use of the boards to advance their personal ends. But it might as well be understood that the Liverpool and London and Globe was no blind adherent. His company, it was well known, had been outside the Nova Scotia Board from 1893 to 1898, and outside in Prince Edward Island from May 1899 until April last.

But it was a serious matter for an important company to have these boards and so weaken the influence which they really exercised for good. Unfortunately, in the pursuit of increased business facilities, hazards were continually being introduced which were unheard of in former days. When the boards penalized these by higher rates they were acting in the best interests of the community.

GASOLINE AND INSURANCE RATES.

He would instance gasoline and remind the board of the accident at Chatham railway station three or four weeks ago, or the more recent fire at The Tribune printing office at Windsor. Gasoline was a most dangerous vapor product. If it came into common use both property and life must be endangered. Hence the boards forbid its use.

DANGER OF VARNISHED WOODWORK.

Then, again, there was the use of varnished woodwork for floors or ceilings. If a fire caught in such a case it spread with lightning rapidity, and gave off a black smoke which drove everyone from the building, or stifled those who could not escape. Instances were the Bamstead and Sutherland fire at Halifax and that in Police Magistrate Ritchie's dwelling at St. John. An extreme case might, however, arise where such a course even was preferable to consenting to some action which might cause serious injury to the community, and eventually to the company itself. He saw it stated in the Halifax newspapers that advances in rates were contemplated in that city. He was not here to say how far this was true, and how far not. But since he had come to this meeting he had been told by an influential merchant that some of the very agents who were claimed to be urging an advance of rates at Halifax, to take effect in the near future, were now urging insurers to place with them all the insurance they could at the current rates, so that the incidence of the expected advances might be postponed in their cases for a year at least.

If this were the case it formed

A STRANGE COMMENTARY

on the course which it was said was being pursued and showed a strange inconsistency on the part of the companies concerned.

He held in his hand a copy of The Universal Mercantile Schedule, admittedly in its principles one of the best authorities on fire insurance, although its rates and penal charges were suited to the latitude of New York, where the Schedule was prepared, rather than to that of the Maritime Provinces. He had with him, also, a letter from Mr. T. C. Moore, the president of the Continental Fire Insurance Co. and author

of the work. Mr. Moore stated that in his calculations of rates he allowed only 5c. in each dollar of premium for profit and 5c. more for conflagration or extraordinary risk. The balance of the premium should go for reasonable expense charge and for actual loss. If the previous record for a wide territory for years together showed the rates under such conditions excessive, this should be taken into consideration, and proper reductions should be made. If it proved them to be insufficient, no one surely could complain of some necessary advance.

CARELESSNESS AS A CAUSE OF FIRE

It continually happened that owners of property were increasing the hazard through thoughtlessness of the fire risk involved. If they did this, some increase of rate became a necessity, in the interests of the careful insurer. Of such special advances he did not see how anyone could reasonably complain. But it was a different question if sweeping advances were pressed upon the Maritime Provinces only because disproportionate losses had happened elsewhere where there was less of carefulness shown. It was well known, and he did not care to conceal it, that he was determinately opposed to such advances until it could be fairly shown that, in the actual experience of the Maritime Provinces in recent years, they were required.

He would now ask permission to withdraw while this subject was under discussion.

Mr. J. E. De Wolfe: "We would like to hear from some of the mercantile gentlemen here." He said that he had a building on one of the wharves at Halifax which had been used for junk purposes. The rate he then paid was 1½c. When he replaced this building by one of a better class his rate was increased.

TRURO'S EXPERIENCE.

Mr. C. E. Bentley, Truro, N.S.: "The matter has been thoroughly threshed out. We all admit that there is a grievance; but what are we going to do about it? There are places in the Maritime Provinces where the rates are deservedly high because they will not provide proper fire appliances. There are others in which the proper appliances have been provided. In Truro we have more than complied with the demands of the insurance companies, and yet we are threatened with an increase in our rates. Twenty years ago, before we had electric lights and before we had a fire department and our stores were lighted by oil lamps and stovepipes were everywhere, our fire insurance rates were 100 per cent. lower than they are to-day."

Mr. Geo. E. Calkin urged that more care should be exercised in trying to prevent

fires, and held that the insurance companies were not making money.

EXPERIENCE OF PRINCE EDWARD ISLAND.

Mr. W. H. Aitken, Charlottetown: "We have a good waterworks system in Charlottetown. We were told that our rates would be reduced. Instead of that, however, they have increased them, and the insurance companies have made a large sum of money out of Charlottetown. They told us we had to pay for the heavy loss that occurred outside Charlottetown. We will have to cancel a large portion of insurance. We cannot afford to pay it. We do not know where it is going to end. We will have to carry our own insurance to a great extent."

THE SENATOR BLAMES NEEDY AGENTS.

Senator Snowball: "We live in the district in which in 1825 was the greatest fire since the destruction of Sodom and Gomorrha. I refer to the great Miramichi fire whose smoke, it is said, could be smelt 700 to 800 miles away. Instead of saying where is the remedy, I would say, where is the evil. The trouble is there are too many needy people going about the country trying to make a living out of insurance premiums. The companies pay too much in commissions. I cannot say whether any of them get 20 per cent., but I know some of these agents get as much as 15 per cent."

"I believe," he continued, "that more than half the fires in the Miramichi districts during the last 50 years have been due to carelessness. Out of the lumber mills on the Miramichi river the fire insurance companies have made a handsome profit. I do not think I am exaggerating when I say they have made 100 per cent. The old Cunard mill was in existence for 50 years, and during all that time regularly paid insurance rates. True, it was eventually burned down, but consider the amount of money that had been taken out before that took place. As I said before, there are agents who take too many hazardous risks. You should combine to expose them. That is the remedy."

MARITIME PROVINCES AND LOSSES IN THE WEST.

Mr. Geo. Watt, Chatham: "It is in the western part of the country where the fires take place, and the Maritime Provinces have to pay for them. I believe the rates would be a great deal lower if the fire insurance companies who do business in the Maritime Provinces had their business in those Provinces managed therein, instead of from Montreal or some other point." (Hear, hear.)

THE EXPERIENCE OF CHATHAM.

Mayor Snowball, Chatham: "The President of the Maritime Board, being at that

time Mayor of Chatham, will remember that the insurance companies promised to reduce our rates. They wanted us first to get more hose, then patent harness, and now they tell us we will get a reduction of 20 per cent. if we put in a waterworks service, which you will notice from the appearance of our streets that we are doing, but it remains to be seen whether we shall get any reduction in our rates. Chatham has not had a fire of any importance for several years. Last year the Macdonald factory was burned, but that was due to lightning. The rate on our mills is 6 per cent., which is too high."

Dr. Muir suggested that perhaps a remedy might be found if business men would carry a part of their own insurance.

BRING IN U. S. COMPANIES.

Mr. J. E. De Wolfe: "Somemight be able to do this and others again might not. I would suggest that we write the insurance companies, urging that an increase in rates was not warranted, and that in the event of their doing so we would do all we could to bring in United States companies, and would also, as far as we are able, take stock in new local companies."

Secretary D. G. Smith: "I would suggest that further consideration of this question be deferred until to-morrow morning."

Mr. J. E. De Wolfe: "I beg leave to move that the chairman appoint a committee of three to draw up a resolution dealing with this matter."

Mr. Muir: "This is a burning question—(laughter)—and I think it would be a good thing for a committee to be appointed to draw up a resolution and present it to the convention to-morrow morning."

This idea was concurred in, and Messrs. J. E. De Wolfe, E. C. Hanrahan and C. E. Bentley were appointed a committee to prepare the resolution.

A brief discussion followed in regard to the necessity of retailers carrying sufficient insurance, but no motion was presented, and the matter dropped.

The convention adjourned shortly after 10 o'clock.

THURSDAY'S SESSION.

When the convention opened at 10 o'clock on Thursday morning the attendance was rather smaller than during the previous day, several members, on account of business pressure, having been compelled to return to their homes.

AN INVITATION FROM SYDNEY.

Shortly after the meeting opened the secretary read a letter from the Sydney Board of Trade extending a hearty invitation to the Maritime Board to hold its next

meeting in that town. The reading of the invitation was greeted with applause.

SECRETARY-TREASURER'S REPORT.

Secretary Smith presented his annual report, which read as follows :

The address of our president so well covers the points relating to the business of the Board that I have little to add that is of interest to you.

Although during the year I have endeavored to ascertain the status of different trade centres in regard to the continuation of boards which once existed or of new boards formed, the

RESULTS HAVE NOT BEEN SATISFACTORY, and, like my predecessors, I am not in a position to positively report the number of active local boards within our field of operations.

Such matter as I have had to distribute with the view of promoting interest in the Maritime Board of Trade has been sent to about 43 places in the three Provinces, but my best information leads to the conclusion that there are only about 30 active boards of trade amongst these.

DIGBY HAS ORGANIZED

and affiliated, but I regret to say I am in receipt of a note from the secretary intimating that the board of that enterprising town will not be represented at this meeting.

The different resolutions passed at our last meeting were forwarded to the bodies and individuals to whom they were directed to be sent, but I have had few responses, although action has been taken in directions desired by some of them.

PERMANENT SECRETARY RECOMMENDED.

My experience leads me to the conclusion that our Board requires a permanent secretary, resident in one of the large commercial centres, and whose occupation keeps him in touch with work such as that by which the objects we seek can best be attained, and I venture to suggest that he should be paid a fixed salary. Secretaries chosen from places other than those I mention, are necessarily busily occupied with their own affairs to too great an extent to admit of their giving adequate attention to the work of promoting and building up the Maritime Board. The demand for a secretary resident in the same place as the president for the time being is a valid one, but it can be met by the appointment of a corresponding or assistant secretary, and I shall invite your attention to such a change in our constitution as will provide for that proposed officer.

REVISION OF THE CONSTITUTION.

As under the constitution the order of last session for a revision of the constitution and by-laws and printing of the same could not be carried out, we have under the 20 days' notice provision, prepared such revisory matter as we think may meet your approval, and the same will be laid before you. I have had the by-laws, as they originally stood, printed in sheet form to place before members at this session, so that they may be the better enabled to assist in the revision.

My account of receipts and expenditures is duly prepared up to the opening of the meeting, and it can be closed and the balance struck as soon as desired. It is perhaps best, however, to defer closing it until after the time matures for the payment of the per capita dues of the local boards at this meeting.

I have had the subjects so far proposed for consideration during the session just opened printed for the convenience of delegates, and have arrangements perfected for issuing similar sheets at minimum cost of the arrangements of these and

any others that may be proposed when the same are dealt with by the list of subjects committee.

I have also procured a book in which the names of all delegates are to be entered (by themselves preferably) as they arrive, and beg to request that they will make a point of recording themselves therein, together with their boards and post office addresses in the columns designated for the purpose.

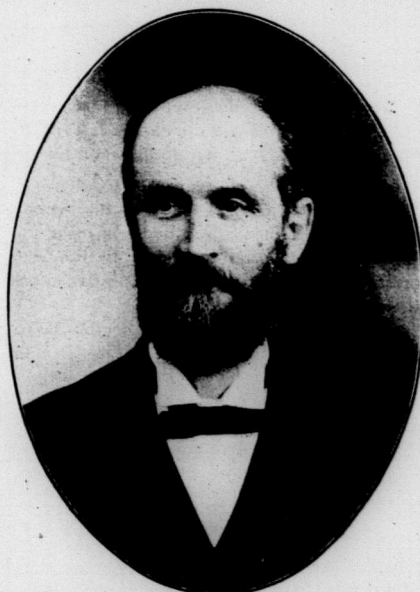
The Sydney Board again presses its invitation to this Board to hold its next annual meeting in that town.

On motion of Mr. W. M. Jarvis, the report of the secretary-treasurer was referred to the auditing committee.

FIRE INSURANCE RATES.

Mr. J. E. De Wolfe said that he was ready, on behalf of the committee appointed the previous evening to draw up a resolution regarding fire insurance rates, to report. He then submitted the following resolution :

Whereas, the cities and incorporated towns of the Maritime Provinces have spent, and are further



Mr. W. S. Loggie, the retiring President.

spending, large sums of money to provide the best fire-fighting appliances and to improve and extend the water services for fire purposes. And, whereas, the members of the Maritime Board of Trade, an organization representing some 40 local boards of trade, scattered over the three Maritime Provinces, have heard with great concern a proposed increase of fire insurance rates;

Therefore, resolved, that this Board enters a very strong protest against such proposed increase, and would urge upon the local boards the importance of their members resisting to the utmost this unfair and unjust proposition, and, that in the event of such increase coming into effect, united efforts be made to induce American or other companies to come in and do the business where applicable.

And, be it further resolved, that this Board request the fire insurance companies to separate the Maritime Provinces in their insurance calculations from the rest of the Canadian business, referring them to statistics of premiums earned and losses sustained in the Maritime Provinces in recent years in comparison with the other sections of Canada.

And, furthermore resolved, that a copy of this resolution be sent at once to the insurance authorities in Great Britain and in the United States.

Mr. W. H. Aitken, in seconding the resolution, said : "As Mr. Jarvis has said, the premiums depended largely on the losses incurred. When I was in the insurance business I found that a certain class of our risks did not pay. I consulted our office and suggested that we drop it. The result was that in about ten years we had

RECOVERED OUR LOSSES

and quite a little money was left in the company's hands, whereas before there was a deficit. The rates could be kept down to a proper basis by judicious management. We must not expect our insurance companies to do our business for nothing. The rates have to be in proportion to the losses."

Mr. Frank C. Allison : "According to that resolution do we pleege ourselves to cancel our insurance if the rates are increased? The reason I ask that question is that I represent a number of concerns whose insurance I would not feel at liberty to cancel in the event of an increase in the rates."

OBJECT OF THE RESOLUTION.

"What we want," explained Mr. J. E. De Wolfe, "is that the delegates here shall go back to their respective boards and take the matter up. It was proposed to cancel the policies only when practicable. It was next proposed to make it a hard and fast rule."

The resolution, as introduced by Mr. J. E. De Wolfe, was carried unanimously.

MARINE INSURANCE RATES.

"I understand," said President Loggie, when the subject of "Marine Insurance Rates" was reached on the order paper, "that the matter has been practically settled."

Mr. Jarvis : "I seconded the motion last year that brought this subject before this Board. Since then I have been investigating the matter, and, as far as I can understand it, the position is practically this : There is no doubt that there has been an increase in the rates on vessels on the St. Lawrence route. Against them there has been

A FURTHER DIFFERENTIAL

on account of the heavy losses, but not against the vessels for the Maritime Provinces. I may say that while Lloyds is the centre of the marine insurance system, the companies have practically the right to fix their own rates. Of course the companies are greatly influenced by the judgment of Lloyds."

MR. BLACK'S EXPERIENCE AT LLOYDS.

Mr. W. A. Black : " I have been looking into the resolution of last year, and I really do not see that we can pass another one that would help us to obtain what we in the Maritime Provinces seek. I happened to be in London two years ago, and was one of those who waited on Lloyds. But I cannot say that any great progress has been made since then. The gentlemen whom we met practically told us that we were in the position of buyers and they of sellers, and that if we did not care to buy we need not. After the conference I met, on the floor of Lloyds, the gentleman who had made this statement, and he told me that, personally, he

BELIEVED THE RATES TO BE UNFAIR.

'But,' said he, 'we have to draw the line somewhere north of Portland, and it is unfortunate that the Maritime Provinces are north of that line.' And then he added, 'If you continue your agitation you may finally succeed.' "The Maritime Provinces," continued Mr. Black, "are more favorably situated than they were a year ago, perhaps on account of the losses on the St. Lawrence, or perhaps on account of the efforts of this Board. Perhaps it is both. But I cannot see what we are to gain by another resolution.

"I would simply ask that the various boards

KEEP AGITATING,

and take advantage of every opportunity of advancing their claim for justice."

INTERESTS OF SHIPPERS AS WELL AS OF HULLS.

In closing Mr. Black urged the boards of trade to remember the merchants who shipped goods as well as the owners of the hulls. "The high rates are a drawback to the people who own the cargoes as well as to those who own the hulls," he said. "We should not forget that."

Mr. J. E. De Wolfe : "I would like to ask the secretary, Mr. President, if he has had any acknowledgment from the communication he sent to Lloyds according to instructions from this Board?"

Secretary Smith : "No."

Mr. J. E. De Wolfe : "Then I claim that it is the same in regard to marine insurance rates as it is in regard to fire insurance rates, the Maritime Provinces have got to make up for the losses incurred elsewhere.

CONFIRMATION OF MR. BLACK'S STATEMENT.

Mr. W. S. Fisher : "I would like to confirm what Mr. Black has said. Four years ago, when in London attending the convention of the Chambers of Commerce of the British Empire, I saw the Lloyds people,

and the answer I got was practically the same as that related by Mr. Black. They did, however, say that if any injustice was being done to us they would be very glad to consider it, if we would present our case to them. I have since, however, been told that the marine insurance rates do not cover the whole of the Maritime Provinces as a blanket. There are exceptions."

Mr. Black : "Yes ; that is so."

The subject was then allowed to drop.

FOREST PRESERVATION.

Mr. M. G. De Wolfe in introducing the subject of "Forest Preservation," said the resolution he had to offer was practically the same as that passed by the Annapolis Board. His resolution read as follows :

Whereas, the subject of forestry is a most important one, and there is no question, but that it has been too long neglected in Canada, and,

Whereas, the manufacture of lumber has been one of the most important industries in the Provinces of Nova Scotia and New Brunswick, and it is now anticipated that pulp mills will consume a very large quantity of standing timber, and,

Whereas, it is apparent to everyone that the deletion of the standing timber of all kinds of wood by forest fires and the axe is fast denuding our forest lands and rendering them of no value ; and,

Whereas, it is believed that with the prevention of fires, protection to the rapidly-growing timber and the systematic cutting of trees for lumber, our forests will be of value for many years to come ; therefore,

Resolved, that in the opinion of this Board of Trade, the Government should take immediate steps to see that suitable overseers or inspectors be put in charge of the timber districts of Nova Scotia and New Brunswick, as an incentive to owners of private lands to guard and protect all Government timber lands, and reforest any suitable areas that may be found fit for the purpose.

Dr. Muir, vice-president for Nova Scotia, said : "This is a very important subject and I have great pleasure in seconding the resolution."

Without further debate the resolution was adopted by a unanimous vote.

TRADE WITH SOUTH AFRICA.

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

That the attention of the local boards of trade be directed to the importance of the further development of trade between the Maritime Provinces and South Africa.

"I am not," said Mr. Jarvis, "engaged in business with South Africa, but it struck me that this question will be an important one in the near future. If you will look at the map you will find that there is a large part of Africa which is becoming British which was not British before. And that part of Africa, it seems to me, is

THE NATURAL MARKET

for the products of these Maritime Provinces. Take hay ; 13,000 to 14,000 tons

are exported from our ports. On account of the improved machinery which has lately been brought into use, hay can now be pressed into one-third its former size. The machinery which we have in St. John, and we would be very glad to show it to anyone who cares to see it,

TEARS UP THE HAY

and removes from it sticks and foreign substances. Hay is a large product of the Maritime Provinces, and there is no reason why our farmers should not take even greater advantage than they have of the South-African trade in this fodder. Hay is now no longer shipped as deckloads, as was the case formerly, on account of its bulk, but, being pressed into such relatively small bales, it is placed in the hold, and arrives at its destination sweet and clean.

THE DEMAND FOR LUMBER.

"It also seems to me that, in view of the present condition of affairs in South Africa, where there has been such an enormous destruction of buildings, etc., that there must before long be a large demand for lumber and other material. I regret to say that I cannot find that our merchants are taking much interest in the matter."

Mr. F. C. Simson seconded the motion.

HOW TO GET SOUTH-AFRICAN TRADE.

Mr. W. S. Fisher said he had had the pleasure of meeting Mr. Solomon, a gentleman from South Africa, who had spoken encouragingly of the prospects of trade with South Africa, "But," said Mr. Fisher, "he did not think there was a possibility of trade being done in South Africa by Canada until manufacturers and others sent men down there to investigate and learn what were the requirements of the country."

On the suggestion of Mr. W. S. Fisher, St. John, the president requested the managing editor of THE CANADIAN GROCER, to speak to the motion. In response to this request the latter referred to the report of the Canadian Trade Commissioner, Mr. James Cummings, who had recently visited a number of towns in Natal for the purpose of ascertaining what openings there were for Canadian products. In his report Mr. Cummings had said that there was a general demand for many lines which Canada was in a position to supply, and that he had also found Canadian goods being sold as the products of the United States. The editor of THE CANADIAN GROCER also pointed out the necessity for a

DIRECT LINE OF STEAMERS

between Canada and South Africa, and cited the experience of a Toronto firm whose consignment of goods for South Africa was allowed to be on the wharf in

New York for four or five weeks before being shipped, the preference being given to United States goods.

Mr. Jarvis' motion was finally adopted by a unanimous vote.

THE PREFERENTIAL REBATE ON BRITISH GOODS.

In introducing the subject of "The Preferential Rebate on Goods from Great Britain Imported Direct to Canada," Mr. J. A. Chipman said that he did not purpose making a speech, as the resolution he proposed offering fully explained the matter. The resolution read :

Resolved, that in the opinion of the Board the preferential Customs tariff, as applied to imports from Great Britain, should only apply to goods imported directly through Canadian ports, and that a copy of this resolution be forwarded to the Dominion Government and boards of trade in these and the Western Provinces.

Mr. W. A. Black seconded the motion.

Mr. W. S. Fisher : "It seems to me that it is wise for us to make a motion of this kind. At the same time I have very little hope that it will do any good. The opposition from the C.P.R. and the G.T.R. will be too strong. I believe, however, in agitating the matter." (Hear, hear.)

The motion was carried without further debate.

FAST ATLANTIC SERVICE.

Mr. J. A. Chipman, Halifax, in introducing the subject of "Fast Atlantic Service," said it was as old as Confederation itself ; in fact, it had been a question of anxiety to Boards of Trade of Halifax and St. John for the past half-century, while successive Governments had attempted to solve it. The trade of the country, which was increasing rapidly, demanded such a service.

He believed, with Sir Wm. Van Horne, that we would never have a firm foundation for

A PROGRESSIVE FREIGHT SERVICE

until we have established a fast Atlantic passenger and mail service. "Sir Wm. Van Horne," continued Mr. Chipman, "says the freight service follows the passenger service. Now, I want to know if you are all filled with the spirit to support this question, and that if this resolution passes here you will not allow it to lie dormant. I hope that the

SHADES OF THIS FAST ATLANTIC SERVICE will so rise up before the Government of Canada that they will be compelled to go on with this great undertaking. I beg to move the following resolution :

Whereas, the construction of the Intercolonial and Canadian Pacific railways was considered in the light of great national undertakings for the development of the foreign and international trade of Canada, and

Whereas, the vast and rapidly-growing development of the trade and resources of our country under these great transport facilities confirms the wisdom of Parliament in pledging the revenues of the country in aid of their construction, therefore

Resolved, that in the opinion of this Board our national pride is affected and our commercial progress retarded in consequence of the delay in our Federal Government in establishing this fast Atlantic service, and further

Resolved, that in the opinion of this Board there is a sufficient guarantee in the magnificent results which have followed the construction of our railways to warrant the Government in carrying out the completion of our national transportation facilities by pledging the revenues of our country to an extent sufficient to carry out without further delay the establishment of the fast Atlantic service, and further

Resolved, that a copy of this resolution be forwarded to the Federal Government, the several boards of trade in Toronto, Montreal and Quebec ; also to the members of Parliament from the Maritime Provinces.

STILL A LIVE QUESTION.

Mr. M. G. De Wolfe, Kentville, N. S., in seconding the motion, quoted extracts



Mr. D. G. Smith, the retiring Secretary.

from his annual address of last year in favor of the proposed Atlantic service. In spite of that it had been allowed to drop. He was glad, however, to see the matter again being brought to the attention of the Board. It showed that the question was still a live one.

COULD NOT AGREE WITH THE RESOLUTION.

Mr. W. S. Fisher : "I am sorry to say that as a Maritime Province man I cannot agree with the resolution. As I understand it, the resolution calls for a fast Atlantic service. Now, what we want most of all is a fast freight service. We know that New York has the very acme of passenger service, and yet we know that New York is not holding the freight. It is losing it.

IN FAVOR OF FAST FREIGHT BOATS.

"We cannot put on and maintain a line of steamers, equal in speed, to compete

successfully with those running to New York. We are a comparatively poor country, and would, I fear, be undertaking something we could not carry out. The boats that will be our keenest competitors will not be the fastest steamers, but the big, roomy steamers, such as the Oceanic. These steamers are capturing a large percentage of the ocean passenger travel as well as that of ocean freight. They are big and roomy, and being well loaded, are steady and comfortable. These boats do not require large subsidies. What does a day or two matter when comfort and safety are insured. I am ready to confess that at one time I was in favor of a fast Atlantic passenger service, but I have learned it is not the thing that Canada most requires."

MR. CHIPMAN REPLIES.

Mr. Chipman : "I wish to criticize a little the remarks of my friend Mr. Fisher. I should have said that the largest ships that cross the Atlantic to-day are the ships that carry the greatest quantity of freight. Mr. Fisher cannot build up a trade with second-class boats. We want the best. New York was

THE PIONEER

in passenger and freight. There at one time passed through her ports 55 per cent. of the total exports and imports of the United States. But New York is a very expensive port, and it has been impossible for her to provide accommodation for the large foreign trade that has developed in the United States. The railways, in consequence, have found it better to carry freight 400 to 500 miles farther to other ports, thus decreasing New York's relative proportion."

Mr. Fisher : "What is her percentage now compared with the trade to all ports?"

Mr. Chipman : "It is less than 40 per cent. I think it is only 38 per cent."

The discussion finally closed and then the motion was carried.

PERMANENT MATERIAL FOR PUBLIC WHARVES.

Secretary Smith introduced the subject of "More Permanent Material for Public Wharves and Breakwaters." In doing so he explained that owing to the attacks of a worm called teredon on the piles and other timber on the wharves and breakwaters of Northern New Brunswick, and of the limnoria on the wharves and breakwaters along the Atlantic coast, these wharves and breakwaters frequently had to be replaced after being in use but three or four years. This meant a heavy loss to the country. The teredon worm bored its way into the exterior of the wood and destroyed it in that way, while the limnoria worm ate the piles

and lumber away from the outside, something like a beaver would do. By creosoting the lumber it would be

PRESERVED AGAINST THE DEPREDATIONS of the worms in question. At present the creosoted wood that had been used had been imported from Virginia. He contended that by creosoting in Canada the piles and other lumber used in the construction of wharves and breakers, the Government would not only be saving money, but would be establishing a Canadian industry as well. He submitted the following resolution :

Whereas, the natural timber which is mainly used in the construction of Government wharves and breakwaters on the waters of the Straits of Northumberland and parts of the Atlantic Coast of Nova Scotia is rendered very perishable owing to the ravages of the teredo and limnoria worms, and,

Whereas, the creosoting of such timber is the only discovered method of preserving it from the operation of those destructive agencies, and,

Whereas, there are no creosoting works nearer to the Maritime Provinces than New York and Norfolk, Virginia, therefore,

Resolved, that this Board begs respectfully to suggest to the Dominion Government the desirability of aiding in the establishment of such works at some point in the Maritime Provinces where suitable timber is convenient and may be obtained and creosoted economically.

Mr. J. E. De Wolfe, in seconding the motion, testified to the damage that was being done at Halifax by the limnoria worm, and said that the creosoted lumber that was being imported from Virginia was not equal in quality to Canadian lumber used, as a rule, in the wharves and breakwaters, but, of course, it was creosoted, while the Canadian was not.

Mr. W. A. Black said that, while he did not think it would be wise for the Government to establish creosoting works, he favored its lending assistance.

ST. JOHN - DIGBY STEAMSHIP SERVICE.

When the question of recommending an increase in the steamship service across the Bay of Fundy, between St. John and Digby, was broached, Mr. J. E. De Wolfe said that, as he had opposed the idea a year ago at the Kentville convention, he would oppose it now.

Mr. W. M. Jarvis explained that the St. John delegates were absent when the subject came up at the convention a year ago. Had they been present they would have supported the motion which was brought up, although their own local board had not been able to arrive at an agreement in regard to the matter. "The position is this," explained Mr. Jarvis: "During the summer months the service is a daily one, but during the winter the steamer only runs three days a week. The service is a grow-

ing one, but the only way in which it can be made a daily one all the year around is by increasing the subsidy."

The subsidy at present is \$12,500 a year.

No motion was offered, and the subject was allowed to drop.

COMPLIMENTS FOR THE CANADIAN GROCER.

Mr. W. M. Jarvis, St. John, referred to the excellent report THE CANADIAN GROCER had given of the previous year's convention, and he would, therefore, move that a sum not exceeding \$20 be spent in securing copies of that paper containing a report of the present meeting, the said copies to be distributed among the different members of the Boards of Trade in the Maritime Provinces.

Mr. W. A. Black, Halifax: "It is very gratifying to think that the editor of THE CANADIAN GROCER has come all the way from Toronto to report the proceedings of this Board. His

REPORTS ARE FULL AND INTERESTING,

and of very great assistance in distributing information throughout the Maritime Provinces and the west as well as in regard to the subjects which are brought up for discussion here. I have much pleasure in seconding the motion."

The motion was carried unanimously.

The convention adjourned at 1 p.m. to meet again at 8 p.m.

Before President Loggie left the chair he reminded the delegates of the excursion down the Miramichi River, and hoped that every delegate would be on hand.

At 8 p.m. sharp a sufficient number of delegates to form a quorum had re-assembled in the hall ready for the closing business of the convention, having come direct from the steamer.

REPORT OF THE AUDITORS.

Mr. J. E. De Wolfe, on behalf of the auditors, presented the following report :

Your auditors beg respectfully to report that they have examined the accounts as presented to us by your secretary and treasurer, and have found same correct, and that there is a balance now to the credit of your board of \$139.75.

Your auditors beg further to call the attention of the Board to the fact that but 10 of the affiliated boards have paid their dues for the year. Some of them are several years in arrears, and we recommend that the secretary-elect be requested to communicate immediately with all delinquent boards, reminding them that they are in arrears, and requesting payment of amount due.

On motion the report was received and adopted.

RECOGNITION OF SECRETARY SMITH'S SERVICES.

On motion of Messrs. W. M. Jarvis and M. G. De Wolfe a vote of thanks was ten-

dered to Secretary Smith for the valuable services rendered by him, and an honorarium of \$50 was ordered to be paid him.

"I am much obliged, indeed, to the Board," said Secretary Smith, "but I think a great deal more could be done than I have done if you had a permanent secretary, or such a man of leisure as Mr. M. G. De Wolfe, of Kentville."

RAILWAY EXTENSION.

Mayor Morrison, Newcastle, proposed the following resolution :

Whereas the section of the railway owned by the Canada Eastern Company, and extending from the western end of the Indiantown branch of the I. C. R. to Blackville, 8 miles, is not operated, and

Whereas its operation would give that Government branch road advantage of the object for which it was subsidized by and constructed under Dominion control, viz., direct connection with Blackville and the Canada Eastern Railway at that point, and,

Whereas, such extension of the Indiantown branch would be of great advantage to Newcastle and the important lumbering centres between that town and Blackville, therefore

Resolved that the Dominion Government be asked to take such steps as will lead to the section between Indiantown and Blackville being operated in connection with said Indiantown branch.

In speaking to his motion, Mayor Morrison furnished concrete evidences of the inconveniences caused by the non-operation of the road in question.

Secretary Smith seconded the motion.

"I am thoroughly in accord with the people of Newcastle, for the link referred to in the resolution was one the Government compelled me to build," said Senator Snowball. "In the link, there is a bridge that cost \$11,000, and it is being allowed to rot away. The Government should buy the road and the whole Canada Eastern Railway as well."

The motion was adopted.

COLD STORAGE STEAMSHIPS FOR P. E. I.

Senator Snowball introduced the following resolution :

That in the opinion of this Board the Dominion Government should follow up promptly the action it has already commenced with a view of providing adequate steam communication with cold storage for the Province of Prince Edward Island, and that, in any arrangements so entered into, the east coast ports of New Brunswick should have full consideration, and their requirements for cargo accommodation as well as cold storage be met.

Senator Snowball, in speaking to the motion, said the Minister of Agriculture had decided to give no steamship a subsidy that did not possess a system of chemical cold storage, ice being too uncertain. It was only a few of the regular steamship lines that could afford to put in chemical cold storage. Tramp steamers could not afford it at all. Most of the steamships wanting subsidies for carrying products from Prince

Edward Island did not want to comply with the conditions laid down by the Minister of Agriculture. "I understand," said the Senator, "that when the Micmac comes back from South Africa that she will be fitted up with the chemical cold-storage system, and in the meantime it is well for us to agitate.

INFLUENCE OF THE MARITIME BOARD.

"I find that the influence of the Maritime Board of Trade is very great, and with that in mind I would urge the adoption of the resolution which has been placed in my hands. If a steamer cannot complete her cargo on the Island, let provision be made for her coming to any port on the mainland, except Halifax. Halifax and St. John already have subsidized lines. We have not. No port is mentioned in the resolution, for the simple reason that

CHATHAM IS THE PORT

most likely to be selected on account of her commercial importance and shipping interests."

Mr. W. H. Aitken, Charlottetown: "I have very much pleasure in seconding the resolution. It has been a matter which we have had before us many times, and we have about

GIVEN UP IN DESPAIR.

Sir Louis Davies is doing all he can to give us a steamer."

The resolution was then carried.

DISTRIBUTION OF CONSTITUTION AND BY LAWS.

On motion of Messrs. N. A. Black and M. G. De Wolfe, the president and secretary were authorized to have printed 500 copies of the constitution and by-laws and a portion of the same distributed, at their discretion, among the local boards of trade.

THANKS TO THE PRESIDENT.

Mr. J. E. De Wolfe, Halifax, moved a vote of thanks to President Loggie during a little lull in the proceedings. "I am sure," said Mr. De Wolfe, "that a great deal of the success which has attended this convention has been due to his untiring efforts."

Mr. W. H. Aitken seconded the motion, which was carried unanimously.

"I have much pleasure," remarked Vice-President Muir, who had in the meantime taken the chair, "of extending to you, Mr. President, the vote of thanks of this convention. I heartily endorse all that has been said."

President Loggie: "I can hardly find words to express my thanks to you for this hearty vote of thanks. While I feel I have given some time to the work of the

office, I feel that I have not given it all the time it demanded. When I took the chair last year, as you will see by the report of THE CANADIAN GROCER, I said I was a man who would have very little to say. I have had very little to say, as you know. I trust that our gathering together has

RESULTED IN GOOD

for the common interests of the Maritime Provinces, and with all my heart I thank you for your kind vote of thanks. Your presence has imparted enthusiasm, and I congratulate you that the meeting has been a success. We have had a delightful meeting." (Applause.)

NOMINATING COMMITTEE.

A committee to nominate officers for the ensuing term was appointed. It consisted of:

Mr. M. G. De Wolfe, Kentville, N. S.
Mr. W. M. Jarvis, St. John, N. B.
Mr. J. A. Chipman, Halifax.
Mr. W. H. Aitken, Charlottetown, P. E. I.
Mr. J. H. Harris, Moncton, N. B.
Mr. H. P. Robinson, Sussex, N. B.
Mr. W. B. Snowball, Chatham, N. B.
Mr. E. C. Hanrahan, Sydney, N. S.
Mr. D. Morrison, Newcastle, N. B.

On motion of Mr. N. A. Black and Senator Snowball, votes of thanks were tendered to the Mayor and Council of Chatham and to the press.

Mr. Geo. E. Calkin moved a vote of thanks to the local Board of Trade. This was seconded by Mr. W. S. Fisher and carried by a standing vote.

REPORT OF THE NOMINATING COMMITTEE.

The report of the nominating committee

was received and adopted, and the officers for the ensuing year are as follows:

THE NEW OFFICERS,

President—Mr. W. A. Black, Halifax.
Vice-President for New Brunswick—Mr. W. S. Fisher, St. John.
Vice-President for P.E.I.—Mr. Geo. D. Longworth, Charlottetown.
Secretary-Treasurer—Mr. Chas. M. Creed, Halifax.
Auditor—Mr. Frank O. Allison, St. John.

On being called on for a speech Mr. Black remarked: "I thank you for the honor you have conferred upon me, and only hope that my efforts may be as successful as those of my predecessors." (Applause.)

NEXT PLACE OF MEETING.

It was unanimously decided, on motion, to hold the next annual meeting at Sydney, N.S., the council being empowered to name some other place should occasion arise.

It was shortly after 10 p.m. when, on motion of Dr. Muir, the proceedings were brought to a close, and the seventh annual convention of the Maritime Board of Trade was concluded.

DOWN THE PRETTY MIRAMICHI.

THE DELEGATES HAVE A DELIGHTFUL TRIP TO THE MOUTH OF THE RIVER.

Successful as the business part of the convention of the Maritime Board of Trade was, the entertainment was none the less so. The Town Council, the local Board of



A snap-shot by Secretary Smith at the St. George, bearing the Maritime Board of Trade delegates down the Miramichi to Burnt Church.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

Trade and Senator Snowball concentrated their energies in making the stay of the delegates pleasant, just as the officers of the Maritime Board concentrated their efforts in making their stay profitable to the commercial interests of the three Provinces.

Accordingly, at 2 o'clock on Thursday afternoon, a party of about fifty, all of the male gender, assembled on board the steamer St. George, which had kindly been placed at the disposal of the local board by Senator Snowball for the entertainment of the visitors. The Senator was on hand to see that everything was in order, and his estimable wife, with other lady members of the family, drove down to the wharf with a basket of pretty button-hole bouquets for the visitors. Just as the boat got out from the wharf Secretary Smith levied a camera at her, and the result of his snap shot is the cut which is printed elsewhere in this issue.

The destination of the steamer was Burnt Church, so called because of a church which was destroyed by a British ship, the one, by the way, which was conveying the remains of General Wolfe to England, in retaliation for the murdering of a part of her crew by Indians, in which deed, it was claimed, some French soldiers had participated.

A FUTURE POPULAR SUMMER RESORT.

Burnt Church is a healthy-looking village on the north bank of the Miramichi, and where the river is about nine miles wide. It is delightfully situated, and some day it should become a famous resort for tourists, for not only is the air most bracing, dry and invigorating, but there are plenty of good fish to be caught in the vicinity. A fine, substantial wharf 1,100 feet long is being built at Burnt Church by the Federal Government, and in a week or so will be completed. The delegates, after a delightful sail down the river, were landed on the wharf, and were given a short time in which to visit the village.

The return journey was begun shortly after 6 o'clock, and when the St. George was well on her way the visitors were

invited to take seats at two long tables which had been set under the awning in the stern of the boat. The

MENU WAS BOTH AMPLE AND GOOD, and the guests were soon satisfying an appetite which had been made keen by the bracing breezes of the Miramichi. The menu disposed of speech-making was in order, with President Loggie in the chair.

Senator Snowball, in proposing the toast of the "Maritime Board of Trade," said: "I have sat in many a deliberative body—in the House of Commons and in the Senate—but I have never sat with a more able body of men than those of the Maritime Board of Trade." (Applause.)

President Loggie, in responding, thanked the local board and Senator Snowball, on behalf of the Board, for the pleasant entertainment which had been provided. "We have enjoyed ourselves immensely," he said. And everyone applauded.

DR. MUIR CONFESSES.

Vice-President Muir was in a penitent mood. "I felt last year," he said, "that we had made a mistake in deciding to hold our next convention in Chatham. I confess to you I made a very great mistake, particularly since we came down this delightful river." (Applause.)

HE WILL ADVERTISE THE MIRAMICHI.

Ex-President De Wolfe, after thanking the local board for the excellent reception which had been tendered the visitors, remarked: "You have a magnificent river here. What you want to do is to advertise it. That is what I am going to do and that is what I hope every delegate will do. (Applause.) When I come down here again I hope the Canada Eastern Railway, which runs into your town, will be

A PART OF THE INTERCOLONIAL

system. And that you will have no discriminating rates against you." (Hear, hear.)

WILL COME AGAIN.

Ex-President Jarvis: "We shall never forget your hospitality. I am glad to say

that I can speak of myself as being one of those who advocated the holding of the convention in Chatham. Many here have visited the Miramichi for the first time. I am sure it will not be their last." (Applause.)

Before taking his seat Mr. Jarvis proposed the toast of the "Town Council of Chatham."

INDUSTRIES ON THE MIRAMICHI.

Mayor Snowball, in response to the toast, expressed the hope that the visitors would go away from Chatham having a better idea of its importance than they had when they arrived there. He referred to the industries on the Miramichi, and showed that the export trade in lumber aggregated over \$1,000,000 annually, the fisheries about \$200,000, and among others there was the blueberry picking industry.

WISHED FOR MORE SUCH MEETINGS.

"The Government of New Brunswick" brought the Hon. J. F. Burchell to his feet. "I wish these meetings could be held more often," he said. "I claim that business men do not get enough into touch with each other. It would have been better, it seems to me, if at the time of the Confederation of the Dominion there had been a CONFEDERATION OF THE MARITIME PROVINCES.

Such a commercial force as the Maritime Board of Trade is, however, drawing these Provinces closer together."

Mr. J. A. Chipman, in proposing the health of the Mayor of Newcastle, declared that he was filled with admiration of the surroundings of the Miramichi district.

Mayor Morrison, of Newcastle, spoke of the pleasure he felt in meeting with the business men of the Maritime Provinces. He, too, felt that it would have been better had there been a confederation of the Maritime Provinces instead of that of the Dominion, for he feared that there was little sympathy with them in the western Provinces.

The managing editor of THE CANADIAN GROCER, being called upon, declared that

HOW OFTEN YOU HEAR IT SAID

"Our Spices are as good as L. P. & Co.'s."

This is the guarantee given. **BUT** no difference of opinion exists in the mind of any grocer when our L. P. & Co.'s Spices are compared with others.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario

THE RETAIL GROCER should sell WILSON'S FLY PADS.

BECAUSE they are 300 times cheaper than Sticky Paper.

BECAUSE they are vastly superior to any other Fly Poison.

BECAUSE they always give satisfaction.

BECAUSE they pay 100% profit.

Avoid Unsatisfactory Imitations.

Archdale Wilson, Hamilton, Ont.

PURE

**ALWAYS SATISFACTORY
PROFITABLE**

Canada Baking Powder

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

James Turner & Co.

Wholesale Grocers

HAMILTON.

TORONTO EXHIBITION, AUG. 26 -- SEPT. 7.

A cordial invitation extended to all our customers and intending buyers to visit us when in the city.

Office and Warehouse, 49 Front Street East.

Thos. Kinnear & Co., Wholesale Grocers, Toronto.

the two speakers who had expressed regret that there had not been a confederation of the Maritime Provinces instead of the Dominion had based their premise on a wrong conclusion. The

FEELING OF NATIONALITY

was growing and growing with the development of the natural resources and trade of the country. Naturally, the development of the national sentiment increased the interest and concern of the different Provinces with each other. The trade between the western Provinces and the Maritime Provinces was, he was glad to say, mutually growing. The more the business men of these Maritime and western Provinces were brought into contact with each other the more would not only trade but good-fellowship and sympathy develop, just as had been the case in the Maritime Provinces since the formation of the Maritime Board of Trade.

Before the wharf was reached speeches had been demanded from Senator Snowball, Mr. C. E. Hanrahan, Ald. Murray and Ald. Hocken. And then like dutiable business men the delegates hurried away to the town hall to complete the business of the convention.

CHATHAM'S TIME.

The watches and clocks in Chatham are set to time 30 minutes ahead of eastern standard time. At one time it was 36 minutes and a fraction ahead of standard time, while Newcastle, up the river a few miles, was one hour ahead of standard time. Finally the two towns got their heads together and agreed upon a uniform local time of 30 minutes ahead of standard time.

CONVENTION NOTES.

On to Sydney in 1902.

The Moncton delegates travelled in Manager Russell's private car.

It was announced before the convention adjourned that a board of trade had been formed at Glace Bay.

FRASER RIVER SALMON PACK.

The salmon run this year has been one of the largest in the history of the canning industry and will result in a pack, which, while it may not be the highest on record, will be of very considerable dimensions. The total pack of the Fraser river canneries this year will be between 700,000 and 800,000 cases, as there are 48 cans in each case, a little multiplication will show just

what that number of cases means. The last time that the pack was as large as that of this year was in 1897, which was a record year, and was characterized by a run of salmon which has not been equalled since. Then the total number of cases was 860,459. Some people are sanguine enough to think that before this season is ended even that figure may be passed.

The output of the other years since 1894 has been comparatively small, and that of last year, 316,522, is the lowest of any except that of 1898, when only 256,101 cases were put up. The figures for the other years were: 1899, 506,383; 1896, 356,948; 1895, 400,368; 1894, 363,967. These figures are for Fraser river only and are greatly augmented by the product of the other canneries on the Coast. In 1897, which was the last run of the four-year cycle, the total pack of salmon was over one million cases, and it is expected that this season also the output will be over the million mark.

PERSONAL MENTION.

Dr. Muir, president of The Truro Condensed Milk Co., Truro, N.S., was in Toronto on Sunday.



Are You Aware

that the surest way of losing custom is to handle **Imitations**, that is, which are made to look like some standard article, but which are of inferior quality?

The imitation fiend is trying to get in his work with copies of our Jars and Labels. **Beware of him.**



When visiting the City we cordially invite you to make

← **36 YONGE STREET** →

your down town headquarters. Our staff and services will be at your disposal.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

PROVISIONS IN NEW YORK.

Lard, west opened $2\frac{1}{2}$ c. up September and top of day, to lose $2\frac{1}{2}$ c. and close thus and unchanged, with August and spot; October opened 5c. up, lost it and closed unchanged for the day; January opened unchanged, gained $2\frac{1}{2}$ c., lost 5c. and closed $2\frac{1}{2}$ c. off for day. Here little doing. Nothing reported for export to any market, city or western. We quote: City refining, 8.50c.; export, 8.62c.; iron-bound, nominal; western, 9.20c. nominal.

Lard products, dull, featureless and unchanged in absence of any activity in any kind for any market. We quote: Refined, Continent, 9.40c.; South America, 9.87 $\frac{1}{2}$ to 10c.; Brazil, in kegs, 11 to 11.15c.; compound, 7 $\frac{3}{8}$ to 7 $\frac{3}{8}$ c. as to brand, for car and job lots.

Pork, west opened $2\frac{1}{2}$ c. up September, gained $2\frac{1}{2}$ c. more, broke 10c. with corn and so closed 5c. off for day, with some switching of this month over; October opened unchanged, advanced $7\frac{1}{2}$ c., broke 10c. and so closed $2\frac{1}{2}$ c. off for day; January started $2\frac{1}{2}$ c. up, lost $12\frac{1}{2}$ c., rallied $2\frac{1}{2}$ c. and closed $7\frac{1}{2}$ c. off for the day, after fair trading. Here no change reported and only jobbing sales of 260 to 300 barrels. We quote: Mess, \$15.75 to \$16.75; clear,

\$16.75 to \$18; family, western, \$16.25 to \$16.50; city, \$16.50.

Beef products, there was no change, or news or business beyond job lots reported. Quote: Corned and roast beef, \$1.25 in 1-lb. cans and \$2.25 for 2-lb.; 4's, \$4.50; 6's, \$7.50; 14-lb. \$17.50; canned ox tongues, \$5.50 for $1\frac{1}{2}$ lb.; \$6.75 for 2-lb.; \$8.25 for $2\frac{1}{2}$ lb.; lunch tongues, \$3; potted and deviled hams and ox tongues, 40c. for $\frac{1}{4}$'s, 75c. $\frac{1}{2}$ -lb.; chicken, 75c. for $\frac{1}{4}$'s, and \$1.35 for $\frac{1}{2}$ -lb.; \$1.25 to \$1.30 for $\frac{1}{2}$ -lb. tins sliced smoked beef; \$2.15 for 1-lb. do.; glass, \$1.25; 1-lb. do., \$2.25; mess, \$9 to \$9.50; packet, \$10 to \$11; family, \$10.50 to \$12; seconds, do, \$14.95; extra Indian mess, in tierces, \$15.50 for fair to choice brands for export; seconds, —; tongues, nominal. Beef hams, New York, cost and freight, \$20 for sets; \$20.50 to \$22 for insides and knuckles; job lots, latter only, \$21.50.

Bacon, west opened $2\frac{1}{4}$ c. off September, advanced 10c., lost 5c. and closed $2\frac{1}{2}$ c. up for the day, while October opened 5c. up, gained $2\frac{1}{2}$ c. more, lost 10c. with corn and recovered 5c., closing $2\frac{1}{2}$ c. up for the day. January started $2\frac{1}{2}$ c. up, lost $7\frac{1}{2}$ c. and so closed, 5c. off for the day with corn.

Meats, backs and bellies are bringing more in Boston than here and selling in 50-

box lots at $8\frac{1}{8}$ c. for the former and $9\frac{1}{4}$ c. for the latter. Here nothing is reported doing and no change. Quote: City pickled shoulders at 7 to $7\frac{1}{4}$ c.; city pickled hams, $10\frac{3}{4}$ to $11\frac{1}{4}$ c.; smoked hams, $11\frac{1}{8}$ c.; Western s. p. do., 16 to 20 lb., $10\frac{3}{4}$ c. in tierces here; 10 to 14-lb. do., nominal; California hams, 8 to $8\frac{1}{4}$ c.; skinned hams, $11\frac{3}{8}$ c.; Eastern d. s. bellies, $9\frac{3}{4}$ c. asked; city pickled, $9\frac{1}{2}$ c.; backs, $7\frac{3}{8}$ c. for pickled and $7\frac{1}{8}$ c. asked for d. s.; city rib pickled bellies, $8\frac{3}{4}$ c. for 16-lb. and 14-lb. loose; 9c. for 12-lb., $9\frac{1}{2}$ c. for 10-lb. and $10\frac{1}{2}$ c. for smokers. Green bellies, city, 9 to $9\frac{1}{2}$ c.; green hams, 10c.

Hogs at Chicago opened 10c. up. Receipts to day, 32,000; estimated to-morrow, 24,000. Official receipts yesterday, 12,715; shipments, 1,257; left over, 2,586. Omaha receipts, 4,200. Kansas City, 3,500. Receipts of hogs (part estimated) to-day at interior points, 35,400; shipments, 3,300; receipts one day this week, 33,400; do. last week, 33,200; do. last year, 83,400. This market was $\frac{1}{8}$ c. up from the lowest of Saturday.—N. Y. Journal of Commerce, August 27.

John Sloan & Co. have in stock Sir Robt. Burnett's English malt vinegar, $\frac{1}{4}$ casks.



When a customer asks for Marmalade you are safe in recommending

UPTON'S.

Real marmalade, made from choicest oranges and finest granulated sugar.

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



WHY ARE GOOD CLERKS SCARCE?

FROM my remarks on this subject last week there has come to me a wonderful lot of different opinions. If you remember I said this: The clerk was not taking the interest he should in his employer's business because his employer neglected to so instruct the clerk in his duties toward that business. Therefore the fault is equally divided. I always hold to the old saying, "Confidence begets confidence," and no salesman is worthy of a place behind the counter whom his employer cannot trust. In the very large stores where salesmen are constantly being changed and where they are continually kept under surveillance, one cannot expect that pride in the store and in the position they hold, as in a smaller store where the head of the establishment can be constantly in touch with his salesmen. This is an important point that the small store can always beat the larger. A man who has in his employment say two or three clerks can come into closer touch with them than can the man who employs twenty. When a clerk cannot feel his employer's interest in his welfare how can he give him his best effort? It's not natural. Human nature is the same the world over. I asked some well-known merchants their opinions on this subject. Said one: "It has always been our constant aim to give our patrons the best clerk service obtainable and we set a very high value on our reputation in this respect. We consider discourteousness the worst fault for a clerk to have, and we would discharge a salesman quicker for that than most other faults. We consider we owe much of our success in business to this fact—our customers are served by pleasant, well-dressed salesmen."

Another grocer said: "I don't have trouble with my clerks because I pick the 'good ones.'" He evidently has a high opinion of his men. Another merchant says: "The trouble with most men is, they hire cheap 'help' and then grumble at what they get for their money. I pay a good salary and can generally get good men who can earn their pay. With me it's a case of 'pay the price and you get the goods.'" There is one truth in this man's saying, and, as a rule, in the grocery business it is the "cheap ones" that give the most trouble. Profits are small and it's hard to find a merchant who does not try to economize by keeping down the wages of his clerks. Poorly paid clerks have no ambition and are unable to spend the money they should on their clothing. Here, to

my mind, is what is keeping the best young men from going behind the counter—the smallness of the wages that are paid in the ordinary store. This is being remedied somewhat and wages are increased in a number of places, but there is yet room for improvement. May the efficiency of the clerks continue to outstrip by far the monetary remuneration they receive!

MY MISTAKE.

In my last number I said in reference to the early-closing by-law, "Municipalities may pass a by-law when a petition is presented signed by two-thirds vote of those engaged in the business." This should read "Municipalities 'must' pass a by-law when petitioned by a two-thirds vote of those engaged in the business" and they "may" pass this by-law without the two-thirds vote. This correction you will readily understand.

VINEGAR AND PICKLING SPICE.

The grocery store windows are now announcing the pickling season at hand with vinegar barrels and pickling spice arranged therein. This is all right, and I think more vinegar and pickling spice are sold thereby. It is correct to bring seasonable goods to the front—when people see them it reminds them of their need of the goods.

THE MAN WHO IS HIS OWN CLERK.

Here is what my friend says on this subject:—"A man who is his own clerk has the advantage of coming into direct contact with his trade, of knowing them better, becoming more familiar with their whims and preferences; and can detect and adjust difficulties more readily than can the larger store. These are the things that permit him to exist. Were it not for these, the big store would have crushed him out long ago. As it is now, they never can, and it will always be the little man's privilege to live." I agree with my friend. It is wonderful how things like these adjust themselves, the man who is his own clerk is all right for all time to come. May he live long and prosper is all the harm I wish him.

GEM JARS.

"S.W." asks if it would not be wise to cut the price now as he has a big stock and they are not selling.

There is not a large amount of money in these goods at the best of times. If you think you are likely to carry them over, you had better try and get them sold even if you do not make a profit. My idea is to make cost if possible. This season has been a very poor one for fruit, thus causing a large number of jars to be still unsold on the dealers' hands. Remember, too, that selling goods at cost means adding to the purchase price sufficient margin to cover the expense of the service. Every article in a store must bear a proportion of the expense incurred for freight, cartage, rent, insurance, taxes, light, fuel, clerk hire, loss of handling. All this has a right to be added on the purchasing price, if not, you are selling below cost, and thus depleting

your capital to the extent of which you ignore the above items. I never liked this "at cost" business and we hear so much of it these days, yet, on the other hand, we must all watch our stocks and see the goods are properly turned over each season.

THE POTATO MARKET.

From a section that usually grows a large quantity of potatoes for export has come to me a report of the failure of the crop.

We are threatened with a potato famine this season according to all reports. From what I have heard there appears to be a very great shortage in this section. If we cannot get potatoes we'll have to eat turnips or some other vegetables, although nothing after all takes the place of potatoes on the table. The price will rule high this season. I wonder if Ireland will be able to supply us when our crop is exhausted. I will ask my good friend from Dublin, "P. O'C.," who is my most eminent authority on subjects of this description, including "Home Rule."

"R.K." is starting business and wants to know what percentage he should have on his goods.

Now, how in the world can anyone answer satisfactorily a question like the above! No hard and fast rule can ever be laid down by one unfamiliar with local conditions. This matter must be determined by the nature of the opposition, character of the goods in demand, whether the business is cash or credit, and numerous other conditions. These are matters of study and will have to be gained by experience. You are in the business for all the profits you can get out of it. Arranging and adjusting will all come in due time. I wish you every success and if I am able to assist you in any way, write me. I regret, owing to above reasons, I am unable to help you in the above questions.

"M.W." is the youngest clerk in the store and feels that he is imposed upon by the older.

This is a common experience in all stores, the weakest has to suffer but the training is all right for you. Don't complain. Be obliging—never discourteous—and you will find this trouble will soon pass away. So many young boys think it is smart to be saucy to those older than they. This is a very bad fault and I hope you will not fall into it. The best plan is to work away and try to forget your little troubles. Be cheerful, and do your duty in a willing way and you will soon get over feeling hard towards anyone. Don't magnify these little wrongs by continually thinking about them. Let your mind be upon your work and don't give occasion for anyone to be mean to you, and see how soon it will all end.

Mr. C. Beacham, who met an untimely end at Newcastle, Ont., in company with two sons of Canon Farncomb, was one of the successful sons of Ontario who have made names for themselves in New York. He had resided there for the past 13 or 14 years. He commenced his grocery experience as a clerk for Messrs. Jackson & McTavish in Lindsay, then he went to New York and entered the employ of Messrs. Park & Telford, and by his honesty, industry and executive ability rose in their employ until for the last few years he had the management of the 72nd Street and Columbia Avenue store. He was a man of fine appearance and sterling character, a friend to all in need; one whose life was an example of morality and integrity. He has been removed just as life appeared to be broadening out for him, and his many friends in Ontario will deeply regret the sad circumstances.



YOUR VINEGAR SALES

for the next month or six weeks are bound to very materially increase—more of that article will be required from now on for table use and the putting down of pickles.

IT IS JUST AS EASY to thoroughly satisfy and delight your customers by selling

Imperial White Wine Vinegar

as in handling ordinary grades, which cost the same to buy. Imperial needs no recommendation from us after once being tested. It is perfection in vinegar manufacture: It is clear, sparkling, full, mellow flavored, and of standard Government strength. Imperial is always uniform and reliable.

You will soon be laying in your supply for the Winter months. Remember the name,

IMPERIAL.

WE MAKE NO NOISE

about selling vinegar cheap, and yet our regular price for A 1 XXX is only **18½c.**, so why pay more? Then, again we still have a few tomatoes at **75c.** Another snap—Aylmer 2-lb. tins catsup at **50c.**

We are out for your trade. Come in and see us next week.

JOHN SLOAN & CO., - - TORONTO.



Profits in Business

Come From a Quick Turnover.

There is no profit in the goods until you have them sold. **Kent Baked Beans** make sales easy. Those who get them once **ask** for them again. Try a case and introduce them to your customers. The results are sure.

In large, flat cans, to retail at 10c.

THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

THE AMERICAN AND CANADIAN TEA MARKET.

(From The Home and Colonial Mail, London, Eng.)

MR. P. C. LARKIN, of Toronto, who is in London, was interviewed by us, and frankly spoke his mind on the subject of the American and Canadian markets for Indian and Ceylon tea, and the course to be adopted if business is to be rapidly developed.

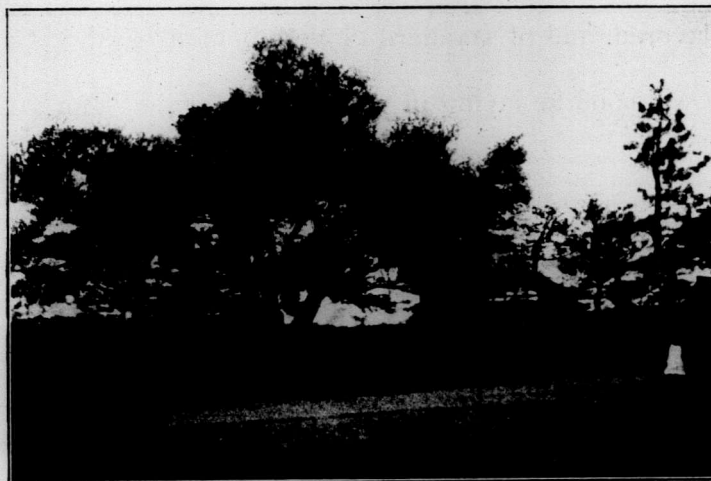
Mr. Larkin, who is evidently enterprising to his finger-tips, related briefly his experiences in introducing Indian and Ceylon teas to the notice of the American and Canadian consumers, who are reached through the branches of The "Salada" Tea Co., which he controls in both countries. He told how the work was slow at first, but he quickened it by giving publicity in all kinds of ways to the merits of these teas. How the sales increased, and how he caused them to increase more rapidly by spending more and more on advertising. Having built up a business in "black," Mr. Larkin tried his hand with "greens," and, partly at his suggestion, planters have manufactured green teas, which, in his opinion and that of all experts, entirely eclipse the Chinese and Japanese makes, and bid fair, if planters will only maintain the standard of excellence, to hold the market and entirely rout the enemy. "But it is slow work this capturing a market," and here Mr. Larkin was most emphatic; "it means enterprise and the expenditure of money. The money will all come back many times over though the enhanced price of tea in London if planters and their representatives will set about the work of securing and developing trade on the North-American continent, not by mild spurts, but by quick, systematic, and sustained effort, which will achieve lasting results and open up a large, steady, and continuous demand." Of Indian and Ceylon greens Mr. Larkin spoke enthusiastically. "They are simply splendid, and nothing can stand against them, but how on earth are people to learn of their merits unless they are informed by newspaper and other forms of advertisement? Publicity is the requirement. India and Ceylon have, since the introduction of green tea, the very article that is wanted to suit the consumer, but rapid development is necessary, and that rapid development can only take place if planters recognize the difficulties those who are pushing their teas have to contend with, and the only effective way of overcoming them." We asked Mr. Larkin, apropos of the statement of the United States Secretary of Agriculture that the Gulf States would soon supply the entire American market, what he thought of the

home-grown tea. He smiled a sarcastic sort of smile which expressed much, but then said quickly, "All the more reason for speed in pushing the trade in Indian and Ceylon teas, so that immediate and tangible results follow. Do the work thoroughly, speedily, and cleverly, and there is a sure and safe market." And Mr. Larkin took his leave.

TO MAKE GOOD COCOA.

1. Start with a pure cocoa of undoubted quality and excellence of manufacture, and which bears the name of a respectable firm. This point is important, for there are many cocoas on the market which have been doctored, either by the addition of alkali, starch, malt, kola, hops, etc. The treat-

*To Summit Office
5-9-01*



Cherry Trees in Full Bloom in Japan.

ment of kola with alkali is to render it more miscible with water; and, therefore, a cocoa which seems to dissolve very freely in water should be regarded with suspicion. If the cocoa thickens very much in the cup, even though a small quantity is used, it probably points to an addition of starch, which lowers the nutritive value of the beverage. The addition of other constituents is unnecessary and have no good effect, but, on the contrary, may be positively harmful.

2. With a little warm water or milk, thoroughly reduce the powder to a fine, thin batter, carefully crushing down all lumps.

3. Pour on boiling water as quickly as possible, stirring rapidly. It is necessary that the water should be really boiling; if just below the boiling point a perfect mixture is not obtainable. If milk be employed, it should also be at a boiling point.

Cocoa prepared in this way forms, with water or milk, a perfect mixture, and leaves

no sediment in the cup. It is a good plan to stir the contents of the cup now and again between the intervals of drinking.

If cocoa is to be prepared in large quantities for catering, the best plan is to bring the water to the boil, and then gradually add the powder to the boiling water, constantly stirring. — Caterers' Gazette, London.

A UNIQUE ADVERTISEMENT.

Slowly, quietly, soberly a procession of six of the strangest looking folk that have been seen in Toronto for many a day, walked up Yonge street. The people on the street were immediately interested. Curiosity was aroused, for not only were each of the six of a dark, nut-brown complexion, and garbed in the fancy costume of the Cingalese from their broad turban to their long-toed shoes, but each bore a tea-

tray, kettle and cup, as if serving some of the finest of pure Ceylon teas.

The coloring of the costumes was bright and attractive, and the procession so quiet and stately that everyone stopped to have a look, and heads appeared, as if by magic, in doors and windows.

"Who are they?" was the frequent query.

Sometimes the answer was not forthcoming, but more often it was: "Why, don't you recognize them? They're the men whose pictures are in the Ross Tea Company's advertisement, and on the packages of Ross's Tea. That's the way they dress in Ceylon where that tea comes from."

The advertisement was unique, and proved a hit—in fact, one of the best hits that have been made in Toronto for some time. It was, too, one of the hits that have to be seen to be fully appreciated.

John Sloan & Co. are offering several Exhibition specials.

NEW PEELS JUST IN STORE

"Anchor" Brand—THE FINEST OF IMPORTED PEELS. DRIPPED CAPS
FREE FROM SUGAR.
LEMON, ORANGE, AND CITRON.

"Sterling" Brand—FINE CANDIED PEEL, SUPERIOR TO DOMESTIC
BUT AS LOW IN PRICE.

DRAINED PEEL, SPECIAL FOR CONFECTIONERS' USE, IN 1 CWT. KEGS.

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

HINTS TO BUYERS.

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

Henri Jonas & Cie announce that they have just received, per ss. Wassau, of the Franco-Canadian line, 75 cases mushrooms, 1st's; 50 cases Rionel mushrooms, 2nd's; 50 cases Dutheil, 1st's. They also expect, per ss. Gart Castle, next week 550 cases Delory's French peas and 200 cases sardines.

We are doing big business with "Kincora" this month. You know it—a 25c. line; costs the trade only 18c.

Lucas, Steele & Bristol are offering inducements to olive buyers. Their 25 and 50 cent lines are of A1 value.

"Kiji" Tea is shortly expected by Lucas, Steele & Bristol in bulk—4-lb. packets and 1-lb. packets.

Buyers should see the attractive tea bags offering by Lucas, Steele & Bristol. They are quite pretty.

Attention is called to the fine assortment of spices Lucas, Steele & Bristol's travellers are showing.

THE UNITED FACTORIES, LIMITED.

One of the most important announcements published by The Canada Gazette last week was the incorporation of Boeckh Bros. & Co., of Toronto; The Wm. Cane & Sons Manufacturing Co., of Newmarket, Limited; and The London Brush Factory, of London, Ont., which was previously owned by Thomas Bryan, under the style of The United Factories, Limited. The organization of the new company, of whom Emil C. Boeckh, A. M. Wills, accountant, L. W. McKeown, barrister, Toronto, are the provisional directors, and which has a capital stock of \$1,500,000, is as yet in its early stages.

"You understand," said Mr. Boeckh to THE CANADIAN GROCER, "the Boeckh and Cane companies have been working in

conjunction for some time. So we are merely taking in the London concern and perfecting our organization. The different factories will probably continue under the same management as at present, as the owners of the three concerns are all shareholders in The United Factories, Limited. We will be able to effect economies, but it is too early to go into details."

DO IT NOW.

Such is the terse advice given on one side of a folder which Boeckh Bros. & Co., Toronto, are sending out. On the other side further details are given. The argument maintained is that the time to order fall stocks of brushes, brooms and woodenware is "now." The suggestion is a good one and should be made use of by many business men.

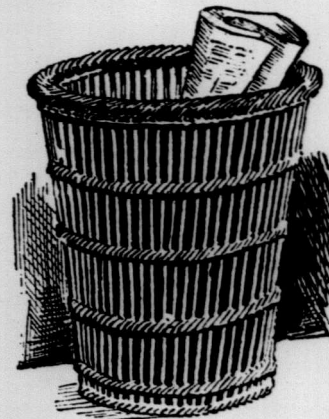
THE HOOD RIVER STRAWBERRY CROP.

The principal source from which Winnipeg, and, in fact, a great portion of Manitoba and the Northwest, get their supply of strawberries is the Hood River district, Oregon.

There are certain peculiar merits connected with the berry from that district and the locality where raised which make it unlike any other variety, so exceedingly difficult of imitation or of competition that it constitutes a chapter in horticulture very remarkable. This variety is called the Clark's Seedling. It carries for distances of 2,000 miles or more, and holds firm and keeps its flavor to the end. Several shipments of them were made to the Klondyke, where it is said they sold at \$5 per pound box.

Over 40,000 crates of these berries were grown this season. There were shipped 33 straight carloads under refrigeration and between 15 and 20 cars by express, or about 50 cars all told. The cash returns to the growers for their 40,000 crates amounted to about \$85,000.

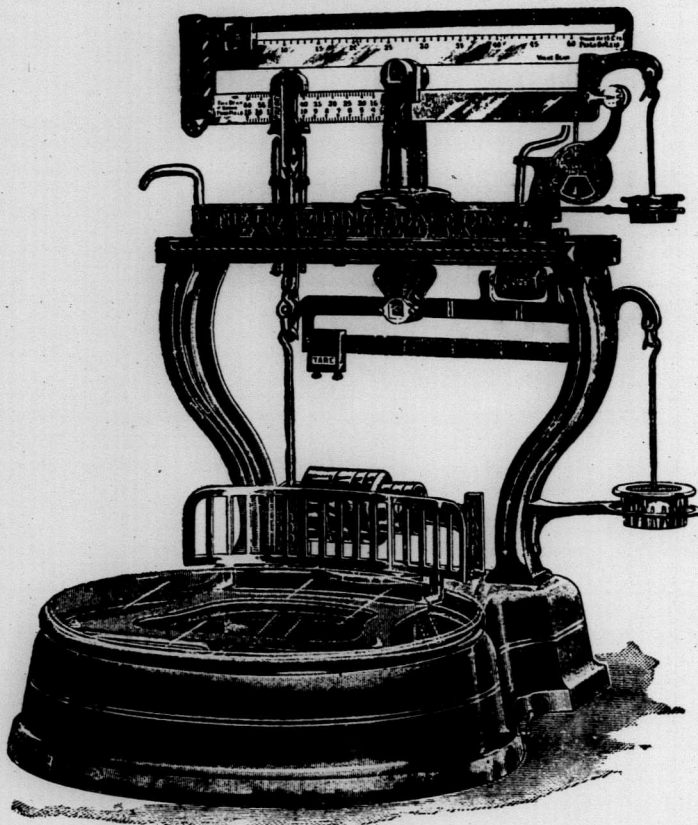
THE GREATEST AUTHORITY.



ADVERTISING?

Oh, yes; I am an authority.
In fact, I may say, in all modesty,
The greatest authority.
For I know all about it;
I am the final court
Beyond which there is no appeal.
Each day we go over the mail together—
The "old man" and I.
He picks out the one-centers
And the fishy-looking two-centers,
Keeps the actual cheques and letters
And gives me the residue.
All of it—absolutely all;
Even to the envelopes.
Advertising! Humph!
I ought to know!
For I get all the tailors' samples
And life insurance blotters
And summer resort booklets
And "lost manhood" pamphlets
And folders and circulars
And literature offering many things
(Mostly on very reasonable terms).
I get them all,
And that is how I happen to know.
I swallow nine-tenths of all the advertising
That reaches him.
All of it except a little tenth
That is printed in the "old man's" trade paper.
I never get hold of that, for some reason,
Though I've tried hard enough, too.
Never managed to get a taste of that.
Except once, when a new office boy
Very kindly threw me one,
And then, before I had time to
Swallow it, the "old man" rescued it
And cursed and howled and danced
And scared Tilly the typewriter
And put the paper in his coat pocket.
And now, that I come to think of it,
I haven't seen that boy since.

—Printers' Ink.



On Guard.

King System sat from morn 'till night
Perched on the counter in the light,
Where he could see his subjects work
And keep a tab on every clerk.

He made his edicts strong for all,
That a fractional pound, no matter how small,
Had its value; and, as King of Weight,
He annexed it to his vast estate.

His subjects—well, they learned at last,
That days of waste, and loss had passed.
They learned to love their King; and he
Always maintained strict equity.

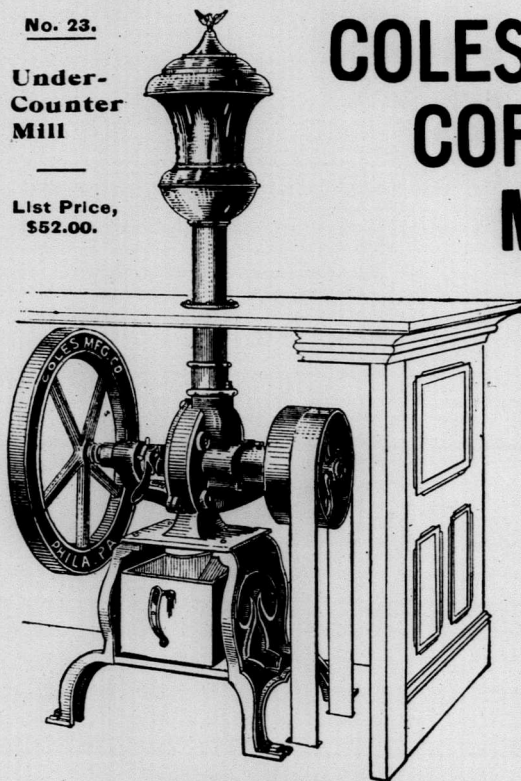
The Computing Scale Company DAYTON, OHIO.

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No. 23.

Under-
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Mill

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COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Cof-
fee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
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**COLES MANUFACTURING CO., PHILADELPHIA,
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Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by
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Telephone 1255.
TORONTO 10 Front Street East,
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ST. JOHN, N. B. No. 3 Market Wharf,
J. Hunter White.
NEW YORK 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

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

RETAILERS AND THE FALL FAIRS.

In a few weeks the annual district, county and township fall fairs will be held in practically every section of Canada, and for from one day to two weeks the town or city where they are held will be the scene of unusual activity.

To the live merchant, no matter what line he sells, a crowd always means opportunity—if not to sell, to advertise. What opportunity is presented to the grocers by the annual fall fairs? The answer depends so largely on the bent of a grocer's method that to attempt to sum it all up in a few words would be useless.

To the majority of grocers the local fall "show" is merely a time when more buyers are in town than usual, causing a natural increase in their business.

Many of these argue that as the people are in town they are bound to get their share of increase in trade done during the day. They, therefore, believe that it would be unwise to make any special effort to advertise, either in local press, by circulars, or by extra care in window dressing.

Others recognize in these days an opportunity for attracting new customers by advertising, but do not think it worth while to spend much time or thought on the matter.

The most enterprising, however, look upon "fair week" as one of the golden opportunities of grocery retailing. They argue that as many buyers will be in town, many heads of families, who have not been in for months, and some of whom come from a distance, that the week presents to the grocer a fine opening for energetic, up-to-date advertising.

The first consideration is what plan of campaign to follow, for advertising to an end like this is a campaign in the same sense that a general makes a campaign against the enemy, and should be well reasoned out in advance. Frequently, the advertising space in the local papers is increased, in any case, it is filled with matter referring to the inducements offered customers during "fair week." Circulars are sometimes used, but they are not nearly as useful to the grocer as is the newspaper "ad."

Of late years there has been a great development in window dressing and store decoration. One result of this is that there is in almost every town some grocer who prepares his windows especially to attract visitors to the fair.

Quite a number of grocers have "demonstrated" at the fair. They have taken a stand, and, in addition to showing the lines they want to introduce, and selling goods which are in immediate demand, such as fruits, nuts, candies, etc., they prepare "for the ladies" enticing cups of coffee, cocoa or tea. If the cups used be small and only one, or, at the most, two persons be serving, great numbers can be served at little expense. One enterprising merchant gave his "demonstrators" small cheques, which were given to each drinker, offering "5 per cent. discount, for this week only," on the blend of coffee or tea as they were drinking. He remained in his store and awaited results, which proved abundantly satisfactory to him.

In many ways the annual fall fair provides an opportunity for the display of a grocer's energy. What are you going to do about it?

THE EARLY-CLOSING MOVEMENT.

In many towns throughout Canada the merchants are adhering to a voluntary agreement to close their stores at specified hours during July and August. In some towns the agreement is to close three nights a week at 6 p.m.; in others to close five nights a week at 7 or 8 p.m. There is considerable diversity in the agreements, but the aim in all is the same: To secure shorter hours for both employer and employe.

In quite a number of cases, unless active energy is displayed by some of those interested during the next few days, the close of this week will see the end of these agreements, for this year at least.

Has the scheme been a success? Has it been as satisfactory to the employers as it has been pleasant for the clerks? It is safe to presume that in practically every case general satisfaction has been the result.

Then why not extend the scope of the agreement? Why should not grocers and other retailers have at least three nights a week free from the duties and cares of the shop? It has been demonstrated that customers are well able to make their purchases at some other time, so why not persuade them to do so?

BUSINESS MEN AS LAWMAKERS.

It is because their makers were lawyers that so many of our laws are difficult of interpretation. What we want among our lawmakers is more business men and fewer lawyers.

The difference between the lawyer and the intelligent business man is that the forte of the one is to score for technicalities, while that of the other is to avoid them and to make the laws of the land plain and business-like, in order that he who runs may be able to understand them.

AN IDEAL PARLIAMENT.

The Maritime Board of Trade makes one dream of what an ideal Parliament we would have if the membership of the House of Commons was made up entirely of such practical, commonsense business men.

THE MARITIME PROVINCES AND WESTERN CANADA.

EVER since Confederation there has been a feeling between the people of Western Canada and the Maritime Provinces that the one was little concerned in the welfare of the other. Happily, this feeling does not obtain to the extent it formerly did. And one of the evidences of this is the diminishing frequency with which acrimonious remarks regarding the matter are made by the press of the respective parts of the country. But, while this regrettable feeling is dying, it is not yet dead, either in Western Canada or in the Maritime Provinces. Occasionally we are reminded of this.

At one of the social functions in connection with the annual convention of the Maritime Board of Trade at Chatham, N.B., two of the speakers, while referring to the good work being done by the Maritime Board in drawing the business men of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island closer together, expressed the opinion that it would have, perhaps, been better for the Maritime Provinces if they, instead of the Dominion, had been confederated. One of them, also, expressed the opinion that the Provinces of Quebec and Ontario had little sympathy with them (the Maritime Provinces) in the questions they were trying to solve. Both the gentlemen referred to are more or less in the public eye; but it is worthy of note that their sentiments were not applauded. It cannot be said that the wish was father to the thought, for they spoke as though they regretted that such a state of affairs appeared to them to exist.

From a careful study of the question during the last three years, we are firmly persuaded that while some such feelings as those referred to do exist a Canadian spirit far more broad abounds.

The vast majority of at least the business people of the Maritime Provinces—for it is of more certainty that we can speak of them—are Canadians in spirit as well as in name. And after all, if we get the business men right on this or any other public question we need not fear a great deal for the rest.

One of the gratifying signs of the times is the increasing interprovincial trade between the upper and the lower Provinces of the Dominion. We learn this from an official high in authority on the Inter-colonial railway.

While commerce may follow the flag it is equally certain that the development of trade, interprovincial as well as that of any other kind is a concomitant of closer personal intercourse of mercantile men with each other.

The people in the Maritime Provinces have a fairly good case against their fellow countrymen in Ontario and Quebec in regard to summer tourist travel.

There is no part of this continent that affords more natural advantages to the summer holiday-seeker than the Maritime Provinces. The scenery is rich and varied and the climate is delightful, being cool, dry and invigorating, while in fishing and hunting it is a paradise beyond peradventure. Yet people in the west will hie themselves in the summer time to places outside the Dominion, where expenses are greater and where the advantages so essential to the rest and recreation of the tired and overworked business man are far poorer in many instances.

There is no finer class of men in the world than the business men of the Maritime Provinces, and the more the business men of Ontario and Quebec cultivate their acquaintance and sympathize with them in their difficulties, the better will it be for the unity of the Dominion, to say nothing of the satisfaction that naturally accrues from such intercourse to those who participate in it.

IMPORTANCE OF TOURIST TRAVEL.

THE attention which was given to tourist travel in the deliberations of the Maritime Board of Trade in convention at Chatham, N.B., last week, shows how the importance of the subject is growing upon the minds of the business people of that part of the Dominion.

The glorious climate, the magnificent scenery and the abundant opportunities for fishing and hunting have always been with the people of the Maritime Provinces, but

it is only within the last few years that the business men down there seemed to realize the extent to which these attractions could be made to contribute to their own material advantage.

Now, they have tourists' associations and boards of trade devoting no small energy to devising ways and means of attracting tourists, and of providing accommodation for them when they come. And yet the movement is only in its initiary state.

Mr. Fisher pointed out in his address that during the six months of summer something like \$60,000 per day was expended by tourists in the State of Maine. And Maine is no better situated for tourist travel than the Maritime Provinces. But, at any rate, the experience of Maine should stimulate business men in all parts of Canada to take ways and means of attracting tourist travel to their respective localities.

UP-TO-DATE ADVERTISING.

THERE is no question about it—advertising is an art! During the last 20 years or more so much attention has been devoted to the study of the best methods of attracting, interesting and convincing the great public; so many keen business men and shrewd writers have devoted time and thought to this phase of commercial life, that it has become an important, if not an essential, factor in business success to day.

At first, freak advertising was "the fashion," and every ingenuity that could be devised was employed, but, as time went by, experience proved to the most successful advertisers that judiciousness and persistency were necessary in advertising. The result is that to day practically every advertiser of standing makes the foundation of his advertising his space in legitimate publications.

While, however, the continuous advertisement is the great factor in advertising, many advertisers add to its effectiveness by some "special" advertising at more or less frequent intervals. Some of the work of this class, such as cards, hangers, etc., placed in stores, is of very little value.

The desirable feature of such advertising is originality. To catch attention to-day one must devise something not only attractive but new. The man who keeps his regular advertising fresh and interesting is bound to reap a good harvest if his goods be up to the mark.

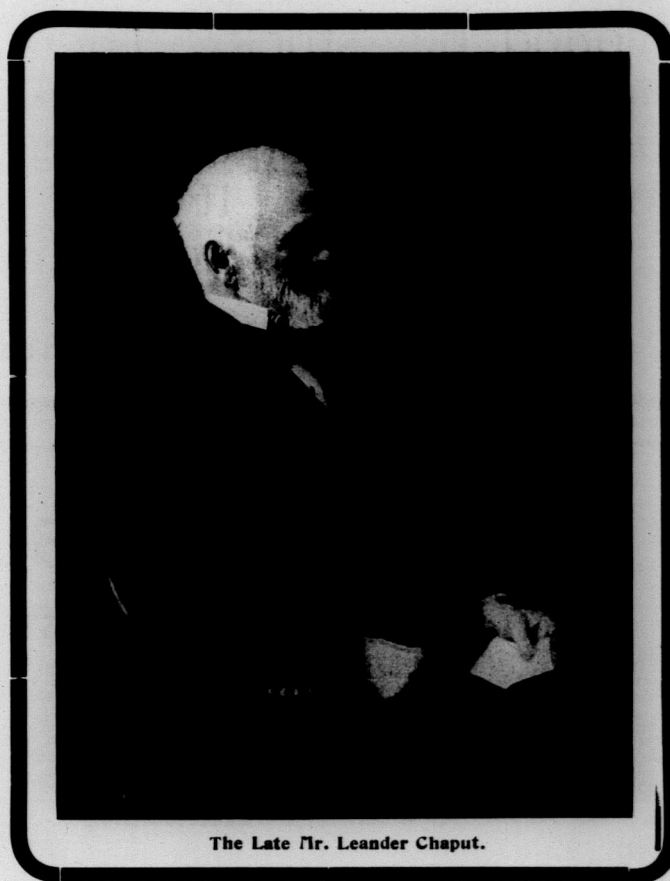
THE LATE LEANDER CHAPUT.

MR. LEANDER CHAPUT, founder of the large wholesale grocery house of L. Chaput, Fils & Cie, De Bresoles street, Montreal, after a two months' illness, succumbed at 9 o'clock on Thursday morning, August 22, at his residence, Notre Dame de Grace, Montreal. Although he had reached the ripe old age of 84 years, he had been enjoying comparatively good health previous to the past two months. The news of his death was received with deep regret, not only throughout the city of Montreal, but, in fact, the entire Province, where he was well known and respected by a host of friends.

Mr. Chaput was born in L'Assomption, Que., on November 4, 1817. When he was but four years of age his mother passed away, and, a few months afterwards, his father also died. He was the only boy of a family of seven. From his earliest boyhood he always displayed a talent for business, and in everything he undertook he exhibited a courageous and confident spirit. At the age of 15 he came to Montreal and entered the employ of W. S. Phillips, then a leading merchant, and at that time located at the corner of McGill and College streets. Here he bent his whole energy to the acquiring of a thorough knowledge of the business, and proved himself to be an apt and willing worker in a manner characteristic of his determination to succeed. On April 15, 1839, he married Mlle. Helene Saint Denis, who is yet living. Eleven children were born to them, seven of whom survive, namely, M. Charles Chaput, Mme. J. Alfred Laramee, Mlle. Eugenie Chaput, Mme. Telesphore Descarries, Mme. Antoine Hudon, Sister Helene de Jesus (Antoinette) Monastere du Precieux Sang, de Notre Dame de Grace, and Madame Albert Gauthier.

In May, 1842, he started in business for himself, and for 33 years he labored continuously, and his efforts were crowned with success, for the growth and progress of his business was phenomenal from the beginning. Those who were engaged in his warehouse were always very much attached to him, for he was a most considerate—in fact, a model—employer, and a father to them all. In 1875, he retired from the commercial arena

to take a well-merited rest, and was succeeded by his son, Mr. Charles Chaput, with whom are associated Mr. L. E. Geoffrion, president of Le Chambre de Commerce, Mr. A. Prudhomme, and Mr. Armand Chaput, his grandson. When one considers the magnitude of the house of L. Chaput, Fils & Cie, he can form a good idea of the wonderful skill and business ability of its organizer, for their trade now extends from the Atlantic to the Pacific, and the establishment is one of the largest of its kind in the Dominion.



The Late Mr. Leander Chaput.

Mr. Chaput was of a reserved nature and most charitable. He was the founder and principal supporter of the large convent of the Sisters of the Precious Blood, Notre Dame de Grace, Montreal, and not only will this college lament his death, but also many other large institutions throughout that city. It is said, and the fact can well be appreciated by all who have ever come in contact with him, that during the whole period of the sickness which proved fatal he displayed that wonderful courage and confidence that marked his entire life. Although death has claimed this much respected and beloved man, his sterling integrity, his ability as a business man and his unselfish disposition will long live in

the memories of those whom he so loyally served.

The funeral took place on Monday morning last, and the large attendance testified to the high esteem in which the late gentleman was held. The most prominent men in the religious, political and commercial circles of the Province of Quebec followed the remains to the grave. Among those noticed at the funeral were: The Hon. J. I. Tarte, Minister of Public Works; Senator MacKay; Robert Bickerdike, M.P.; Dr. Guerin, M.L.A.; Mayor Descarries; F. D. Monk, M.P.; Dr. L. O. Lachapelle, Messrs. J. R. Bourdeaut, P. Hurtubise, Henri Hurtubise, L. O. Taillon, R. Forest, Arthur Roussel, O. L. Bourgue, F. Deslauriers, J. A. Dufresne, Chas. Gervais and many others. The celebrant of the requiem mass was Mgr. Racicot, Vicar-General of the Archdiocese of Montreal. Mgr. Racicot also officiated at the Absolute. Among the mourners were: Charles Chaput, son of deceased; Edward St. Denis, Armand Chaput, Emile Chaput, Albert Laramee, Arthur Laramee, A. Descarries, L. Descarries, C. Descarries and Antoine Hudon. THE CANADIAN GROCER extends to the family and relatives its sincere sympathy in the great loss they have sustained.

EARLY CLOSING IN
FREDERICTON.

The grocers' early-closing movement has evidently the stamp of approval of the people, and the idea of allowing the hard-worked merchants and their employes the benefit of the evenings for recreation and pleasure is firmly entrenched in this town, as in other cities.

All stores in the city, except the book-stores, are now closed at 6 o'clock or a little later, and no person, now that they have become used to it, experiences any inconvenience or would think of asking the merchants to go back to the old order of things. Trade is not curtailed or interfered with in any way, just as much business being done from 7 a.m. to 6 p.m. as before, when the stores were open three or four hours longer. The grocers were somewhat doubtful as to whether or not their customers would approve of the early-closing idea, but none of them have any doubts now as to the approval of the people.—Fredericton Gleaner, August 22.

The One Great Advantage

in handling

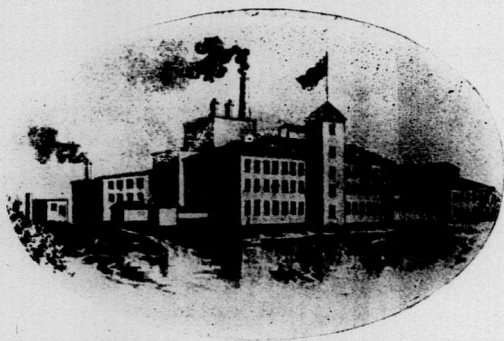
"SALADA"

Ceylon Green
Tea

is that there is no necessity for you to carry the old-fashioned big stock. There is no loss in weight, no deterioration in quality, and will give your customers better satisfaction than the finest Japan tea grown. It will soon be as popular as "Salada" black tea is now.

Samples for the asking.

"SALADA" -- Toronto and Montreal.



Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

WHEN YOU ARE in the city visiting our Exhibition, remember we extend a welcome to you at our works. King Street West and Bathurst Street cars pass our door.

~~~~~  
**THE CANADA BISCUIT COMPANY, Limited**

Office Phone : Main 3624.  
Warehouse Phone : Main 3676

King and Bathurst Streets,  
TORONTO

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, August 29, 1901.  
GROCERIES.

WHILE prices, with the exception of an advance of 15c. in canned apples, are without change, there is a general steadiness of tone which, combined with a general improvement of business, causes a most satisfactory feeling throughout the trade. Sugars have steadied since the decline noted last week, and further declines are not looked for. Canned goods are stiff throughout. Canned vegetables and fruits are firmly held on account of reports of crop shortage, while the heavy salmon run is not likely to cause any material reduction in this line. The Patras currant market, which was reported 2s. higher last week, is declining, and is now even lower than it was before the late advance. Walnuts and Tarragona almonds are likely to be a big crop, and will likely be offered at prices below last week's quotations. There is practically no change in teas since last report. The advance on low and medium grade Ceylon and Indian teas noted last week is well maintained.

### CANNED GOODS.

The stiffening of values continues to be a feature of the canned goods market. The only advance noted, though, is in gallon apples, which are 15c. dearer. Peas are steady at last week's advance, which brought prices to 82½c. It is still too early to say much about tomato futures, but spot goods are firm at about 80c., though in some cases, 85c. is asked. Butter and string beans are scarce, and will likely bring good prices before the season is over. On account of the short crop of white beans, canned pork and beans, and beans in tomato sauce are firm. Corn is also reported to be a small pack, and prices are steady at 80 to 85c.

All canned fruits are steady with no new feature except the advance in apples, which brings the quotations to \$2.40 to \$2.50.

The canned salmon market is firm, notwithstanding the big run of sockeye salmon

on the Fraser. "The market opened at a reasonable figure," explained a local wholesale dealer, "and, as English buyers would snap up all offerings at lower prices, there is neither disposition nor necessity for a reduction here. We expect to have our orders filled this season, but we would have great difficulty in getting further deliveries." Sardines keep firm, as the pack is considered to be under the average. Haddies and herrings are both scarce, and difficulty has been experienced in getting orders filled. There is a fair sorting demand for canned lobsters, which are unchanged in price.

### COFFEE.

There is practically nothing new to report. The outside markets continue easy, and there is a fairly active demand in a local way, especially in green coffee. Quotations are unchanged: Green Rio, No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c., and No. 4, 9½c.

See pages 47 and 48 for  
Toronto, Montreal, and St.  
John prices current.

### SYRUPS AND MOLASSES.

There is little doing, but the indications point to a healthy demand as soon as the weather becomes cooler. Prices are steady throughout.

### RICE AND TAPIOCA.

Orders for rice are not large, but the aggregate volume of business being done is satisfactory. Reports from the primary markets are conflicting, but there does not seem to be much chance of a material change in values on this market. B rice is still quoted at 3½c. per lb., Japan and Java at 5½ to 6c. Tapioca is in fair request at 4¼ to 4½c.

### SPICES.

Primary markets are strong, but there is practically no change in quotations. There is a good demand, particularly for pickling spices.

### SUGAR.

While the local market has steadied since last week's decline of 10c., the primary markets are still easy. The raw sugar market in New York is decidedly dull. Willett & Gray's Sugar Trade Journal of August 22 says: "The nominal quotation for centrifugals has been 4c. for 96° test throughout the week, but business on this

basis has been impracticable during most of the week, and importers having sugars arrived unsold have been forced to put them into warehouses and wait for a market. An offer to reduce price below 4c. in order to effect sales made no impression on buyers, who prefer to remain entirely out of the market for the present and until a better demand for the refined product exists. At present the production continues ahead of the consumption, notwithstanding that some refineries have been closed for an indefinite period. Raw sugar has now reached a point where it becomes a serious question with producers to cover cost of production, and at present value or a little less only the most modern plantations in Cuba will be able to make the coming crop without actual loss. Beet sugars have also approached the low level mark of 8s., below which there is little, if any, profit in cultivation. When prices touch these low points for sugar, the situation generally corrects itself after a while by diminution in production, but just now there are no signs of such correction and low prices must continue to rule for some time longer, though when at this low level there remains but little margin for further reductions in prices without absolute ruin to sugar-raisers everywhere in the foreign countries."

### TEAS.

The activity of Ceylon and Indian teas is not so noticeable as a week ago, but the advance of 1 to 2c., noted in our last report, is well maintained. The cables from London show that the market is firm there, but that buying there has not been materially stimulated in consequence. Japan tea is steady and is moving a little more freely.

### FOREIGN DRIED FRUITS.

CURRENTS — The primary market has again moderated in tone and the advance of 2s., noted last week, has been more than lost. The first direct boat is due to leave Patras on September 4, but it may not move before the end of the week. There is a fair sorting trade doing. Ruling quotations for good, sound fruit are 10c. for Filatras, 11c. for Patras, 12 to 14c. for Vostizas, for two and five crown respectively.

VALENCIA RAISINS—First prices, which have been received this week, are considered reasonable. They are 4s. lower than the first quotations last year. The demand, however, is small, as the market is well stocked with last year's fruit. The local

quotations are steady at 5½c. for fine off-stalks, and 6 to 6¾c. for selected.

**MALAGA RAISINS**—Some prices have been received, but they are not considered reliable.

**SULTANA RAISINS**—Late advices show the market a trifle easier. Prices have, in fact, slowly declined since the first quotations were received.

**FIGS**—Some orders for Comadre tapnets have been taken at rather low figures, and the market may be said to be rather easy.

**PRUNES**—There is little doing. Prices are steady. Californian prunes are quoted at the following: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

#### NUTS.

There is not much trade doing, but buyers are beginning to take an interest in this season's goods. Valencia almonds are firm, having gone up 2s. in this last week or so. Walnuts, both Grenobles and Marbots, are easier reported to be a good crop, and are quoted lower than last season. Tarragona almonds will also be cheaper than last year on account of large crops. Filberts are without change.

#### GREEN FRUITS.

The market is exceedingly active. The large arrivals of Canadian tomatoes, peaches, plums, pears and apples combine with the big receipts of watermelons, bananas, muskmelons, etc., to tax the capacity of both jobbers and retailers. In fact, bananas have come to hand in such quantities that they could not be sold before they became over-ripe, and prices were forced down 50c. Grapes are steadily becoming more plentiful. We quote as follows: Pears, 25 to 45c. per basket; peaches, 35 to 50c. for white and 60c. to \$1 for red; plums, 25 to 50c.; apples, 25 to 40c.; blueberries, 75 to 90c.; tomatoes, 10 to 15c.; cucumbers, 10 to 15c.; gherkins, 50c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 20 to 25c. for Champions and 35 to 40c. for Moore's Early and Moyer's; muskmelons, 50 to 75c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$5 to \$6.

#### COUNTRY PRODUCE.

**EGGS**—Receipts have been unusually large. "In fact, said one large shipper, we accumulated a surplus of strictly fresh eggs one day last week, and shipped it to Montreal, where the market seems to be a little stronger than this." Some quotations

of 11½c. have been heard, but 12c. is the general figure.

**BEANS**—The stiffness noted last week is still apparent, and from \$2.25 to \$2.40 is asked for prime beans.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 11, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**HONEY**—The market is firm at last week's advance. We quote: 7½ to 8½c. for extracted clover and \$1.35 to \$1.50 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in dried apples. Evaporated apples are stiff, but there is little doing. From 7½ to 8c. is a fare range, nominally.

**POTATOES**—The market is still easier, a decline of 5 to 10c. being reported. We quote 55 to 65c. per bush.

**DRESSED POULTRY**.—There is a fair trade at steady prices. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

#### BUTTER AND CHEESE.

**BUTTER**—The market for dairy butter is weak, as there are large accumulations and no export demand. There is a fair inquiry for creamery for export, as it exhibits more strength than is shown in dairy. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; seconds, 11 to 13c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—The market is dragging. The production this year has been fully up to the average, but the export has been about 375,000 boxes less than last year. The consequence is that there are great quantities held in storage on this side of the Atlantic. This condition and the excellent condition of pasturage throughout the Province has resulted in a weak feeling that is making many buyers cautious. Prices are unchanged, however, at 9½ to 10c.

#### VEGETABLES.

Celery is 15 to 25c. lower. Cauliflower has dropped 50c. from its top figures. We quote: Carrots, beets and turnips, 15c.; lettuce and radishes, 25 to 30c.; watercress, 25c.; mint and parsley, 20c.; cauliflower, 75c. to \$1.50; celery, 55 to 75c.; cabbage, 40 to 60c.; corn, 8 to 15c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 15c. per basket; butter beans, 75c. to \$1 per bushel; green onions, 15 to 35c.; dry onions, \$1.25 per bush.; new potatoes, 25c. per basket; gherkins, 50 to 60c. per basket; egg plant, 30 to 35c. per basket.

#### FISH.

Ciscoes are now offering at \$1 per basket. Fresh fish are selling steadily at unchanged figures. We quote: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 per basket. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are steady at last week's advance. There is no other change. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market continues to strengthen. Manitoba No. 1 hard is quoted at 85½c. grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. There is not much doing on the Toronto street markets, where prices are steady as follows: Wheat, white and red, 71½ to 73c.; goose, 67 to 69c.; oats, new, 36 to 37c.; rye, 52c.; barley, 49 to 51c.

**FLOUR**—There is a good demand. Prices are well maintained. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.85; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is a fair demand at unchanged prices. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### MARKET NOTES.

Dairy butter is 1c. lower.  
Bananas are 50c. cheaper.  
Canned gallon apples are 15c. higher.

**AGENCY WANTED.**

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travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, Box 163, North Sydney, N.S. (35)

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**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
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Butter Cheese  
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Consignments Solicited.  
Highest Prices. Prompt Returns.

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... Limited.  
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**Butter Wanted**

In Tubs and Pails. Ship to us.

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The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets. **TORONTO**

**Canadian Produce  
Company, Toronto**

In no other way can **General Store Keepers** dispose of their chickens so profitably or with so little trouble as with us.

**QUEBEC MARKETS.**

MONTREAL, August 29, 1901.

**GROCERIES.**

**A**LTHOUGH business shows no particular improvement this week over last week, a fairly good trade has been done, and wholesalers express themselves as being well pleased with the condition of trade. "As soon as the holiday season is over," remarked a leading merchant, "we look for a busy time of it." Prospects for a good trade this fall are exceedingly encouraging. Particular attention seems to be turned towards canned goods at the present, and a good demand for all lines prevails, particularly for canned fruits. It is said that packers are not offering any gallon apples at the moment. Strawberries are also very scarce. In sugar, nothing further has occurred since the decline of last week. The molasses market is steady. Jobbers evidently have sufficient supplies on hand to meet the wants of their customers, as the demand is limited. Spices of all kinds are moving fairly well at steady prices. The market for fine-grade Japans is higher, and there seems to be an over-supply of low grades.

**SUGARS.**

No new features have developed in sugars since the reduction of last week. A fair volume of business is being done, but the increased demand anticipated by refiners on account of the decline did not materialize, jobbers evidently having sufficient supplies on hand. Local quotations are \$4.40 per 100 lb. for granulated and \$3.65 to \$4.25 per 100 lb. for yellows, according to quality. City, 5c. additional.

**CANNED GOODS.**

The canned goods market is probably the most interesting in the grocery business this week. Some wholesalers anticipate a material advance in prices in the near future, while others claim that there will not likely be many changes, as the crop outlook is not as bad as reported. It is said that a meeting of the canners took place a short time ago to review the situation, and the advisability of withdrawing quotations on some lines was discussed, when one wholesaler pointed out that every year a scarcity is predicted, but the reports did not always prove correct. It is evident, however, that the tomato and corn outlook is not very satisfactory at the present. Quotations on tomatoes are as before, namely, 80c.; for corn, 75c. Peas are still quoted at 85c. The demand for canned fruits still continues to be brisk, at the following prices: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20;

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO**

**OLD OHUM.**

**SEAL OF NORTH CAROLINA  
OLD GOLD**

**CIGARETTES**

**RIICHMOND STRAIGHT CUT.**

**SWEET CATORAL.**

**ATHLETE.**

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**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

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**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, **WINNIPEG, CANADA.**  
P.O. Box 731.

**JOSEPH CARMAN . . .**

**WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in **WINNIPEG, CANADA**, we will be pleased to answer your inquiries.

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

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**Winnipeg Fruit Merchants.**

**THE RUBLEE FRUIT CO.  
LIMITED.**

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

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**WINNIPEG, MAN. BRANDON, MAN.**

**Winnipeg Advertising Agents.**

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WINNIPEG, CANADA**



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# B

Bee

## STARCH

A wonderful laundry labor saver, because the iron will not stick.

Women who try it, like it.  
Dealers who handle it, like it.

It profits both.



## ROWAT'S

PICKLES.  
ROWAT'S  
WORCESTER SAUCE.  
ROWAT'S  
VINEGAR.

Lines that, to parody the opera, look nice—  
smell nice—taste nice.

Prices and particulars from the Agents

**SNOWDON & PATERSON**  
449 St. Paul St., MONTREAL.

greengages, \$1.30; yellow peaches, \$1.75 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c.; red pitted cherries, \$1.80, and whites, \$2. A particularly good demand is evinced for canned apples. On account of the short crop the pack is expected to be much smaller than heretofore, and there is a probability of an advance in prices before long on this account.

#### SYRUPS.

Business in syrups is in a very listless condition, and quotations are unchanged at 1½ to 2c. per lb. for cane syrup, and 3 to 3¼c. for corn syrup, according to parcel.

#### MOLASSES.

Nothing of importance has taken place in the state of the molasses market. A fairly firm tone prevails, but the demand is not very brisk. Barbadoes is quoted at from 27½ to 28c.; 29c. per gal., in small lots, is the price still quoted.

#### SPICES.

Business in spices is fairly active. An increased demand is being felt. The small supply of many grades of spices is certain to have an effect on the market very shortly. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

#### RICE.

The demand for rice is very satisfactory, but no change in the market has taken place since last issue. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

#### COFFEE.

The position of the coffee market is still very uninteresting and the low prices noted last week still prevail.

#### TEAS.

The Japan tea market continues active. Cable advices received indicate a firmer market, and the season will close shortly for Yokohama teas. The volume of business being done in teas is up to the average and prices rule firm. The Indian and Ceylon tea markets still show a firm feeling.

#### FOREIGN DRIED FRUITS.

RAISINS—Prices for shipment for first direct steamer have come to hand, but only show one shilling concession on offerings

### Victoria Fruit Merchants.

From the Atlantic to the Pacific,  
**OKELL & MORRIS'**  
(Gold Medal Brands) of **Whole Fruit Preserves**  
Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars  
are acknowledged the purest and best. Trade-Builders, Trade-Winners. 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

### Victoria B. C. Commission Merchants

## PATTON & SONS

Wholesale Produce  
and  
Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

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## .. CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

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Telephone Numbers—Main 3428, Main 54.

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Are you going to speculate in 10 or 25 boxes Summer-Keeping

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Write us about them.

**JAMES McINTOSH, 34 Yonge St., TORONTO**  
Sole Agent in Canada for

**H — AND — H**  
TRADE MARK

the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carpets, Plush Seats, etc.

**LIQUORS.**

**SCOTCH WHISKIES.**

|                                                   |       | Per case of quarts. |      |                |
|---------------------------------------------------|-------|---------------------|------|----------------|
| Roderick Dhu                                      | ..... | \$9 50              | less | 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | ..... | 9 75                | "    | "              |
| Usher's G.O.H.                                    | ..... | 12 25               | "    | "              |
| Gaelic, Old Smuggler                              | ..... | 9 75                | "    | "              |
| Greer's O.V.H.                                    | ..... | 9 50                | "    | "              |
| Old Mull                                          | ..... | 9 75                | "    | "              |
| Sheriff's One Star                                | ..... | 10 25               | "    | "              |
| " V.O.                                            | ..... | 10 50               | "    | "              |
| Kilmarnoch                                        | ..... | 9 75                | "    | "              |
| Doctor's Special                                  | ..... | 10 00               | "    | "              |
| House of Lords                                    | ..... | 10 75               | "    | "              |
| Bulloch, Lade & Co.—                              |       |                     |      |                |
| Special blend                                     | ..... | 9 25                |      |                |
| Extra special                                     | ..... | 11 00               |      |                |
| John Dewar & Sons—                                |       |                     |      |                |
| Extra special                                     | ..... | 9 50                |      |                |
| Special liqueur                                   | ..... | 12 25               |      |                |
| Extra                                             | ..... | 16 50               |      |                |
| James Ainslie & Co.—                              |       |                     |      |                |
| Highland Dew                                      | ..... | 6 75                |      |                |
| Glen Lion, extra special                          | ..... | 12 50               |      |                |
| J. Brown & Co.—                                   |       |                     |      |                |
| Duke of Cambridge                                 | ..... | 12 00               |      |                |
| Mitchell's—                                       |       |                     |      |                |
| Heather Dew                                       | ..... | 7 00                |      |                |
| Special Reserve                                   | ..... | 9 00                |      |                |
| Mullmore                                          | ..... | 6 50                |      |                |
| W. Teaches & Sons—                                |       |                     |      |                |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |       |                     |      |                |

**CANADIAN WHISKIES.**

|                              |       | In barrels per gal. |  |
|------------------------------|-------|---------------------|--|
| Gooderham & Worts, 65 O. P.  | ..... | \$4 50              |  |
| Hiram Walker & Sons          | ..... | 4 50                |  |
| J. P. Wiser & Son            | ..... | 4 49                |  |
| J. E. Seagram                | ..... | 4 49                |  |
| H. Corby                     | ..... | 4 49                |  |
| Gooderham & Worts, 50 O. P.  | ..... | 4 10                |  |
| Hiram Walker & Sons          | ..... | 4 10                |  |
| J. P. Wiser & Son            | ..... | 4 09                |  |
| J. E. Seagram                | ..... | 4 09                |  |
| H. Corby                     | ..... | 4 09                |  |
| Rye, Gooderham & Worts       | ..... | 2 20                |  |
| " Hiram Walker & Sons        | ..... | 2 20                |  |
| " J. P. Wiser & Son          | ..... | 2 19                |  |
| " J. E. Seagram              | ..... | 2 19                |  |
| " H. Corby                   | ..... | 2 19                |  |
| Imperial, Walker & Sons      | ..... | 2 00                |  |
| Canadian Club, Walker & Sons | ..... | 3 60                |  |

Less than one bbl. per gallon.

|          |       |        |
|----------|-------|--------|
| 65 O. P. | ..... | \$4 55 |
| 50 O. P. | ..... | 4 15   |
| Rye      | ..... | 2 25   |

**CHAMPAGNE.**

The prices below are subject to the trade discount of 5 and 3 per cent.

|                      |               | Per Case. |               |
|----------------------|---------------|-----------|---------------|
| Comte de Castellane— |               |           |               |
| Cuvee Reservee       | { Quarts..... | \$12 50   |               |
| " "                  | { Pints.....  | 13 50     |               |
| Carte d'Or           | .....         | 15 00     |               |
| Champagne Ve Amiot—  |               |           |               |
| Carte d'Or           | .....         | 16 00     |               |
| " Blanche            | .....         | 13 00     |               |
| " d'Argent           | .....         | 10 50     |               |
| Pommery—             |               |           |               |
| Sec and Extra Sec    | Quarts.....   | \$28 00   | Pints \$30 00 |
| Mumm's—              |               |           |               |
| Extra Sec            | .....         | 28 00     | 30 00         |
| Moet & Chandon—      |               |           |               |
| White Seal           | .....         | 28 00     | 30 00         |
| Brut Imperial        | .....         | 31 00     | 33 00         |
| Perrier-Jouet—       |               |           |               |
| Fruit                | .....         | 28 00     | 30 00         |
| Reserve Dry          | .....         | 28 00     | 30 00         |

**GIN.**

|                             |       | Per Case. |  |
|-----------------------------|-------|-----------|--|
| Pollen Zoon—                |       |           |  |
| Red, cases of 15 bottles    | ..... | \$9 75    |  |
| Green, " 12 "               | ..... | 4 75      |  |
| Violette, " 12 "            | ..... | 2 45      |  |
| P. Hoppe "Night Cap" Brand— |       |           |  |
| Red, cases of 15 bottles    | ..... | 10 50     |  |
| Green, " 12 "               | ..... | 5 25      |  |
| Yellow, " 15 "              | ..... | 10 75     |  |
| Blue, " 12 "                | ..... | 5 40      |  |
| Poney, " 12 "               | ..... | 2 50      |  |
| Draught—                    |       |           |  |
| Hogsheads                   | ..... | \$2 95    |  |
| Quarter casks               | ..... | 3 00      |  |
| Octaves                     | ..... | 3 05      |  |
| De Kuyper—                  |       |           |  |
| Violet, 2 doz. cases        | ..... | 5 30      |  |
| Green, " "                  | ..... | 6 00      |  |
| Red, " "                    | ..... | 11 50     |  |
| White, " "                  | ..... | 4 00      |  |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

|                    |       |       |  |
|--------------------|-------|-------|--|
| Key Brand—         |       |       |  |
| Red cases          | ..... | 10 25 |  |
| Green " "          | ..... | 4 85  |  |
| Poney " "          | ..... | 2 60  |  |
| Melcher's—         |       |       |  |
| Infantes (4 doz)   | ..... | 4 75  |  |
| Picnic             | ..... | 7 75  |  |
| Poney              | ..... | 2 60  |  |
| Blue cases         | ..... | 4 75  |  |
| Green " "          | ..... | 5 50  |  |
| Red " "            | ..... | 10 25 |  |
| Honeysuckle, small | ..... | 7 90  |  |
| " large            | ..... | 15 25 |  |

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Clark's { Tongue Lunch,  
Sliced Smoked Beef.

Think it Over!

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

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THE MOST  
NUTRITIOUS.

**COCOA**

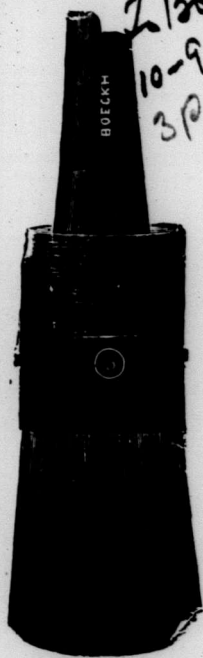
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YOU OUGHT  
TO HAVE

We are frequently asked by painters and other consumers of high-grade brushes

WHERE CAN I BUY A  
FIRST-CLASS BRUSH RETAIL?

I want good brushes, but cannot obtain them from my dealer as he handles only the cheap lines."

We cannot too strongly urge upon dealers the great advantage of carrying an assortment of the better and more expensive lines of Brushes. The result is bound to be satisfactory to the consumer and a more profitable trade to the dealer.



**Boeckh Bros.  
& Company**

Manufacturers Brushes,  
Brooms and Woodenware.

TORONTO, ONT.

AND THE  
WAY  
TO GET IT

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., August 27, 1901.

**A**S the season for the receipt of pickled herring is here, the matter of inspection and the unsatisfactory condition existing is brought to mind. While the Government appoints an inspector and will not allow him to engage in other work, they do not make inspection compulsory. And at other receiving points, as Moncton and St. Stephen, there is no inspector. There is need of inspection, as was shown this week, when the inspector refused to pass several lots of pickled fish. Now, what is the result? Either these fish will be sold to some dealer at a cut price or taken to some point where there is no inspection and there sold. In either case, the man who buys first-class inspected fish has an unfair competition, and the consumer, in whose interest inspection should be compulsory, is in no way protected.

**OIL**—In burning oil, the low price continues, and the shortening days compel increased consumption. Paint oils are somewhat unsteady, but there is little business. Lubricating oil seems rather firmer, though there is little, if any, change in price. The demand is light. Cod oil is lower, and is about at usual figures. There have been fair receipts. Wax and candles continue unchanged.

**SALT**—Liverpool coarse salt continues to arrive via steamers from Liverpool and Manchester to St. John. The price is firmly held. There is quite a full stock here. The demand is good. In fine, business is rather more quiet. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5 lb. bags, \$2.85 to \$2.90 per bbl.; 10 lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—The past week has seen little movement of interest. Dealers have bought about all their supplies. Peas are held at the advance. Tomatoes are very firm. In peaches, packers have either withdrawn or advanced prices. Strawberries tend firmer. Pears are quite low, particularly 3 lb. goods. Gallon apples tend higher. The local market is largely supplied from Nova Scotia. Salmon quotations, which were withdrawn, are again quoted. There is, however, no change. The market is well supplied with spring fish, and sardines have a good sale at the present prices. Kippers and haddies

are short. Blueberries, local packed, are short and tending higher.

**GREEN FRUITS**—In Californian fruits, the season is getting late. Prices have ruled high, particularly for pears. Plums are quite plentiful at fair figures. Peaches have sold well, but the Georgia peach, which is now offered, is preferred. In pears, barrel goods are received. The crop in the east is very light. A few Nova Scotian peaches have been received, but they are poor. Nova Scotian plums are just coming in, but they have little sale yet. In grapes, a few Delawares are seen. Ontario grapes are shortly expected. Bananas are arriving in fair quantities. The price of both United States and New Brunswick apples, which are offering, is high. Few melons are sold.

**DRIED FRUITS**—There is rather more interest. In spot goods all Californian lines, such as loose muscatels, prunes and seeded raisins are higher. The stock of prunes held is very light. While new goods have not been quoted, it is thought quite full figures will be asked. Malaga and Valencia raisins are quoted, but little movement is reported as yet. Prices keep firm. Dealers hesitate to buy this season as last year was so unprofitable. New currants tend higher. Spot stock is very light. Dates will be low. Peels, particularly citron, will be well above last season's figures. Evaporated apples are much higher and new stock will be high.

**DAIRY PRODUCE**—In butter the movement is rather slow. Good butter is hard to get. It would find a ready sale. Eggs are in light receipt and but slow sale. Prices remain unchanged. Cheese are held in light quantity among the grocers. Prices continue firm.

**SUGAR**—It is expected the new regulations will come into effect the first of September. All dealers who are in the Guild—and that includes about every wholesaler—will quote sugar at any point at the same price. And after the present stock of foreign sugar is sold those in the Guild will not again import. This will not affect the consumer to any extent, but it is thought the wholesaler will be able to make at least a shade of profit. In prices there has been a slight advance, chiefly in granulated.

**MOLASSES**—There is quite a stock of Barbadoes here, the last steamer having quite a quantity for St. John. In Porto Rico, quite a large quantity is just landing. The market is unchanged and prices are rather easy. The demand is light. Little is heard of American molasses.

**FISH**—In dry cod, the market is rather easier. It is still a little early. Pollock are dull at the low figures. Pickled herring are easier, and prices are not expected to rule as high as last year. While some poor fish are received, in general the run is better

than usual. Smoked herring are scarce. The new have only just begun to come in. A few kippered herring are received. In fresh fish, little is offered. The run of shad is very disappointing. Smoked shad, which are splendid eating, are offered. Pickled will be very scarce. We quote as follows: Large and medium dry cod, \$3.65 to \$3.70; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.40 to \$1.55 per 100 lb.; pickled herring, \$2.00 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

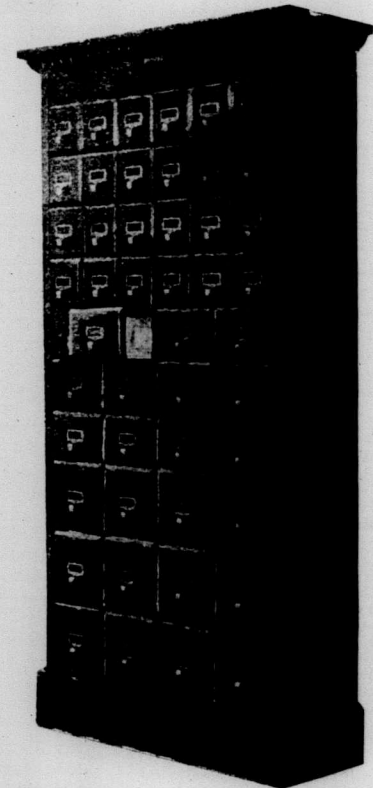
**FLOUR, FEED AND MEAL**—The flour market is rather firmer, but prices show

## Bennett's Spice and Grocery Cabinet

IS THE BEST THING TO KEEP STOCK YET INTRODUCED.

They are fitted with drawers, which are a patent combination of block tin or galvanized iron and wood, which prevents

CRACKING, SHRINKING and STICKING.



They have a lip at the top, making them

**DUST and INSECT PROOF**

also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of Cabinet being metal, it

**DEFIES MICE AND WORMS.**

Price List on Application.

Cabinets also supplied any style or size to fit in behind counters, under counters or in recesses.

Apply to the Patentee and Manufacturer,

**J. S. BENNETT,**

20 Sheridan Ave., TORONTO

little change. A fair business is being done. It is almost impossible to get feed. Oats are still high, with little doing. Oatmeal remains the same. Cornmeal is held firmly at the high figures. Beans, which are a light stock, are again rather higher. The present price is a complete surprise. It is said new beans will be high. Barley is unchanged. Split peas are rather higher. Present figures much higher than usual. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$2.90 to \$3; middlings, \$2.2 to \$2.3; oats, 48 to 50c.; hand-picked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.30 to \$4.45; barley, \$3.90 to \$4; hay, \$12 to \$14.

ST. JOHN NOTES.

T. Collins & Co. predict much higher prices for potatoes.

C. & E. Macmichael have some extra quality Patna rice to hand.

Baird & Peters are landing another cargo of Porto Rico molasses this week.

Domestic sardines are being freely received by John Sealy. Mr. Sealy has a large western trade.

Smoked shad are particularly appreciated by lovers of fish. This is the season when they are at their best. James Paterson receives them fresh every day.

Jones & Schofield have just received some Californian prunes from New York (the Los-Gates brand). These are particularly prepared for summer business, and are guaranteed to keep.

MANITOBA MARKETS.

WINNIPEG, August 24, 1901.

THE weather has been somewhat dull and damp during the latter part of the week, but has cleared again, and now has every indication of continuing fair. The dull days did no harm beyond delaying cutting slightly. The few cars of wheat that have come in are graded No. 1 hard. Threshing, however, will not be general for some time to come.

Trade is very good and prices firm, with sharp advances in a few lines. It is a noticeable evidence of healthy trade that no kick is made by buyers over advancing prices, the getting of the goods being just now the important matter. Advances are accepted with the utmost philosophy.

One of the startling advances in price is that of white beans, of which enormous quantities are used in this market. The price is going up by leaps and bounds. Less than two months ago this product was quoted at \$1.85 per 100 lb., to-day beans sell at \$2.75, and are remarkably firm even at that figure. Shortage of crop is the reason assigned for this advance.

The scarcity of supply in the green fruit market has been considerably relieved. Advices have reached the city of the shipment of the first lot from British Columbia. These cars will consist of plums, pears and apples, and the first shipments will be made from the Kelowna district and Fraser Valley.

Following about one week later will come the consignments from Vernon and Salmon Arm. All this fruit is consigned to the Winnipeg Fruit and Produce Exchange, and will only be accepted and handled if in first-class condition on arrival.

CEREALS—Rolled oats still firm at \$2.25 to \$2.30, and no decline is anticipated for at least a month; beans, \$2.75; cornmeal, \$1.75.

FLOUR—Firm; market unchanged in price and with good demand. Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; XXXX, \$1.20; Lake of the Woods Five Roses, \$2; Red patent, \$1.85; Medora, \$1.45; XXXX, \$1.15.

DRIED AND EVAPORATED FRUITS—The general interest of the market centres around the advance in price and the scarcity of small prunes. Latest reports from California indicate that, though the prune crop is a fair one, the sizes are all large and the same applies to other markets. This has caused an advance here of from ¼ to ½c. per lb. on all old stock. This is in marked contrast to the low price and rapid sale of a few months ago. If the prices advance abnormally, it is a little difficult to see how matters are going to turn out. When evaporated apples are dear and scarce and prunes cheap, prunes are substituted for apples and vice versa, but this year both apples and prunes bid fair to be very dear. All reports as to evaporated apples indicate very high prices, 9c. at present being quoted. Apricots have again advanced, and although the price in Winnipeg is still quoted at 12½ to 13c., it is well understood that the fruit could not be laid down for that price now and that new stocks will show the advanced price. Reports also indicate an advance for Californian layer raisins, but to date no change has taken place here. There is not much doing in either raisins or currants.

CANNED GOODS—The features of this market are the advance in peas and apples

(gals.) due in both cases to the shortage of crop, and advanced price of tin owing to strike. Peas are now quoted at \$1.95 and apples at \$1.75 per case, ½ doz., or an advance of \$1.25 over former prices. Other canned goods remain without change for the moment.

SYRUP—In sympathy with the advance in corn, Davenport syrups have advanced 10 per cent. on this market.

STARCH—Advances in all grades are looked for before the close of the present week.

GREEN FRUITS—There has been a drop of \$1 per case on lemons. Supplies in all lines are now abundant and business very active. Apples, per barrel, \$6. Reports indicate a short crop, and prices of winter apples about \$3 to \$3.50, point of shipment. Peaches—Freestone, \$1.50 per crate. Plums—According to variety, \$1.60 to \$2.25. Pears—\$3 to \$4 per box. Tokay grapes—\$4 per crate. Ontario tomatoes are still arriving by express, but carlots will certainly be in this coming week. The price has already dropped, and quotations are from \$1 to \$1.25 per basket.

BUTTER—The demand for creamery butter cannot be called active and almost all shipments are going to Montreal. Price is still quoted 16 to 16½c., factories. Dairy butter is arriving in fair quantities. Demand is light and prices 10 to 12c. Winnipeg.

CHEESE—Little has been offered through the week and price remains at 7¼ to 7½c.

EGGS—Moderate receipts and good demand at 13c., Winnipeg.

NOTES.

Mr. Gordon, of Codville & Co., has gone east for a vacation and purchasing trip.

A \$5,000 solid brick block, with store and apartments, is to be erected by C. H. Nix & Co., grocers, Winnipeg, on the corner of Ross and Ellen streets.



“CAPSTAN” BRAND

Package and Bulk MINCE MEAT.

PACKAGES—¼ gross in case.

BULK—¼ pails, 6 in. crate.

60 lb. TUBS

100 lb. “

25 lb. PAILS

75 lb. TUBS

500 lb. BARRELS.

Sold by all wholesale grocers.

Sole Manufacturers—

The Capstan Mfg. Co., - Toronto.

G. A. COOK & CO.

WHOLESALE AND RETAIL

Grocers and Provision Dealers

China, Glass and Plated Ware

62 and 64 Gottingen Street,

HALIFAX, N.S.

Cor. Cornwallis St.

Correspondence Solicited.

## THE TRAVELLING SALESMAN.

THERE was once (and may be yet) a printed notice posted in The Herald office which read: "You are nothing—The Herald is everything." For a rule of conduct to fit every case this is the best that could be devised, and the intelligent workman will see in it the mainspring of his effort, and interpret it in its intended sense. This same rule should be kept in mind by the salesman as he is the direct representative of the house, and in his hands rests its reputation.

Each sales manager has his own ideas, and places before his salesmen from time to time volumes of circular letters of advice and instruction. A few general remarks may, however, obviate the necessity of much such to the conscientious salesman, and it is hoped, if carefully noted, they may assist in making his work more satisfactory and successful to both himself and his employers.

The salesman should first remember that his value is gauged by net results, including not only such orders as are secured at once, but the general effect upon the future. The business is presumed to be perpetual, and often the work of the salesman will yield better value if directed to strengthen the position of his house for the future, than to securing small present orders.

As above noted, the impression created by the salesman's manner determines the opinion of his principals. It is presupposed that the house has an honorable record and a good standing; these must in no wise be abated by any act of a representative. It will be unnecessary to mention that the salesman, in dress, manner and habits should at all times be a gentleman, or what is better—a man. Correct habits while commendable on moral grounds, are imperative in business. Intemperance will not long be tolerated; profanity is a mark of ill-breeding, while excess of any kind is sure to impair efficiency. The discriminating manager in these "strenuous days" has no use for any but those who are honest, reliable, thorough, earnest and undivided in allegiance. The degree to which these qualities are found usually determines the rate of advancement and responsibility.

Don't try to impress your customer with your superior knowledge. You are the seller. He is the buyer. Neither is subserviency nor timidity productive of good results. Show a willingness to listen and fully understand what he thinks he wants to purchase, and to assist him in getting it. Where your reason shows that he is making an unwise choice, you can with tact, and

without in any way suggesting that he is either ignorant or stubborn, show him the better way. Do this in such a way that your manner will impress him that your training and experience are better guides and that your suggestions emanate from a sincere desire to give him the best satisfaction.

Tact is a talent that should be continually cultivated, as it is the tactful man who is successful. A recent writer has said that it is superior to genius and I am not prepared to dispute the point. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. I have seen ability and brains relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers, they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any argument. Within my own experience I have seen two manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

At the risk of being called *passee*, I repeat what others have often said: Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and if I found the salesmen of other people jumping on the company I now have the honor to represent, it would immediately cut down our advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth

throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

In the matter of expenses, I realize I am on disputed ground, but generally it is expected that these will be limited to what is legitimate, and be honestly stated in the voucher. Needless expensiveness should be avoided, nor should you patronize any house to which you cannot without apology invite your customers. In the matter of incidentals, salesmen are often influenced by the fact that the house pays the bills. In the long run it would be better if they applied the golden rule and act as if they were themselves the payers. As stated in the beginning, it is net results that count. The profit yielded, and the cost through the salesman of securing that profit, are factors which determine the length of service or rate of advancement. The house cannot take time always to analyze critically the expense account and to point out where it should be different. In most cases where unreasonable expenses or unsatisfactory returns continue, it is easier and more judicious to dispense with the salesman's services.

Finally, brethren, and this is my hobby, devote a reasonable amount of time to the study of the technical literature relating to your line, and to such as will give you a better insight into the source and reason, the intent and use of the goods you are handling. It is not enough to be familiar with the catalogue of the house. Learn of the materials entering into the composition, the origin, history and destiny of every piece, and familiarize yourself with the various processes necessary to make the harmonious whole.

In filling vacancies the salesman stands the best chance for promotion, if he earns it. More than any other employe he is the moulder of his own destiny and must alone be held responsible for success or failure.—F. A. Southwick, in Hardware.

WHAT IS THE SUREST FOUNDATION ON WHICH TO BUILD

# THE GOOD-WILL OF A GROCER'S BUSINESS

SELLING THE MOST POPULAR ARTICLES  
WITH THE HIGHEST REPUTATION FOR . . .

QUALITY

WHAT SOAP IS ASKED FOR BY THREE USERS  
TO ONE ASKING FOR ANY OTHER SOAP IN  
THE WORLD AND WHY ?

SUNLIGHT

QUALITY

WHAT DISINFECTANT SOAP IS ASKED FOR  
BY A GREATER NUMBER OF USERS THAN  
THOSE ASKING FOR ANY OTHER IN THE  
WORLD AND WHY ?

LIFEBUOY

QUALITY

WHAT CLAIM TO PUBLIC FAVOR HAS

MONKEY BRAND ?

QUALITY

LEVER'S DRY SOAP ?

QUALITY

Y WISE Z SOAP POWDER ?  
HEAD

QUALITY

DON'T LET YOUR CUSTOMERS SEEK THESE SPECIALTIES AT YOUR  
NEIGHBOR'S STORE. REMEMBER, SUNLIGHT SOAP HAS A GREATER SALE  
THAN ANY OTHER THREE SOAPS COMBINED. YOU CANNOT POSSIBLY  
GO WRONG IN SUCH A STOCK, AND LET YOUR CUSTOMERS KNOW  
YOU HAVE IT. BY SELLING SUCH LINES YOU MAKE SATISFIED CUS-  
TOMERS WHO WILL "COME AGAIN," AND YOU ARE ON THE SUREST  
FOUNDATION FOR GOOD-WILL.

# A REPUTATION FOR QUALITY

PRICE LIST ON APPLICATION TO

LEVER BROTHERS, LIMITED, TORONTO.

**Good Goods**  
**help to make Good Profits.**

**"NECTAR" TEA**  
The perfection of all black teas.  
20c., 26c., 38c. and 45c.

**MADAM HUOT'S COFFEE**  
The Gem of all coffees.  
1-lb. tins at 31c., 2-lb. tins at 30c. per lb.

**THE "CONDOR XXX"**

Fine early Yokohama Japan Tea is now in stock, and shows the finest value out this year, both in style and liquor, at **19c.**  
**FOR A 25C. TEA IT HAS NO RIVAL. IT IS WORTH A TRIAL.**

**THE "CONDOR V"**

A beautiful uncolored May picking Japan tea, of choice liquor, at **25c.**  
It is a great tea and has no equal for a 40c. line, except it be the "Condor LX" in lead packets.

**THE "CONDOR XXXX"**

A strong, rich, June liquor Japan tea, at **22½c.**  
Try it—it will be a revelation to you.  
**SMALL LOTS AT SPECIAL PRICES TO CLOSE THEM OUT.**

19 Matts—8 5-lb. Boxes (packed in Colombo) extra golden tipped Orange Pekoe Ceylon Tea, a beauty in leaf and liquor, at **32½c.**

|     |        |                                                      |       |
|-----|--------|------------------------------------------------------|-------|
| 4   | 40-lb. | Boxes fine early Japan tea, splendid liquor, at..... | 19c.  |
| 35  | 30-lb. | " " " " " " .....                                    | 19½c. |
| 75  | 20 lb. | " (matted singly) " " " .....                        | 20c.  |
| 76  | 10-lb. | " " " " " " .....                                    | 21c.  |
| 296 | 5-lb.  | " " " " " " .....                                    | 22½c. |

"Condor" Vinegar, 100 grains, pure distilled, at 27½c. Wholesome, bright as crystal.

"Old Crow" Vinegar, 75 grains, pure distilled, at 20c. Clear as water from a spring.

**Terms 3% 30 days.**

Specialty of high-grade Teas, Coffees, Spices and Vinegars—wholesale.

**E. D. MARCEAU**

281 to 285 St. Paul, Cor. St. Gabriel,

**MONTREAL.**

**THE "CONDOR" MUSTARD**  
The only pure—the best in the world.  
¼-lb. tins at 35c.  
½-lb. tins at 33c.  
1-lb. tins - 32½c.

**THE "CONDOR LX" JAPAN**  
In lead packets. A fine May picking.  
60-lb. cases of 1-lb. and ½-lb. at 27½c.,  
retails at 40c.

# CURRENT MARKET QUOTATIONS

August 29, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 1.

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

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |            | Toronto. |    | St. John, Halifax. |       |
|---------------------------------|-----------|------------|----------|----|--------------------|-------|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14 1/2 |          |    | \$ 18              | \$ 19 |
| “ “ pound blocks.               | 16        | 0 17       | 16       | 17 | 17                 | 18    |
| “ “ tubs, best.                 | 15        | 16         | 12       | 14 | 14                 | 16    |
| “ “ tubs, sec. grade.           | 20 1/2    |            | 20 1/2   |    | 18                 | 20    |
| Creamery, boxes.                | 21        |            | 21       |    | 21                 | 22    |
| “ prints.                       | 10        |            | 9 1/2    |    | 10                 | 11    |
| Cheese, new, per lb.            | 13        |            | 12       |    | 11                 | 12    |
| Eggs, new laid, per doz.        |           |            |          |    |                    |       |

## CANNED GOODS

|                             |        |        |        |        |      |      |
|-----------------------------|--------|--------|--------|--------|------|------|
| Apples, 3's.                | 0 90   |        | 0 85   |        | 1 00 | 1 10 |
| “ gallons.                  | 1 80   | 2 00   | 2 41   | 2 50   | 2 00 | 2 15 |
| Asparagus.                  | 2 20   | 2 25   | 2 00   | 2 40   |      |      |
| Beets.                      | 1 00   | 1 00   | 95     | 1 10   |      | 1 10 |
| Blackberries, 2's.          | 1 30   |        | 1 40   | 1 70   | 1 50 | 1 80 |
| Blueberries, 2's.           | 80     | 85     | 80     | 85     | 95   | 1 00 |
| Beans, 2's.                 | 80     | 90     | 80     | 80     | 90   | 95   |
| Corn, 2's.                  | 75     | 80     | 80     | 85     | 85   | 90   |
| Cherries, red, pitted, 2's. | 1 90   | 2 20   | 2 10   | 2 25   | 2 30 | 2 40 |
| “ white.                    | 2 00   | 2 15   | 2 00   | 2 25   |      |      |
| Peas, 2's.                  | 75     | 80     |        | 85     | 85   | 91   |
| “ silted.                   | 90     | 1 00   | 1 00   | 1 20   | 1 10 | 1 15 |
| “ extra silted.             | 1 00   | 1 10   | 1 25   | 1 30   | 1 20 | 1 25 |
| Pears, Bartlett, 2's.       | 1 50   | 1 60   | 1 50   | 1 70   | 1 75 | 1 80 |
| “ 3's.                      | 1 90   | 2 01   | 2 00   | 2 40   | 2 00 | 2 25 |
| Pineapple, 2's.             | 2 03   | 2 40   | 2 25   | 2 50   | 2 15 | 2 25 |
| “ 3's.                      | 2 40   | 2 60   | 2 50   | 2 60   | 2 50 | 2 60 |
| Peaches, 2's.               | 1 60   | 1 80   | 1 75   | 1 90   |      | 1 75 |
| “ 3's.                      | 2 25   | 2 60   | 2 50   | 2 75   | 2 70 | 2 80 |
| Plums, green gages, 2's.    | 1 30   | 1 35   | 1 10   | 1 25   | 1 30 | 1 60 |
| “ Lombard.                  | 1 20   | 1 25   | 1 00   | 1 10   | 1 30 | 1 50 |
| “ Damson, blue.             | 1 60   | 1 25   | 1 00   | 1 10   | 1 10 | 1 30 |
| Pumpkins, 3's.              |        | 85     |        | 85     | 90   | 1 00 |
| “ gallon.                   |        |        | 2 10   | 2 25   | 2 10 | 2 25 |
| Raspberries, 2's.           | 1 40   | 1 50   | 1 60   | 1 80   | 1 70 | 1 75 |
| Strawberries, 2's.          | 1 50   | 1 75   | 1 00   | 1 75   | 1 50 | 1 75 |
| Succotash, 3's.             | 1 00   | 1 25   | 1 15   | 1 15   | 1 10 | 1 15 |
| Tomatoes, 3's.              | 80     | 85     | 80     | 85     | 95   | 1 00 |
| Lobster, tails.             | 2 75   | 3 20   |        | 3 25   | 2 50 | 3 25 |
| “ 1-lb. flats.              | 3 00   | 3 75   | 3 50   | 3 70   |      | 1 25 |
| “ 1/2-lb. flats.            | 1 75   | 1 85   | 1 75   | 1 80   |      | 1 75 |
| Mackerel.                   | 1 00   | 1 10   | 1 15   | 1 25   | 1 35 | 1 45 |
| Salmon, sockeye, Fraser.    | 1 50   | 1 85   | 1 75   | 1 85   | 1 50 | 1 75 |
| “ Northern.                 |        |        | 1 60   | 1 65   | 1 50 | 1 60 |
| “ Horseshoe.                |        |        |        |        |      |      |
| “ Cohoes.                   | 1 10   | 1 25   | 1 25   | 1 30   | 1 25 | 1 50 |
| Sardines, Albert, 1/2's.    | 12     | 12 1/2 | 12 1/2 | 13     | 14   | 15   |
| “ 3's.                      | 20     | 21     | 20     | 21     | 20   | 21   |
| “ Sportsman, 1/2's.         | 11 1/2 |        |        | 12 1/2 |      | 12   |
| “ key opener, 1/2's.        | 19     | 20     |        | 21     | 20   | 21   |
| “ P. & C., 1/2's.           | 9      | 11     | 10 1/2 | 11     | 16   | 18   |
| “ Domestic, 1/2's.          | 20     | 22 1/2 | 18 1/2 | 23     | 10   | 11   |
| “ Mustard, 1/2 size, cases. | 27 1/2 | 30     | 33     | 36     | 23   | 25   |
| “ 50 tins, per 100.         | 4      | 4 1/2  | 4      | 4 1/2  | 33   | 36   |
| Haddies.                    | 7 50   | 11 00  | 8 50   | 9 00   | 8 00 | 9 00 |
| Kipper Haddies.             | 1 00   | 1 05   | 1 10   | 1 15   | 1 00 | 1 10 |
| Herring in Tomato Sauce.    | 1 00   | 1 15   | 1 00   | 1 15   | 1 00 | 1 10 |

## CANDIED PEELS

|                |    |  |    |    |    |    |
|----------------|----|--|----|----|----|----|
| Lemon, per lb. | 10 |  | 11 | 12 | 12 | 13 |
| Orange, “      | 11 |  | 12 | 13 | 12 | 13 |
| Citron, “      | 15 |  | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                             |      |      |      |      |      |      |
|-----------------------------|------|------|------|------|------|------|
| Oranges, Rhodi.             |      |      |      |      |      |      |
| “ Cal. late Valencia.       | 4 00 |      | 6 00 | 6 50 | 5 70 | 6 00 |
| Lemons, Messina, per box.   | 3 75 | 4 25 | 5 00 | 7 00 | 5 50 | 6 00 |
| Bananas, Firsts, per bunch. | 1 75 | 2 25 | 1 50 | 1 75 | 1 50 | 2 25 |
| Apples, per bbl.            |      |      | 3 25 | 3 75 | 2 50 | 3 00 |
| Cocconuts, per 100.         |      |      | 3 25 | 3 75 | 3 00 | 3 25 |
| Cal. Peaches.               | 1 10 | 1 25 | 1 50 | 1 75 | 1 75 | 2 00 |
| “ Plums.                    | 1 75 | 2 50 | 2 00 | 2 25 | 1 70 | 2 00 |
| “ Pears.                    | 2 75 | 3 10 | 3 25 | 3 75 | 3 50 | 4 00 |
| Lawtonberries.              | 8    | 10   | 0 06 | 0 08 |      |      |
| Blackberries, per basket.   |      |      | 75   | 0 90 |      |      |
| Watermelons, each.          |      |      | 15   | 35   | 45   | 50   |

## SUGAR

|                                    |      |  |      |  |      |          |
|------------------------------------|------|--|------|--|------|----------|
| Granulated St. Law'ce and Red.     | 4 40 |  | 4 58 |  | 4 70 | 4 75     |
| Granulated, Acadia.                | 4 35 |  | 4 53 |  | 4 63 |          |
| Paris lump, bbls. and 100-lb. bxs. | 4 90 |  | 5 08 |  | 0 16 |          |
| “ in 50-lb. boxes.                 | 5 00 |  | 5 18 |  |      |          |
| Extra Ground Cing, bbls.           | 4 90 |  | 5 35 |  |      |          |
| Powdered, bbls.                    | 4 85 |  | 5 10 |  | 5 55 | 5 80     |
| Cream.                             | 4 25 |  | 4 48 |  |      |          |
| Extra bright coffee.               | 4 30 |  | 4 38 |  |      |          |
| Bright coffee.                     | 4 15 |  | 4 33 |  | 4    | 4 1/2    |
| Bright yellow.                     | 3 95 |  | 4 13 |  | 3 75 | 4 00     |
| No. 3 yellow.                      | 3 85 |  | 4 03 |  | 3 50 | 3 80     |
| No. 2 yellow.                      | 3 80 |  | 3 98 |  | 3 80 | 3 92 1/2 |
| No. 1 yellow.                      | 3 65 |  | 3 83 |  |      |          |

## HARDWARE PAINTS AND OILS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Wire nails, base.               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base.                | 2 35      | 2 35     | 2 85               |
| Barbed wire, per 100-lb.        | 3 05      | 3 05     | 3 50               |
| Oiled and Annealed Wire, No. 9. | 2 80      | 2 80     |                    |
| White lead, Pure.               | 6 25      | 6 37 1/2 | 6 80               |
| Linseed oil, 1 to 4 bbls., raw. | 83        | 81       | 84                 |
| “ “ “ boiled.                   | 86        | 84       | 87                 |
| Turpentine, single bbls.        | 55        | 55       | 57                 |

## SYRUPS AND MOLASSES

|                             |       |       |    |
|-----------------------------|-------|-------|----|
| Syrups—                     |       |       |    |
| Dark.                       | 1 75  |       |    |
| Medium.                     | 2 30  | 30    | 32 |
| Bright.                     | 2 35  | 35    | 37 |
| Corn syrup, barrel, per lb. | 3     | 3     | 36 |
| “ “ 1/2 bbls.               | 3 1/2 | 3 1/2 | 38 |
| “ “ kegs.                   | 3 1/4 | 3 1/4 |    |
| “ “ 3 gal. pails, each.     | 1 40  | 1 40  |    |
| “ “ 2 gal. “ “              | 1 05  | 1 05  |    |
| Honey.                      |       |       |    |
| “ 25-lb. pails.             | 90    | 1 00  |    |
| “ 38-lb. pails.             | 1 20  | 1 40  |    |
| Molasses—                   |       |       |    |
| New Orleans.                | 22    | 30    | 23 |
| Barbadoes.                  |       | 29    | 60 |
| Porto Rico.                 |       | 38    | 24 |
| Antigua.                    |       |       | 30 |
| St. Croix.                  |       |       | 34 |

## CANNED MEATS

|                               |       |        |        |        |        |        |
|-------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans.  | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| “ “ 2-lb. cans.               | 2 75  | 3 30   | 2 85   | 3 00   | 2 80   | 2 90   |
| “ “ 6-lb. cans.               | 8 50  | 11 00  | 8 50   | 8 25   | 8 75   | 9 25   |
| “ “ 14-lb. cans.              | 20 00 | 24 50  | 19 50  | 20 00  | 20 00  | 21 00  |
| Mixed callops, 2-lb. can.     | 2 75  |        | 2 60   | 2 50   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can.      | 3 00  | 3 90   | 3 00   | 3 00   | 3 00   | 3 25   |
| “ “ 2-lb. can.                | 6 00  | 7 90   | 7 00   | 5 80   | 6 00   | 6 00   |
| English brawn, 2-lb. can.     | 2 40  | 2 75   | 2 45   | 2 75   | 2 50   | 2 80   |
| Camp sausage, 1-lb. can.      |       |        | 2 50   | 2 50   | 2 50   |        |
| “ “ 2-lb. can.                |       |        | 4 00   | 4 00   | 4 00   |        |
| Soups, assorted, 1-lb. can.   | 1 15  | 1 50   | 1 50   | 1 40   | 1 40   |        |
| “ “ 2-lb. can.                | 2 40  | 2 45   | 2 20   | 2 25   | 2 25   |        |
| Soups and Bouilli, 2-lb. can. | 1 75  | 2 50   | 1 80   | 1 75   | 1 75   |        |
| “ “ 6-lb. can.                | 3 50  | 5 85   | 4 50   | 4 50   | 4 50   | 4 50   |
| Sliced smoked beef, 1/2's.    | 1 65  | 1 70   | 1 65   | 1 70   | 2 00   | 2 00   |
| “ 1's.                        | 2 75  | 3 10   | 2 80   | 2 95   | 3 25   | 3 25   |

## FRUITS

|                             |        |       |       |       |        |        |
|-----------------------------|--------|-------|-------|-------|--------|--------|
| Foreign.                    |        |       |       |       |        |        |
| Currants, Provincials, bbl. |        |       |       |       | 12     | 12 1/2 |
| “ “ 1/2-bbls.               |        |       |       |       |        |        |
| “ “ Filletras, bbls.        | 10     |       |       |       |        |        |
| “ “ 1/2-bbls.               | 10     |       |       |       |        |        |
| “ “ cases.                  | 10     |       | 10    |       |        |        |
| “ “ 1/2-cases.              | 10 1/2 |       | 10    |       | 12 1/2 | 12     |
| “ Patras, bbls.             |        |       |       |       |        |        |
| “ “ 1/2-bbls.               |        |       |       |       |        |        |
| “ “ cases.                  | 11     |       | 11    |       | 11 1/2 |        |
| “ “ 1/2-cases.              | 11     |       | 11    |       | 11 1/2 |        |
| Vostizzas, cases.           | 14     | 15    | 12    | 14    |        |        |
| Dates, Hallowees.           | 3 1/2  | 4     | 4 1/2 | 3 1/2 | 4      |        |
| “ Sairs.                    | 3      | 3 1/2 | 4     |       |        |        |
| Figs, 10-lb. boxes.         | 70     | 90    | 12    | 10    | 12     |        |
| “ Mats, per lb.             | 3 1/2  | 3 1/2 | 3 1/2 |       |        |        |
| “ 7 cr., 28-lb. boxes.      |        |       | 16    |       |        |        |
| “ 1-lb. glove boxes.        |        |       | 12    |       |        |        |
| Prunes, California, 30's.   | 8      | 8     | 8 1/2 | 10    | 12     |        |
| “ “ 40's.                   | 7 1/2  | 7 1/2 | 8     | 8 1/2 | 9      |        |
| “ “ 50's.                   | 7 1/2  | 7 1/2 | 7 1/2 | 7 1/2 | 8      |        |
| “ “ 60's.                   | 7      | 7     | 7     | 7     | 7 1/2  |        |
| “ “ 70's.                   | 6 1/2  | 6 1/2 | 6 1/2 | 6 1/2 | 7      |        |
| “ “ 80's.                   | 6      | 6     | 6     | 6     | 6 1/2  |        |
| “ “ 90's.                   | 5 1/2  | 5 1/2 | 5 1/2 | 5 1/2 | 6      |        |
| “ “ 100's.                  | 5      | 5     | 5     | 5     | 5 1/2  |        |
| “ Bosnia, A's.              |        |       | 9     |       |        |        |
| “ “ B's.                    |        |       | 7 1/2 |       | 8      |        |
| “ “ U's.                    |        |       | 6 1/2 |       | 6 1/2  |        |
| “ French, 50's.             |        |       |       |       |        |        |
| “ “ 110's.                  | 3 1/2  | 3 1/2 | 3 1/2 | 4     |        |        |
| Raisins, Fine off stalk.    | 5      | 5 1/2 | 5 1/2 | 8     | 8 1/2  |        |
| “ Selected layers.          | 5 1/2  | 6     | 6     | 9     | 9 1/2  |        |
| “ Sultanias.                | 8      | 10    | 9     | 10    | 12     |        |
| “ California, 2-crown.      | 6      | 5 1/2 |       | 9     | 9      |        |
| “ “ 3-crown.                | 6      |       | 7 1/2 | 8 1/2 | 9 1/2  |        |
| “ “ 4-crown.                | 9 1/2  | 10    | 10    | 11    | 10 1/2 |        |
| “ Malaga, Lon. layers.      | 1 50   |       | 2 00  | 2 25  | 2 40   |        |
| “ Black baskets.            |        |       | 2 50  | 2 75  | 2 75   |        |
| “ Blue baskets.             |        |       | 2 80  | 3 00  | 3 00   |        |
| “ Dehesa clusters.          |        | 3 00  | 4 00  | 3 25  | 3 50   |        |
| “ Choice clusters.          | 2 75   | 3 00  | 3 00  |       |        |        |

## PROVISIONS

|                   |    |    |        |  |  |  |
|-------------------|----|----|--------|--|--|--|
| Dry Salted Meats— |    |    |        |  |  |  |
| Long clear bacon. | 10 | 11 | 11 1/2 |  |  |  |
| Smoked meats—     |    |    |        |  |  |  |
| Breakfast bacon.  | 14 |    | 14     |  |  |  |
| Rolls.            | 11 |    |        |  |  |  |

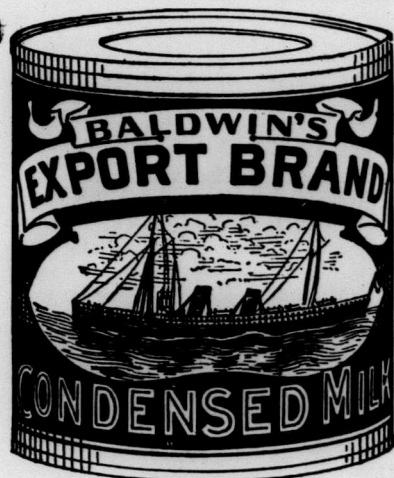




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Six GOLD Medals **VINEGAR**

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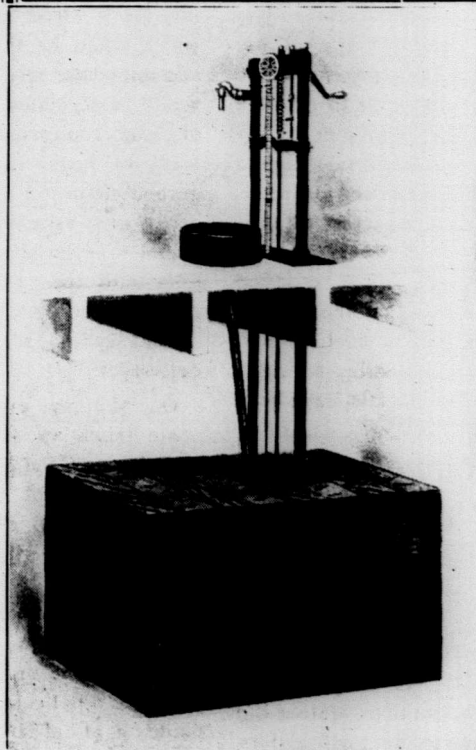
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If you were speculating in grain or stocks, and the market was going against you, you would wire your broker a "Stop Loss" order which would simply mean that you desired the "deal" to close and the Loss to stop.

When you begin to realize or grow tired of the loss you are sustaining by reason of the wasteful methods in which you are handling Oil, losing your legitimate profits—and more—then you will be wise if you wire or write us to send our catalogue that you may place with us a "Stop Loss Order" for a

**BOWSER  
OIL TANK**

## THE PROVISION TRADE.

The Markets—The Army Meat Contract—Miscellaneous Notes.

### THE ARMY MEAT CONTRACT.

WE publish this month the report of the Committee of Public Accounts as to the contract made in October, 1899, in South Africa for the supply to the troops in the field of 4,000,000 lb. of meat by the Cold Meat Storage Co. (sic) at 11d. per lb. It exonerates The South-African Supply and Cold Storage Co., the contractors referred to, from any charge of dishonesty, for Col. Richardson, who made the contract, distinctly states that it was fully understood on both sides that frozen meat could be supplied. It so happened that three-quarters of the total quantity of meat distributed to the troops was frozen. The company received £188,888, and this handsome sum swelled the huge profits which it made, causing its shares to stand at their present high premium. The Premier of Queensland is reported as saying that the company has only had to pay 3½d. per lb., landed, for its Australian frozen meat. After representations from the War Office, the company consented not only to refund £27,000, but also to charge 9d. per lb. for frozen meat in future; yet, it would have been fully within its rights to demand its pound of flesh. The committee mildly suggests that Col. Richardson "should have contracted at different prices for frozen and fresh meat, and that the terms of such contracts should in future be made more clear to the War Office when reported home." It seems to us that the gallant officer's conduct was only in keeping with the rest of the stupid blundering of which the War Office and its officials have been guilty, and that when De Wet is caught or killed some simpleton or other should be made an example of.—Cold Storage, London, Eng.

### PACKING IN MEXICO.

John W. McKay, secretary of the North-American Beef Co., of Chicago, accompanied by James W. Davidson, a lawyer of the same western city, is at present in Mexico for the purposes of investigating the recent purchases of the packing concessions at Uruapau, in the State of Michoacan. It is proposed to instal a water-power plant at the Cupatizo Falls. Eight thousand horse-power will be the capacity.

### STOCK YARDS FOR TORONTO JUNCTION.

Much interest has been aroused, not only in Toronto and Toronto Junction, but also throughout Western Ontario, by the passage

of a by-law in Toronto Junction to grant the Union Stock Market Co., Limited, 35 acres to be used as stock yards.

It will be remembered that some time ago the Union Stock Market Co., Limited, was incorporated with a stock capital of \$1,000,000, to erect and operate stock yards in Toronto Junction similar in purpose, but more modern in construction, to the yards at Toronto.

The matter came up in the Toronto Junction Council on Thursday night. The company was represented at the meeting by Ald. Hodgson, manager, and A. Dods, solicitor. Mr. Dods explained that the intention was to add to the ordinary stock-yard a remount station and a market for the sale of fancy stock. Two or three years ago, Toronto was petitioned by many drovers and others to remove and enlarge its stock yards. The fact that no action was taken made the need of this market all the greater. It was the intention to build large offices, and probably a hotel, along the Keele street frontage, in the rear of which would be the horse stables, built to accommodate 1,000 horses. Behind this would be accommodation for 250 carloads of cattle, 100 carloads of sheep and 90 carloads of hogs. The market would be granolithic or brick paved. A grant of 35 acres was asked for, but the company hoped to enlarge the yards from time to time until they covered 150 acres. The expropriation by-law received its first and second reading, but the third reading was deferred.

On Monday evening, the by-law was again taken up. At this meeting, strong opposition to the proposal was manifested. Some citizens of Toronto Junction maintained that the erection of stock yards would interfere with the sanitary conditions of the town. It was also pointed out that Ald. Hubbard, of Toronto, had proposed in the Toronto City Council to cut off the sewer connection with the Junction. Both of these objections were made light of by the majority of the council, and the by-law was given its third reading and passed. The board of health has also granted permission for the erection of the yards.

### THE PROVISION MARKETS.

TORONTO.

A good business for this time of the year is being done in dressed meats, and prices

are steady for all lines, except dressed hogs, which are 25c. lower. We quote as follows: Dressed hogs, \$9.25 to \$9.75 per cwt.; mutton, \$6 to \$7 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

The demand for cured provisions keeps active, and prices continue stiff, "The indications are," said a local jobber this week. "that lard will advance before long. Stocks are running down, and the output just now is very small." There is no change as yet. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21. Lard—Tierces, 11c.; tubs, 11¼c.; pails, 11½c.

### MONTREAL.

The demand for all lines continues good. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; Chicago clear pork, \$22.50 to \$23; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

### ST. JOHN, N. B.

The pork market is quite bare. Chicago prices continue to advance. Boston quotes rather under western figures. Dealers will soon have to buy somewhere. In beef the market is rather easier. Lard is higher and hard to get.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS, PURE LARD

Our "MAPLE LEAF" brand is unexcelled

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Your wholesaler will quote you,  
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The demand for

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is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
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**LARD**

Owing to the scarcity of hogs we have not been able to fill all orders for pure lard.

We would remind the trade that we are also refiners of **LARD COMPOUND** and can supply a brand of this article equal to any in the market; at prices very much lower than pure lard.

WRITE FOR QUOTATIONS.

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GUARANTEED CHOICE AND PURE.  
**COLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

**PAN-AMERICAN EXPOSITION, BUFFALO.**

Those planning a trip to Buffalo and Pan-American Exposition this year should make arrangements to take in one of the popular side trips offered by the Grand Trunk Railway to the most beautiful and healthful summer resorts, situated on the "Highlands of Ontario," located 1,000 feet above sea level, a few hours run from Buffalo. Good hotel accommodation, magnificent scenery, perfect immunity from hay fever; a place where health and pleasure go hand in hand. The Highlands of Ontario include the following well-known and popular districts.— "Muskoka Lakes," "Lake of Bays," "Magnetawan River," "30,000 islands of the Georgian Bay," "Kawartha Lakes" and the region around "Lake Simcoe and Couchiching." Illustrated descriptive publications, maps and all information can be had free by applying to M. C. Dickson, district passenger agent, Toronto.

**EARLY CLOSING IN CARLETON, N.B.**

The following grocery and meat stores of Carleton, N.B., have agreed to close their stores at 7 p.m. except on Saturdays: D. Belyea, W. D. Baskin, J. W. Giggey, W. Morrish, J. P. Stackhouse, L. B. Clarke, Geo. Price, Geo. Alston, Allan Grocery Co., H. Lilley, J. A. Kindred, C. Fullerton, H. Smith, Thos. Rippey, I. E. Smith, Theo. Stackhouse, R. Retallick, S. A. Morrell, F. C. Eagles, J. Hart, J. McAulay, Jas. Hamm, Mrs. H. Morrison, P. Donovan.

**INQUIRIES REGARDING CANADIAN TRADE.**

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. The names of reliable furniture manufacturers in Canada are asked for by a West of England firm, who also have branches in South Africa.
2. An agent at Amsterdam, working chiefly in the dried fruit business, desires to obtain the agency for a good Canadian house shipping evaporated apples, etc.
3. The addresses of school-book publishers in Canada are asked for.
4. A correspondent in Ireland asks to be furnished with addresses of cheese and butter factories in the Province of Ontario from whom he can import direct.
5. Inquiry is also made for Canadian growers and shippers of peas and beans.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER Toronto. When asking for names, kindly give number of paragraph and date of issue.]

Once used and your customers will ask for OUR

**LARD**

not twice or three times, but **ALL THE TIME**

**Our Process of Rendering**

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

**Hot Weather Specials**

READY FOR LUNCHEON:

|                                                               |                                                                   |
|---------------------------------------------------------------|-------------------------------------------------------------------|
| <b>BOILED PORK HAMS,<br/>LUNCH BEEF,<br/>BOLOGNA SAUSAGE,</b> | <b>BOILED BEEF HAMS,<br/>HAM, CHICKEN and TONGUE<br/>SAUSAGE.</b> |
|---------------------------------------------------------------|-------------------------------------------------------------------|

**The Park, Blackwell Co., Limited**  
Packers and Exporters, **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
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The Most Beautiful

**CHOCOLATE DROPS**

Can be made with Cowan's "Ebony" and "Empress" Sweet Coatings.

These, flavored with Vanilla, are the choicest dark and light Chocolates to be had. Write for them and see for yourselves.

**THE COWAN CO., Limited, - TORONTO.**



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

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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.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN** Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

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CANADIAN AGENT,  
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Teas, Sugars, Molasses, | 46 Front St. East,  
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Samples and prices on receipt of Post Card.

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Our customers and the trade generally are cordially invited to visit our premises during Exhibition. Our office, telephone, staff, etc., are at your disposal. Come in and rest.

**WARREN BROS. & CO.**  
TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retail at  
10 Tablets for 10 Cents.

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Tower Bridge Brewery,  
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FOR **English Malt Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**COMMERCIAL TRAVELLERS' INSURANCE.**

ON account of the recent action of the Commercial Travellers' Mutual Benefit Society in raising the insurance assessment of their members, some investigations recently made by Mr. E. Fielding, Toronto, are of considerable interest. The tables consulted by him were as follows :

The Healthy Males Expectancy, which is the basis of calculations by all regular level insurance companies and societies in making up cost for various plans.

Table of Elementary Mortality Values deduced from the mortality experience of males from 1876 to 1880 of the friendly societies of Great Britain as published by authority of the British Parliament.

Conclusions of the representatives of the fraternal societies at the National Fraternal Congress, which met in November, 1898, in Baltimore.

Experience of Canada Life Assurance Company, from a table prepared by Mr. A. K. Blackadar, F.I.A., and read before the Actuarial Society of America, published in the report by the Inspector of Insurance of Ontario, 1897, over the signature of J. Howard Hunter, with this head note : "No allowance whatever for profit or for management or other expenses, or for loss on investments."

Below find examples of two lives, different ages :

|                                                            | One year to insure for \$1,000 |
|------------------------------------------------------------|--------------------------------|
| Age 25, National Fraternal Congress to cost                | 12 48                          |
| Age 35, " " " " " "                                        | 17 40                          |
| Age 25, Friendly Societies Great Britain has cost          | 16 13                          |
| Age 35, " " " " " "                                        | 22 50                          |
| Age 25, Healthy Males Expectancy Table                     | 15 21                          |
| Age 35, " " " " " "                                        | 20 76                          |
| Age 25, Canada Life average net cost, only                 | 12 42                          |
| Age 35, " " " " " "                                        | 16 82                          |
| Age 25, Mutual Benefit Society now propose for new lives   | 9 60                           |
| Age 35, " " " " " "                                        | 13 20                          |
| Age 25, Mutual Benefit Society now propose for old members | 11 10                          |
| Age 35, " " " " " "                                        | 14 10                          |

For 30 lives, one year, from age 21 to 50 (inclusive), I give in net cost, comparing those proposed as a change by our society with the authorities cited :

|                                                   | Per year for \$1,000 |
|---------------------------------------------------|----------------------|
| National Fraternal Congress, to cost              | \$578 60             |
| Friendly Societies Great Britain has cost         | 715 50               |
| Healthy Males Expectancy Table                    | 674 46               |
| Canada Life, cost, average for 40 years           | 535 95               |
| As proposed for new lives in our society, to cost | 439 00               |
| As proposed for old members (new rate) to cost    | 493 20               |

To continue the investigation by comparing rates : The smallest premium quoted by old line companies I have met, for all life, without profits, for 30 lives (21 to 50), is \$731.65, less 10 per cent. commission and management \$73.16, equals \$658.49 per \$1,000.

But a cheap plan is offered by some companies, called the Commercial Plan, five-year rates made but advanced every

five years, from which it is difficult to make comparison.

The Fraternal Societies, represented by five prominent ones, may be quoted as follows :

|                                           | For \$1,000 Insurance. |
|-------------------------------------------|------------------------|
| Independent O. F. .... 30 lives, 21 to 50 | \$552 24               |
| Royal Arcanum .....                       | 391 82                 |
| Ancient Order of Workmen .....            | 285 00                 |
| Knights of Pythias.....                   | 362 72                 |
| Sons of Scotland.....                     | 519 00                 |

As these five show such wide difference, it is difficult to reconcile the great discrepancy, but it may be partly accounted for by the fact that the Independent Order of Foresters provides for disability and old age. I am not aware that the Sons of Scotland assessment covers anything other than all life without profits.

Each of these associations named, I find, has a small surplus. Below I give the amount for each \$1,000, as per The Bulletin of Assessment Life Insurances.

|                                           | Each \$1,000 Insurance. |
|-------------------------------------------|-------------------------|
| Independent Order of Foresters.....       | \$21 01                 |
| Sons of Scotland.....                     | 20 56                   |
| Commercial Travelers' Mutual Benefit..... | 14 76                   |
| Knights of Pythias.....                   | 4 27                    |
| Ancient Order of United Workmen.....      | 3 56                    |
| Royal Arcanum.....                        | 3 49                    |

The conclusion drawn from the above tables by Mr. Fielding is that the increase in the rates of assessment has not been quite sufficient, according to insurance experience, to provide an undoubted fund to meet all possible death claims for all time.

**A NOVEL USE FOR SOAP.**

Soap is commonly supposed to be more valuable according to its efficacy as an emollient. It is therefore curious to read of its great success as an irritant. The recent visit of the Duke and Duchess of Cornwall and York to the hot springs at Rotorua, New Zealand, serves to remind non-travelling Britishers that the eruption which destroyed the matchless "Terraces" did not leave the "Britain of the South" bereft, says The Oil and Colorman's Journal. Persons unacquainted with the ways of geysers will have read with amusement that in order that the biggest of the boiling fountains should do itself and Rotorua credit on an occasion so auspicious, no one was permitted to throw "soap" into its pool for six weeks before the Royal visit. The geyser was not to be encouraged to use any of its energies in preliminary displays, and soap, to a geyser, is as a red rag to a bull. Throw in half-a-pound of the commonest variety, and the least amenable of boiling fountains then and there will spout. This Sophia, the old Maori guide, discovered. It is satisfactory to learn that when the Duchess dropped the soap in, this particular geyser replied with a mighty outburst.

It's No Use  
for women to wear their lives away when

**VICTORINE**  
THE GREATEST WASHING COMPOUND

is ever at hand to help the washing.  
FREE SAMPLES

**VICTORINE** (Incorporated)  
MONTREAL.



**CLOTHES PINS...**

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
Limited,  
NEWMARKET.

**MEANINGLESS WORDS.**

"Largest sale in the world,"  
"Most delicious tea in the world,"  
"We use only pure Ceylon tea,"  
&c., &c., &c., &c., &c.

Everybody knows that Ceylon tea is the best in the world, and we want everybody to know that **ROSS' HIGH-GRADE TEA** is the only absolutely pure Ceylon tea prominently before the Canadian people to day. All others without exception are mixed with China and other teas.

We inaugurated the mixing of Green Ceylons instead of China tea, and we predict that all other packers will follow us.

**THE ROSS TEA CO.,**  
TORONTO.

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.  
“ L. Chaput, Fils & Cie.  
“ Laporte, Martin & Cie.  
“ E. D. Marceau.  
“ “Ozo” Tea Co.



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W**ALTER H. LINDSAY, general merchant, Milton, Ont., has assigned to Hugh Campbell.

E. J. Kennedy, grocer, St. John, N.B., has assigned.

Assignment has been demanded of J. H. Savoie, grocer, Montreal.

Mrs. W. H. Costigan, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. E. Verret, general merchant, Becancour, Que., has assigned to Lamarche & Benoit.

McGowan & Co., general merchants, Delhi, Ont., have assigned to Ernest A. Lye.

W. McPherson, general merchant, Williamstown, Que., has assigned to T. C. Fitzgerald.

A. Faucher has been appointed curator of J. Plamondon, fruiterer, provision dealer, etc., Quebec.

Lamarche & Benoit have been appointed curators of J. L. Hould, general merchant, Gentilly, Que.

Winters & Stirling, general merchants, Elva, Man., have assigned to C. H. Newton, Winnipeg.

The mortgagee is in possession of the Leduc Mercantile Co., general merchants, Leduc, N.W.T.

A. A. Brodeur, tobacconist and cigar dealer, Montreal, has compromised at 30c. on the dollar.

A meeting of the creditors of the estate of James E. Sprague, general merchant, Regina, N.W.T., was held this week.

Chas. Lebrun, grocer, St. Henri de Montreal, has assigned, and a meeting of his creditors will be held to-day (Friday).

L. A. Wright & Co., grocers, and W. R. Wright, assignee of L. A. Wright, Picton, Ont., have assigned to Sheriff Gillespie.

John Murphy, general merchant, Sturgeon Falls, Ont., has assigned to Henry W. Gill, and a meeting of his creditors has been held.

## SALES MADE AND PENDING.

The assets of A. Lacombe, grocer, Montreal, are for sale.

Smith & Climie, general merchants, Wyoming, Ont., have sold out.

The assets of V. Leblanc & Co., general merchants, Hull, Que., have been sold.

The stock of W. T. Fleming, general merchant, Melrose, Ont., has been sold.

James Hislop, general merchant, Cromarty, Ont., has sold out to Mr. Andrews.

John C. Price, general merchant, Ridgetown, Ont., is advertising his business for sale.

The assets of George Potvin, general merchant, St. Gedeon, Que., have been sold.

The stock, etc., of Black & Co., general merchants, Hawkesville, Ont., is advertised for sale.

The assets of J. L. Hould, general merchant, Gentilly, Ont., are to be sold on September 4.

O. H. Ready, baker and flour and feed dealer, Granton, Ont., is advertising his business for sale.

J. Jackson, blacksmith and general merchant, Parker, Ont., is offering his blacksmith business for sale.

The stock of P. Gagnon, general merchant, St. Charles (Bellechasse), Que., has been sold at 45 1/2 c. on the dollar.

## PARTNERSHIPS FORMED AND DISSOLVED.

Aitken & Savage, fish dealers, Nanaimo, B.C., have dissolved. Aitkin & Robillard continue.

Kelly Bros., general merchants, Mallorytown, Ont., have dissolved. John Kelly continues.

Anderson & Elder, general merchants, Blyth, Ont., are about dissolving. James Anderson will continue.

Emery Menard and Joseph Poutre have registered partnership under the style of Emery Menard, grocer, Montreal.

Partnership hitherto existing between M. L. Mercier and H. Labelle under the style of Henri Labelle, grocer, Boucherville, Que., has been dissolved.

## CHANGES.

J. P. Vaillant has registered as grocer in Montreal.

Demers Bros. have registered as grocers in Montreal.

E. Brosseau, grocer, Ottawa, is adding boots and shoes.

Rosalio Beaudion has registered as grocer in Montreal.

Charles West, grocer, Hamilton, Ont., is giving up business.

A. T. Fox, general merchant, Shogomac, N.B., has discontinued business there.

J. T. Mills, general merchant, Minnedosa, Man., has sold out to A. E. French.

McGowan & Co., general merchants, Delhi, Ont., have sold out to J. D. Abraham.

A. & R. Laplante have registered as butter and cheese manufacturers at St. Remi, Que.

Howard W. Shaw, general merchant, Hawkshaw, N.B., has been succeeded by Fox & Allan.

Mrs. J. A. L. Desaulniers has registered as general agent in Montreal under the style of Desaulniers & Co.

The stock of the estate of J. Daly, general merchant, Strathcona, N.W.T., has been sold to Mrs. Daly.

Henry J. Johnstone has sold his interest in the Crow's Nest Trading Co., general merchants, Fernie, B.C., to J. A. Rennie.

## FIRES.

W. R. Hartley, fruiterer, etc., Rossland, B.C., has suffered loss by fire; insured.

Chas. H. Lowther, lobster packer, Glace Bay, N.S., has been burned out; insured for \$2,000.

## DEATHS.

Hamilton Bailey, grocer, Thorndale, Ont., is dead.

Geo. Morrison, general merchant, Glen Gyle, Que., is dead.

George Constable, baker and confectioner, Toronto, is dead.

Octavien Michaud, grocer and hardware dealer, St. Gabriel de Brandon, Que., is dead.

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

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

**EMPIRE** costs you only 39 cents, and pays a good profit.

**EMPIRE** is well advertised.

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

**EMPIRE** is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**

LIMITED

MONTREAL, QUE.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

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

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

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

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



# LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

## Refrigerators

BUY  
**EUREKA**  
it is the best.

### WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto

# BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.  
Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

# KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.



It isn't the man, it's what he wears.  
And when he is clothed

**FORE and AFT**

with household words of  
world-wide reputation,

**WHICH HE WHO RUNS MAY READ,**

**WE CONCLUDE**

He's an absent-minded beggar,  
but he knows what's what, or he  
wouldn't be advertising

**KEEN'S MUSTARD**

**Current Market Quotations for Proprietary Articles**

August 19, 1901.

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

**BAKING POWDER.**

Cook's Friend—

|                                    |         |
|------------------------------------|---------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |
| " 10, in 4 doz. boxes.....         | 2 10    |
| " 2, in 6 ".....                   | 80      |
| " 12, in 6 ".....                  | 70      |
| " 3, in 4 ".....                   | 45      |
| Pound tins, 3 doz. in case.....    | 3 00    |
| 12oz. tins, 3 ".....               | 2 40    |
| 9oz. tins, 4 ".....                | 1 10    |
| 5 lb. tins, 1/2 ".....             | 4 00    |

Diamond—

|                                          |      |
|------------------------------------------|------|
| 1 lb. tins, 2 doz. in case..... per doz. | 2 00 |
| 1/2 lb. tins, 3 ".....                   | 1 25 |
| 1/4 lb. tins, 4 ".....                   | 0 75 |

W. H. GILLARD & CO.

**IMPERIAL BAKING POWDER.**

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

**MAGIC BAKING POWDER.**

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 "      | 6-oz.          | 0 80     |
| 4 "      | 8-oz.          | 1 00     |
| 4 "      | 12-oz.         | 1 50     |
| 4 "      | 16-oz.         | 1 80     |
| 1 "      | 2 1/2-lb.      | 4 50     |
| 1 "      | 5-lb.          | 7 75     |

**JERSEY CREAM BAKING POWDER.**

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

**BLACKING.**

COONEY'S  
Boxes, each 4 doz..... \$4 50

**SHOE POLISH.**

HENRI JONAS & CO. Per gross.  
Jonas' ..... \$9 00  
Froments ..... 7 50  
Military dressing ..... 24 00

**BLUE.**

Keen's Oxford, per lb..... \$0 17  
In 10 box lots or case..... 0 16  
Reckitt's Square Blue 12-lb. box..... 0 17  
Reckitt's Square Blue, 5 box lots..... 0 16  
Nixey's "Corvus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c.  
Cooney's Royal Windsor, per gross 4 80  
" Universal, bag, per gross.. 4 80

**BLACK LEAD.**

Reckitt's per box ..... 1 15  
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.  
Nixey's Refined Id. 2d. and 1s. pkts.  
" Silver Moonlight 5 and 1c. pkts.  
Nixey's Jubilee, round in 1 and 2 oz. blocks.  
Cooney's Universal, per gross ..... 4 80

**CORN BROOMS**

BOECKH BROS & COMPANY doz. net  
Bamboo Handles. A, 4 strings ..... 4 35  
" B, 4 strings ..... 4 10  
" C, 3 strings ..... 3 85  
" D, 3 strings ..... 3 60  
" E, 3 strings ..... 3 35  
" G, 3 strings ..... 3 10  
" I, 3 strings ..... 2 85

**BISCUITS.**

PEEK, FREAN & CO.  
Metropolitan mixed ..... 40 lb. tins 10c.  
Florence Wafers ..... 8 lb. tins 36c.  
Venice Wafers ..... 8 lb. tins 36c.  
Florence Wafers ..... Small tins \$3.70 per doz

**CARE & CO., LIMITED.**

Frank Magor & Co., Agents.  
Cafe Noir..... 0 15  
Ensign ..... 0 12 1/2  
Metropolitan mixed ..... 0 09  
Special price list of Fancy Tins for Xmas trade and other lines on application

**CANNED GOODS.**

MUSHROOMS.  
HENRI JONAS & CO.  
Mushrooms, Rionel ..... \$14 75  
" 1st choice Duthell..... 17 50  
" 1st choice Lenoir ..... 18 50  
" extra Lenoir ..... 20 00  
Per case, 100 tins.

**FRENCH PEAS—DELORV'S**

HENRI JONAS & CO.  
Moyen's No. 2..... \$9 00  
" No. 1..... 10 50  
1/2 Fins..... 12 50  
Fins..... 14 00  
Tres fins..... 15 00  
Extra fins..... 16 50  
Sur extra fins..... 18 00

**FRENCH SARDINES.**

HENRI JONAS & CO.  
1/2 Trefavennes..... \$9 00  
1/2 Rolland..... 9 50  
1/2 Delory..... 10 50  
1/2 Club Alpins..... 11 50

**CHOCOLATES & COCOAS.**

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

**CADBURY'S.**

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

Chocolate—FRY'S. per lb.  
Caramels, 1/4's, 6-lb. boxes..... 0 42  
Vanilla, 1/4's, 6-lb. boxes..... 0 42  
"Gold Medal" Sweet, 1/4's, 6 lb. bxs 0 39  
Pure, unsweetened, 1/4's, 6 lb. bxs. 0 42  
Fry's "Diamond," 1/4's, 14 lb. bxs. 0 34  
Fry's "Monogram," 1/4's, 14 lb. bxs. 0 24

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

**JOHN F. MOTT & CO.'S.**

R. S. McIndoes, Agent, Toronto.  
Mott's Broma ..... per lb 0 80  
Mott's Prepared Cocoa..... 0 28

Mott's Homeopathic Cocoa (1/4's).... 0 32  
Mott's Breakfast Cocoa (in ins).... 0 40  
Mott's No. 1 Chocolate..... 0 80  
Mott's Breakfast Chocolate..... 0 28  
Mott's Caracooa Chocolate..... 0 40  
Mott's French-Can. Chocolate..... 0 18  
Mott's Navy or Cooking Chocolate.. 0 28  
Mott's Cocoa Nibs..... 0 35  
Mott's Cocoa Shells..... 0 05  
Vanilla Sticks, per gross..... 0 90  
Mott's Confectionery Chocolate 0 21 0 43  
Mott's Sweet Chocolate Liquors 0 19 0 30

COWAN COCOA AND CHOCOLATE CO.  
Hygienic Cocoa, 1/4 lb. tins, per doz. \$3 75  
Cocoa Essence, 1/2 lb. tins, per doz.. 2 25  
Soluble Cocoa, No. 1 bulk, per lb.... 0 20  
Diamond Chocolate, 12 lb. boxes..... 0 25  
Royal Navy Chocolate, 12 lb. boxes. 0 30  
Mexican Vanilla Chocolate, 12 lb. bxs 0 35

**CHEESE.**

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

**BAYLE'S PORTED.**

Robert Greig & Co., Agents, Toronto.  
1/2-lb. 1-lb. 5-lb.  
Jar Jar Jar  
After Dinner ..... \$2 40 \$4 25 \$18 60  
Deville..... 2 65 4 75

**COFFEE**

JAMES TURNER & CO. per lb.  
Mocca ..... 0 32  
Damascus ..... 0 28  
Cairo ..... 0 20  
Sirdar ..... 0 17  
Old Dutch Blo..... 0 12 1/2

**CLOTHES PINS**

BOECKH BROS. & CO.  
Clothes Pins (full count), 5 gross in case, per case..... 0 55  
4 doz. packages 12 to a case)..... 0 70  
6 doz. packages (12 to a case)..... 0 90

# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

### COUPON BOOKS—ALLISON'S.

| Un-<br>num-<br>bered.                | Covers and<br>Coupons<br>numbered. |        |
|--------------------------------------|------------------------------------|--------|
| 50 books, one kind or as-<br>sorted  | \$1 50                             | \$1 75 |
| 100 books, one kind or<br>assorted   | 2 50                               | 3 00   |
| 500 books, one kind or<br>assorted   | 11 50                              | 14 00  |
| 1,000 books, one kind or<br>assorted | 20 00                              | 25 00  |

A lison's Coupon Pass Book.

|             |               |
|-------------|---------------|
| 1 00 books  | 2 cents each  |
| 2 00 books  | 2 cents each  |
| 3 00 books  | 2 cents each  |
| 5 00 books  | 2½ cents each |
| 10 00 books | 3 cents each  |
| 15 00 books | 3½ cents each |
| 20 00 books | 4 cents each  |
| 25 00 books | 5 cents each  |
| 50 00 books | 8 cents each  |

### EXTRACTS.

| Henri Jonas & Co.           | Per gross. |
|-----------------------------|------------|
| 1 oz. London Extracts       | \$6 00     |
| 1 oz. " (no corkscrews)     | 5 50       |
| 2 oz. " "                   | 9 00       |
| 1 oz. Spruce essence        | 6 00       |
| 2 oz. " "                   | 9 00       |
| 2 oz. Anchor extracts       | 12 00      |
| 4 oz. " "                   | 21 00      |
| 8 oz. " "                   | 36 00      |
| 1 lb. " "                   | 70 00      |
| 1 oz. Flat                  | 9 00       |
| 2 oz. Flat, Anchor extracts | 18 00      |
| 2 oz. Square                | 21 00      |
| 4 oz. " (corked)            | 36 00      |
| 8 oz. " "                   | 72 00      |

2¼ oz. Round quintessence extracts Per doz. 2 00  
4 oz. Jockey decanters " " 3 50

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ¼ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ¼ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

### GILLETT'S POWDERED LYE.

1 doz. in case ..... \$3 60

### JAMS AND JELLIES

SOUTHWELL'S GOODS. per doz.

|                       |      |
|-----------------------|------|
| Orange Marmalade      | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam  | 2 00 |
| Raspberry " "         | 2 00 |
| Apricot " "           | 1 75 |
| Black Currant " "     | 1 85 |
| Other Jams, W. F.     | 1 55 |
| Red Currant Jelly     | 2 75 |

Jams— T. UPTON & CO.

|                                            |        |
|--------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz.  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb. | 0 06½  |
| 7-lb. wood pails, 6 " "                    | 0 06½  |
| 14-lb. wood pails, per lb.                 | 0 06½  |
| 30-lb. " " "                               | 0 06½  |

### KNIFE POLISH.

Nixey's "Cervus" 6d. and 1s. tins  
For price list and sliding scale apply W. G.  
Nixey 12 Soho Sq. London, Eng.

### LICORICE.

YOUNG & SMYLYE'S LIST.

|                                       |        |
|---------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.   | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25   |
| " Ringed" 5 lb. boxes, per lb.        | 0 40   |
| " Acme" Pellets, 5 lb. cans, per can. | 2 00   |
| " Acme" Pellets, fancy boxes (40)     | 1 50   |
| per box                               | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.  | 2 00   |
| cans, per can                         | 2 00   |
| Licorice Lozenges, 5 lb. glass jars   | 1 75   |
| " " 30 5 lb. cans                     | 1 50   |
| " Purity" Licorice 10 sticks          | 1 45   |
| " " 100 sticks                        | 0 75   |
| Dulce, large cent sticks, 100 in box. | 0 75   |

### MUSTARD.

COLMAN'S OR KEEN'S.

|                                |        |
|--------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " " ½ lb. tins, " "            | 2 50   |
| " " 1 lb. tins, " "            | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " " 1 lb. " "                  | 0 35   |
| F. D., ¼ lb. tins, per doz.    | 0 85   |
| " " ½ lb. tins " "             | 1 45   |

### BAYLE'S PREPARED MUSTARDS.

|                                      |                         |
|--------------------------------------|-------------------------|
| Robert Greig & Co., Toronto, Agents. |                         |
| Horseradish ½-lb. jars 1-lb. jars,   | per doz., \$1 75 \$2 50 |
| English Sandwich                     | 1 75 2 50               |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. | Per gross. |
|-------------------|------------|
| Pony size         | \$7 50     |
| Imperial, medium  | 9 00       |
| Imperial, large   | 12 00      |
| Tumblers          | 12 00      |

Mugs ..... 13 20  
Pint jars ..... 18 00  
Quart jars ..... 21 00

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| " " single cases                 | 4 21   |
| Telephone, 5-case lots           | 3 91   |
| " " single cases                 | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 51   |
| " " single cases                 | 1 70   |
| " " 100s, 5-case lots            | 1 80   |
| " " single cases                 | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| " " single cases                 | 3 10   |

### MINCE MEAT.

Wetley's Condensed, per gross, net \$12 00  
" " per case of doz., net.... 3 00

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                           |      |
|-------------------------------------------|------|
| STEPHENS'.<br>A. P. Tippet & Co., Agents. |      |
| Patent stoppers (pints), per doz.         | 2 30 |
| Corked pints,                             | 1 90 |

BAYLE'S.  
Robert Greig & Co., Toronto, Agents.

|                                       |               |
|---------------------------------------|---------------|
| ½ Pints. Pints.                       |               |
| Pandora, per doz.                     | \$2 15 \$3 60 |
| Sliced Sweet                          | 1 75 2 85     |
| Hot Stuff                             | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25        |
| Tobasco Pods in vinegar, ½ pt.        | 3 25          |

**RECKITT'S Blue and Black Lead** (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

SODA.—COW BRAND



Case of 1 lbs. (con-  
taining 60 pkgs.,  
per box, \$3.00  
Case of 1/2 lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of lbs. and 1/2  
lbs. (containing 30  
1 lbs. and 60 1/2 lb.  
packages) per box, \$3.00.  
Case of 5c. pkgs. (containing 96 pkgs) per  
box \$3.00.



STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 02 3/4  
No. 1 " " 3-lb. " 0 05 3/4  
Canada Laundry " " " " 0 04 3/4  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
Edwards's Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 07 1/2  
Benson's Satin, 1-lb. cartons.... 0 08  
No. 1 White, bbls. and kegs.... 0 05  
Benson's Enamel, per box..... 3 60  
Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps..... 0 08

KINGSFORD'S OSWEGO STARCH



40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
SILVER 6-lb. boxes, sliding cover 0 08  
GLOSS (12-lb. boxes each crates) 0 08  
PURE 40-lb. boxes 1-lb. pack.... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.

OSWEGO 40-lb. boxes, 1-lb. 0 07 1/2  
CORN STARCH } packages.....  
ONTARIO } 38-lb. to 45-lb. boxes, 0 06  
STARCH } 6 bundles.....

STAROH IN } Silver Gloss ..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2

PER STARCH.  
Cases, 64 pkgs. 48's ..... \$5.00  
1/2 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs.. 0 05 3/4  
4-lb. " " " " " " " " 0 05  
Barrels, 175 lbs. .... 0 05  
Kegs, 100 lbs. .... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
6-lb. enameled tin canisters,  
8 in case ..... 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Maize Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2

TEAS.



SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's ..... 0 20 0 25  
" " 1/2's ..... 0 21 0 26  
Green Label, 1's and 1/2's ..... 0 22 0 30  
Blue Label, 1's, 1/2's, 3/4's and 5/8's. 0 30 0 40  
Red Label, 1's and 1/2's ..... 0 36 0 50  
Gold Label 1/2's ..... 0 44 0 60



Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
1/2-lb., " " " " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND

Wholesale Retail.

Red Label, 1-lb. and 1/2's ..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's ..... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's ..... 0 20 0 25  
Japan, 1's ..... 0 19 0 25

"SNELLINGS PATENT"



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
agents, Toronto.  
Samples on appli-  
cation.



Cases each 60 1-lb. .... 0 35  
" " 30 1-lb. .... } 0 35  
" " 150 1/2-lb. .... } 0 36



LUDELLA CEYLON, 1's  
AND 1/2'S PKGS.

Blue Label, 1' ..... 0 18 1/2 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's... 0 21 0 30  
Brown Label, 1's and 1/2's... 0 28 0 40  
Brown Label, 1/2's ..... 0 30 0 40  
Green Label, 1's and 1/2's... 0 35 0 50  
Red Label, 1/2's ..... 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 3/8, 5s and 10s.. 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s ..... 0 48  
Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13 1/2 oz. bars, spaced 9s.. 0 39  
Currency, 6s and 10s ..... 0 40  
Old Fox, Narrow 10s ..... 0 39  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2x1, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

WOODENWARE

BROOKS BROS. & COMPANY.

Washboards Leader Globe..... 1 55  
" Improved Globe..... 1 65  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown ..... 1 45  
P.o.b. Toronto.

Matches, Kodak, per case (200's) 9  
boxes to packages, 40 packages to  
case..... 3 30

YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00



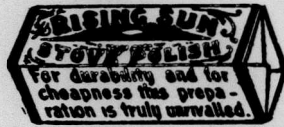
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AGENTS  
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per gr., \$10.20. black  
Maypole Soap,  
per gr., \$15.80.  
Orchid Soap, per gross  
\$10.20

Gloriola Soap, per gross..... 13 00  
Straw Hat Polish, per gross..... 10 20

STOVE POLISH.



No 4—3 dozen in case, per gross .. 4 60  
" 6—3 dozen in case " " .. 8 40



Per gross  
Rising Sun 6-oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes.. 4 50  
Sun Paste, 10c. size, 1/2 gross boxes... 10 00  
Sun Paste, 5c. size, 1/2 gross boxes ... 5 00

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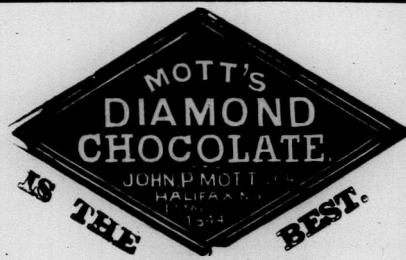
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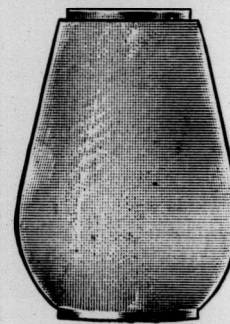
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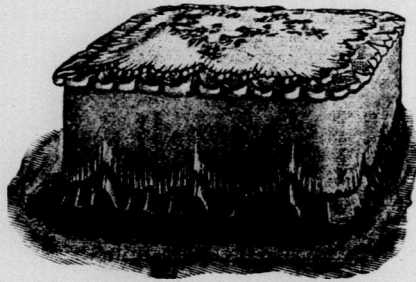
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LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

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