

**PAGES
MISSING**

Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kipper Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal.

Toronto.



12 1/2
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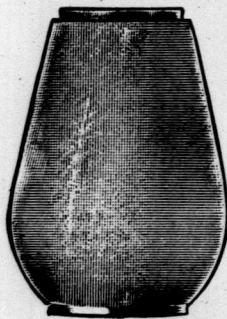
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ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

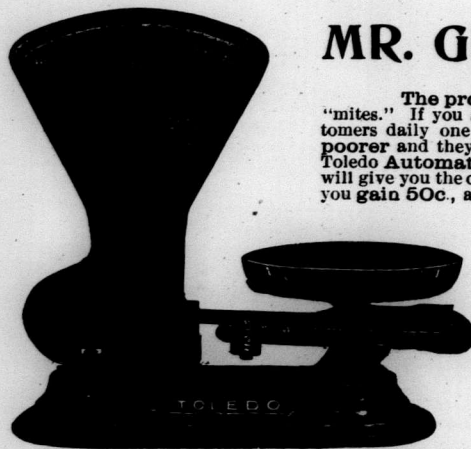
Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR
MOTT'S.



MR. GROCER—

The profit in your business rests upon little things—
"mites." If you are forced by the scales you are using to give 50c. cus-
tomers daily one cent each in down or over-weight, you are 50c.
poorer and they do not know of or feel any benefit. If you use a
Toledo Automatic, Springless Computing Scale the 50 customers
will give you the one cent each that you would otherwise give them and
you gain 50c., a difference in your favor of \$1.00 on the day's
business and the customer gets his just dues, so
loses nothing.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 251 St. James St.

James Ewart

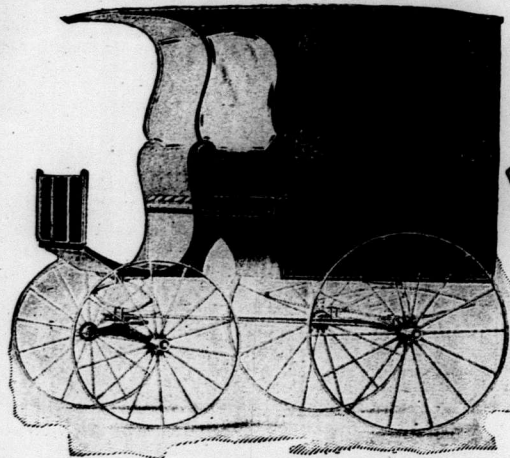
MANUFACTURER OF

High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



*See JUL 10
to Page 10
J.M.C.*

BRITISH COLUMBIA SALMON.

Red Sockeyes,
Cohoes,
Nimpkish,
Griffin,
Sunset,
Golden Net,
Empress,
Harlock,
Maple Leaf,
Lowe Inlet.

The pack famous for quality.
Grocers everywhere endorse it.
Note our leading brands.
They all give satisfaction.

The British Columbia
Packers' Association,

VANCOUVER, B. C.

"THE Perfection Canister"

is just what its name implies.

Write us for information.
It will pay you.

**THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.**

Prepare for the hot weather by stocking
up with

LIME JUICE

LIME JUICE CORDIAL

RASPBERRY VINEGAR

These drinks are unsurpassed as a home
beverage. They are hygienic and pleasing.

Your customers will appreciate the
courtesy if you bring these wines to their
attention.

The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.

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JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC
RAPID GRINDING
AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

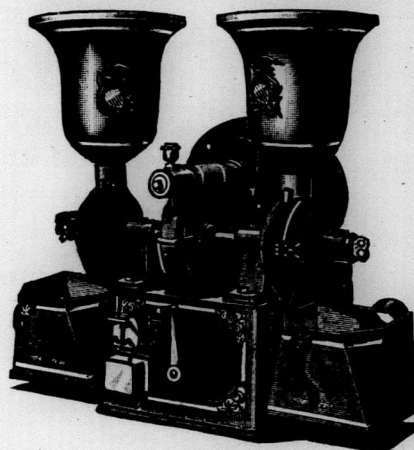
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

JAPAN TEA

In selling **JAPAN TEA** the grocer gives his customer a **pure, wholesome, unadulterated Tea**, very refreshing and invigorating. There is great satisfaction all round in selling the genuine—

JAPAN TEA

Rich in Flavor

Full Strength

Use **Crystal
Granulated
Sugar.**

It is an all-Canadian product and the quality is right.

The Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, ONT.

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk and Peerless Brand Evaporated Cream, unsweetened, can be obtained through our local representatives.

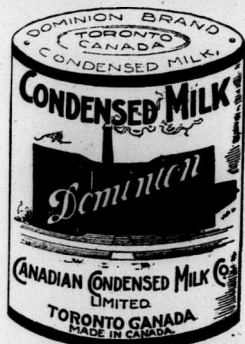


BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

CONDENSED MILK



The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
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 Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

Facts

No. 6.

The particularly delicious aroma of Ceylon Tea is a feature alone sufficient to give it the "premier" place among teas, and is attributable to the excellent soil and peculiarly favorable climatic conditions and places it at once a ready favorite with tea connoisseurs as the leading palatable and refreshing drink, stimulating and exhilarating in the highest degree.

Pure Ceylon Tea Black or Green,

unalloyed by other blends is the tea to satisfy your customer, and

it pays best.

Ceylon Green Tea

is Canada's Favorite.

The Best

wrapping is the kind to use. Poor quality papers mean loss and dissatisfaction. Our brown and manilla wrapping papers are strong and durable.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO and MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES



Trade-mark.

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.



NO TRADE

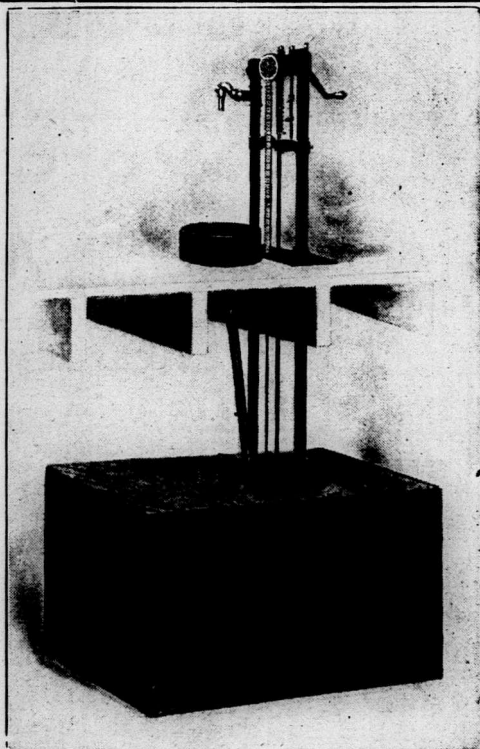
HINDRANCES

Quaker Ceylon Tea—A good Tea well packed in most artistic packages, sealed in Ceylon, goes to the retailer unhampered by any condition, except its payment. Sell it however you please.

J. A. MATHEWSON & CO., Montreal.

Agents for CANADA and NEWFOUNDLAND.

LITTLE LEAKS SINK THE SHIP



BASEMENT OUTFIT

There are leaks in your business other than those from leaky barrels. For instance, there's the "leak," and not necessarily a little leak either, from

PILFERING

There is a class of people who can't, or at least *don't*, distinguish between what's *theirs* and what's *yours*. They "help themselves" during your absence from the salesroom, while you are gone to the basement for oil, perhaps. These continual "pilferings" must foot up a snug sum in the course of a year. Whatever it amounts to, it's *your* loss. And how easy to fool the pilferer. Stay where you can watch him.

BOWSER'S Measure Self-Measuring **OIL TANK**

PUMPS GALLONS, HALF-GALLONS AND QUARTS.

Tank in cellar. Pump on store floor. Safe, clean, handy. It fools the pilferer.

It is better than a bulldog.

Ask for Catalogue "B" — IT'S FREE.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

THE CANADIAN GROCER

HAVE YOU TRIED

“Montserrat”

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

“MONTSERRAT” is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. “MONTSERRAT” is made from CULTIVATED LIMES.

EVANS and SONS, Limited,

MONTREAL AND TORONTO.



Some Grocers get the best



Some grocers get the best goods they can find; others get the cheapest they can.

The biggest success comes to those who insist on quality, and carry only reliable goods.

If you want to tie your trade to you, give

**DWIGHT'S
“COW BRAND” SODA**

the prominence it deserves. Uniform in quality and always satisfactory. That means business.

JOHN DWIGHT & CO.,

MANUFACTURERS.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS
is Cold Water **STARCH** ASK
Water **IVORINE** TRAVELLERS
THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

TEA ROSE DRIPS

**When
Children
Bring Home**

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

*Nonpareil
Jellies.*

The Trial—proves their goodness.
The Evidence—is in the package.
The Judge—is public opinion.
The Sales—Well—just lay in
a stock and judge for yourself.

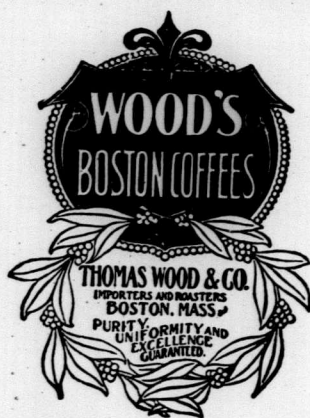
ROSE & LAFLAMME, Agents,
MONTREAL.

THE PERFECT RESULTS

achieved with **Dixon's Carburet of Iron Stove Polish** have made it the most widely used polish in the United States to-day, and Canadian consumers are fast finding out its superior merits as well.

There's a handsome margin of profit in it for the wide-awake retailer. Ask our travellers for particulars.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**



TAKE A REST

Men tire themselves in pursuit of rest. The Grocer tires himself in pursuit of bargains.

If you cannot take a wholesale rest in selecting goods, get at it by degrees. Begin with the adoption of

WOOD'S COFFEES

then your Coffee Department will run itself and keep your clerks running to attend to customers, while you take the rest.

THOMAS WOOD & CO., - No. 428 St. Paul St., MONTREAL.



REGISTERED.
Trade Mark.

GROCERS' WHOLESALE COMPANY, Limited HAMILTON.

Authorized Capital.
\$100,000.

Incorporated July, 1901.

Divided into Shares
\$100 each.

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines. Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

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Vice-President.

H. T. WILSON,
Sec.-Treas.

Telephone Main 2282.

48 WELLINGTON ST. EAST,

TORONTO.



**General Agents and Wholesale Dealers
in Fancy and Staple Groceries.**

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

SINCE writing our article of last week, a part of which dealt with the purchase of cattle for restocking Boer farms in South Africa by the British Government, the purchases being made in the United States, a little more light has been thrown on the subject.

We are the last to wish to complain of the British Government, which, as representing the Home country, we wish to support on all occasions and in every way in our power, but the truest support, after all is said and done, is that fair criticism which points out faults, so that those committing them, frequently unwittingly, may expunge them, and restore confidence and good feeling. For this reason we shall continue to blame what we think blameworthy in England's treatment of Canada, in the hope that a similar course pursued throughout this land may take effect across the sea, where things Canadian are getting such attention as never before.

But, to come back to our subject, it is now stated that the main reason for the purchase of the cattle in the United States is one of the best, a reason that we can all accept, for this is a commercial age—the very simple, but all-sufficient reason, that they can be purchased cheaper there. In spite of this, however, our point remains good that our representations made to the Home Government were not met with that promptness which we think they deserved. Had this very reasonable explanation been made to us in time, a lengthy and somewhat acrimonious debate would have been spared us. Canadians are anxious for trade, but we are not begging for it, even from the Mother Country. Our position summarized is this; we do not want Britain to buy our products at a higher price than for what she can obtain them from other countries, (always, of course, excepting the case of a mutual preferential arrangement,) but we do think that where price and quality are equal this land should have the first chance.

It may be mentioned that, in connection with this matter, a motion censuring the Government was introduced by Mr. Pope, who claimed that our interests had not been sufficiently pressed on the British authorities. Mr. Fisher, the Minister of Agriculture, defended himself by stating that two communications had been ad-

ressed to the Old Country people by our officials, but without result. The vote, when taken, resolved itself, as usual, into a straight party one, and the Government was sustained by the usual large majority.

* * *

Speaking of England's relations with Canada, one may say that this is a most convenient centre for getting light and information upon this subject. Not only are Imperial politics given a great deal of attention by the members, many of whom are extremely well posted, but the well-equipped library and reading room afford the very best sources of information.

The English press is, at present, most interesting. For example, we learn that in a bye-election, now in progress, "Remember Canada," is a battle-cry for one of the parties. "Remember Canada," just fancy that! "Where is Canada?" was the cry in English mouths which a few years ago was most familiar to the chagrined ears of Canadians. Now, a nation undoubtedly needs advertising, just as a business does, and whether, in the fulness of time, Mr. Chamberlain succeeds in evolving and carrying out some scheme of Imperial preference or not, Canada is bound to be a large gainer by the campaign which he has inaugurated.

* * *

As was to be expected, Mr. Labouchere has arrayed himself strongly against Mr. Chamberlain, and in answering the former, the latter has said, in part; "No suggestions have been made, by England or the colonies, that the colonies surrender the liberty of framing their own tariffs, or of an alteration in the practice of leaving the colonies to decide, for themselves, their adherence or otherwise, to the commercial treaties of the Motherland. No colony ever suggested to the Motherland the manner of protecting the fiscal freedom of the Empire." We should think not. Fancy Canada, for example, surrendering so important a part of her legislative rights, of her boasted rights of self-government. The country would be ablaze from Gaspe to Vancouver at the very idea of such a thing. To one of us, it seems rather amusing that British statesmen should so gravely discuss such a thing. They certainly understand but little, as yet, of colonial feeling.

There is yet more significance in that catch cry, "Remember Canada," than appears at first sight. Why "Remember Canada," rather than "Remember Australia;" or more likely yet, "Remember the Colonies?" Because Canada is at last beginning to get her rights in the minds of the people in Britain. In richness of territory Australia cannot compare with us. In proximity to England she cannot compete with us, and yet for years, yes, almost until the present, the average Englishman knew all about Australia and but little of Canada. To the average Briton, gold is indeed a strong drawing card, and its discovery, in such rich quantities, in Australia, brought, to that country, an inrush of British immigration which put it to the fore-front of the colonies, in the attention received across the Atlantic. Canada moreover, was regarded as a cold country; too cold a country in which for a white man to live, with any degree of comfort, while, strange to say, the torrid heat of Australia, had no terrors for the men of a temperate clime. Well, everything comes to the nation, as well as to the individual, who waits, and things are, indeed, coming to Canada, none of them better for us than the friendly interest at last aroused in England.

The Duke of Argyll, our old-time Governor General, has taken sides with Mr. Chamberlain, and summarizes his views by saying that, in his opinion, the Mother Country and the colonies can assist one another, not in matters of defence only, but in commercial affairs as well.

* * *

In reading a recent issue of The Toronto News, we notice the fact that an English official, in discussing a big contract, used the expression 'Canadians preferred,' and yet, it is not more than half a dozen years since English merchants used to request Canadian shippers to send their goods in packages resembling this, that, or the other style of shipment of other countries, in order that it might not be discovered by the purchaser, that the goods came from this Canada of ours. To-day, we venture to assert, the inscription "Made in Canada" is not a detriment, but an assistance to the British retailer.

* * *

While England is being stirred as it has not been stirred for years on any commercial matter, we must not forget that

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

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.

Chamberlain's suggestion is under criticism in all parts of the world, and especially in the colonies which would be so largely affected by it. As to foreign countries, it is amusing to see those which are well known to be unfriendly to all things British, warning the British electors against the adoption of a policy which will mean the ruination of the Empire's greatness. Surely Chamberlain could hardly have a more potent argument in his favor than the attitude of these, our enemies. As for Canada, it is not our place to discuss Canadian sentiment in this connection, within the limits of a short article, but we can say that, in Australia, feeling seems to be greatly divided. An ex-provincial premier opposes the crusade most strongly, but the Federal Government, if we can believe Mr. Chamberlain, is friendly to his idea.

Some uneasiness is beginning to be felt by the members at the possibility of the re-entry of the Manitoba School Question into Federal politics. As a matter of fact, such a thing seems extremely improbable. A general election is now in progress in Manitoba, and the Roman Catholics of the province are, quite naturally, taking advantage of the opportunity to attempt to make what they consider, better terms with the local premier, Mr. Roblin. As at present situated, those Catholics who live in a locality such as Winnipeg, where they are quite numerous, but still in a minority, are unable to establish separate schools by applying a part of their taxation for that purpose. If they want these schools they still have to pay the full amount of taxes for general school purposes, and to maintain their own entirely at their individual cost. Against this state of things the Catholics of Winnipeg have appealed to the School Board, who have politely replied that they are powerless to amend the situation. From the School Board they go to the Provincial Premier, who very much regrets the fact that there should be dissatisfaction, but

declares that it is a matter for the Dominion Government. We are told, that to the Dominion Government then, the Catholics of Manitoba will shortly come, when, no doubt, it will be in order for the Premier of Canada to say that matters of education are for the provinces, that Mr. Roblin was in error when he said that he had not the power to make the changes asked, and that he, personally, with all the good will in the world to see wrongs righted, is constitutionally powerless in this case.

The fact is, there is nothing so dangerous and unpleasant for politicians to handle as questions affecting religion. Old friendships count for nothing, the political allegiance of years goes by the board, the fire and the rope, the rack and the thumb-screw, once more are invoked, not as applied to the body, it is true, but to afflict the mind of former friend and present bitter foe. It is, in public life, what civil strife is in the realms of war, a frightful thing, arraying brother against brother and friend against friend. May it no more come into the realms of politics in this busy Canada of ours where all we want, at present, is opportunity to develop our great resources and our national spirit, undistracted by anything so awful as religious strife.

If customs returns are an evidence, the general prosperity of Canada goes merrily on, in spite of the few failures we have had in connection with that precarious form of gain, stock transactions. The total receipts for customs last year, that is the fiscal year ending June 30, have reached the splendid total of \$36,619,659, an increase over the previous year of no less than \$1,566,860. While some may be found to deplore this large receipt, as it means a large increase in importations of manufactured goods, many of which might be made in Canada, we need not feel too badly over the matter, since our factories are, for the most part, working overtime as it is. We have so much to do in a country of our magnificent area that money, and a good deal of it, is an

absolute necessity for us. We may write, academically as we will, about direct taxation being the most economical and the best, but we know that a Dominion Government that laid on a large amount of it, would last just until the next election, and not a moment longer. We must take note of conditions, and reckon with them whether we regret them or no. Even from the standpoint of the Canadian manufacturer, the development work which we are enabled to do with a large income is a great boon. We aid a railway, for example, building into some part of Canada theretofore a wilderness. Population follows, goods are required for the newcomers, and the Canadian manufacturer supplies his share. Let us, then, rejoice in our abundant revenues, just so long as our own manufacturers are prosperous, and when they cease to be so, we shall take counsel as is our duty.

TRADE WITH SOUTH AFRICA.

A recent number of The Johannesburg Daily Mail contained an interview with Mr. J. G. Jardine, Canadian Trade Commissioner in South Africa, showing the good progress being made in building up our trade with that colony. Mr. Jardine remarked, among other things, that "In butter, cheese, flour, bacon, hams and canned goods generally, we are doing a large business at present. There are several representatives here from some of our largest firms, and they have 'done' the country from the Cape to the Zambesi, with very encouraging success. A particularly large business is being done at the Cape in Canadian butter. When I left there almost every retail grocer sold our butter—at 1s 6d per lb. In a few weeks the direct steamers brought over 3,000 or 4,000 packages. Talking about steamers, the Canada Steamship Co., who are running direct steamers from Canada to South Africa, had to put on an overflow steamer last month, and to-day there are two steamers in the harbor at Cape Town filled with Canadian products. It is more than likely that in future the two steamers per month will be continued—that is, for six out of the twelve months."

THE GROWING TIME

is on, and the people want the best. See our travellers' list of goods from Dandicolle & Gaudin, of Bordeaux, France, French Sardines, Paragon Vinegar, Olive Oil, Peas, Mushrooms, Capers, etc., etc.

Also from McMechen, of Wheeling, Salad Dressings, Mustards, Pickles, etc., etc.

**LUCAS, STEELE & BRISTOL,
HAMILTON.**

Who Ships
BREAD and
CAKES ?

We Do!

The Nasmith Co., Limited, Toronto.

OUR friends in New Ontario and the West, who have no home-grown fruits to preserve, cannot afford to be without the unparalleled products of this grand Niagara Peninsula.

Goodwillie's pack of Preserved Fruits

is the choicest to be had. Here is our assortment :

**PEACHES, PEARS, PLUMS,
RED and BLACK CHERRIES,
RASPBERRIES, STRAWBERRIES, GOOSEBERRIES.**

Do not delay your selection.

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,
TORONTO

GOODWILLIE'S PRESERVED FRUITS.



WAIT TILL YOU HAVE
YOUR CUSTOMERS COME
BACK AFTER MORE AND
SAY "JUST LIKE OUR
MOTHERS USED TO MAKE."

A. F. MACLAREN IMPERIAL CHEESE CO.,
LIMITED, SELLING AGENTS, TORONTO.

A PRO-TRADING-STAMP MAN.

J. E. Wilder, Montreal, proprietor of The Traders Advertising Co., a concern which handles trading stamps, maintains his right to continue business in the face of the recent by-law passed by the Montreal City Council. He argues that the Federal Government only had the right to legislate in the matter, as it was one affecting the conditions of trade and commerce. This is according to a decision given by Mr. Justice Andrews some time ago when he declared a by-law similar to the one in question not only ultra vires of Quebec city, where it was passed, but also beyond the jurisdiction of the Provincial Legislature. According to Mr. Wilder, his company were making preparations to place the trading stamps in a leading dry goods store in Montreal when the by-law was passed, and the firm then refused to take them, causing some loss to The Traders Advertising Company. He will call upon the city to make good this loss; nor will he cease his fight against the by-law until the Privy Council itself has rendered judgment on the question if no other court will sustain him. If Mr. Wilder intends to do all this, a very interesting struggle may shortly be in progress.

PACKAGE GOODS.

Attractive packages have a great deal to do in the sale of goods, and the United Factories, Limited, seem to appreciate this fact, as they are now placing all their better lines of Boeckh's and Bryan's scrubbing brushes, dandy brushes, bannister brushes, hair brooms and whisks in neat cardboard cartoons. These cartoons not only add materially to the appearance of the goods, but they also protect them and keep them from becoming shop worn and are much more easily handled. This move on the part of the United Factories will doubtless be appreciated by both the dealer and consumer and will add greatly to the popularity of their lines.

DRIED FRUITS IN GERMANY.

FROM the fact that Canada exports considerable quantities of dried apples to Germany the following letter from Joseph I. Brittein, U.S. Consul at Kehl, may be of interest to buyers and exporters.

"While in the United States last year, I visited a number of the larger prune and apricot orchards in the vicinity of San Jose, Cal., and since my return to this country have given the importation of evaporated American fruits considerable study. For this part of Germany—namely, Baden and Alsace-Lorraine—I find the outlook for increased sales most encouraging. From the leading importer



UPTON'S JAM,
UPTON'S JELLY,
UPTON'S MARMALADE.

THREE OF A
KIND—IF
YOU CARRY THESE
YOU ARE ALL
RIGHT.

A. F. MacLAREN IMPERIAL CHEESE
CO., Limited, SELLING AGENTS,
TORONTO.

in the western part of Germany I learn that California prunes and apricots are rapidly supplanting the products of France and Italy. The California fruit is cheaper and its flesh brighter and more solid.

Speaking of the packing and drying of prunes and apricots, my informant tells me he has no fault to find, except with the manner in which the boxes are put together. He says there would be less breakage if they were dovetailed instead of being simply nailed.

Regarding the time in transit, he says that he has experienced considerable annoyance and some loss of trade in consequence of shipments being delayed en route from California. One shipment was over ten weeks on the way; the buyers think the goods were held in New York several weeks. California fruits are generally paid for in advance, which fact makes delays in shipments especially annoying.

The Elsassische Conserven-Fabrik und Import Gesellschaft, of Strassburg, last season sold eight carloads of apricots, 10 carloads of prunes, and 25 carloads of evaporated apples. Prunes and apples retail here at from 12½ to 15 cents per pound and apricots at 20 cents.

The evaporated apples come from the vicinity of Rochester, N.Y., and find a ready sale. Considerable fault, however, was found with the shipments of last season. The apples were not all sufficiently dried before packing, which caused them to mould in the boxes. The metric system should be used in foreign shipments."

According to the last trade and commerce reports Canada exported to Germany in 1902, 787,224 pounds of dried apples, valued at \$62,382. In 1899 we exported 1,735,387 pounds, valued at \$265,690. The fruit is used for domestic consumption and in the arts, for preparing certain dyes.

THE FRUIT OUTLOOK.

The fruit division of the Dominion Department of Agriculture has issued under date of July 2 the following summary of the crop report to date:

Early apples are reported a good crop in all sections. Winter apples will be only medium. The fruit has been singularly free from the ravages of insects and fungous diseases, though a few correspondents are noting the development of some scab since the wet weather has set in. The Fruit Division a few days ago issued a timely warning that spraying with the Bordeaux Mixture would be doubly necessary as long as the wet weather continued.

Pears in Southern Ontario and Georgian Bay districts are a good crop. In Eastern Ontario they are a failure in many places.

Plums are a heavy crop in all the plum-growing sections, but the rot is developing with the wet weather, and will, if it continues, cause a serious depreciation.

Peaches are also a large crop. Mr. J. L. Hilborn, of Leamington, says: "Peaches of all varieties, except those subject to curl leaf, are heavily loaded. The Elberta, a variety much subject to curl leaf, has suffered very little where it was sprayed early, but where spraying was done late or not at all, many of the trees will probably die."

Small fruits are a heavy crop everywhere except in the eastern portion of the province, where the drought is responsible for the failure.

Canned Haddie

Best Packs

PRICES RIGHT

The DAVIDSON & HAY, Limited

Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter in England.

THE development in Canada's butter export trade in the past five years has been great, and Canadian makers and exporters may well be proud of the good reputation their butter has in foreign markets.

In 1897 Canada exported 11,453,351 lb. of butter of her own production, valued at \$2,089,173. Last year she exported 27,855,978 lb., valued at \$5,660,541. These figures show an increase of 16,402,627 lb. of butter exported, and an increase of \$3,571,368 in the value. Taking the values as a standard, there has been an increase of, roughly speaking, about 175 per cent. Great Britain is the importer of nearly all our butter. Of our exports in 1897, 11,413,131 lb. out of a total of 11,453,351 went to the Old Country, and \$1,912,389 out of \$2,089,173 in values. Of our total exports in 1902, 26,846,205 lb. out of the total of 27,855,978 went to the Old Country, and \$5,459,300 out of \$5,660,541 in values. From these figures we see that there has been an increase in our exports to Great Britain of 16,433,074 lb. in volume, and \$3,546,911 in the value in the last five years.

The foregoing review of the export figures should be a convincing argument to show the great development of our foreign butter trade. However this year, chiefly on account of the big home demand, which keeps the price of Canadian butter very high, and the weak market in the Old Country, the exports of butter so far are behind those of last year.

Now the question is whether this situation is to continue. The competition on the English market is very keen, and special efforts will have to be made in order to keep the position we have gained. One way to do this will be to improve the quality of our butter, and put it on a footing with the Danish, and thus remove it from the competition of countries such as Russia, Holland, Ireland and France.

At present, of course, the Danish is the best butter on the English market, and consequently brings a higher price than that from other countries. We have great difficulty in competing with these other

countries on account of our greater distance from the market, and also on account of the high prices ruling here.

If we are to improve our butter we must begin at the beginning, namely, with the farmer. Since the introduction of cream separators the farmers have been doing their own separating, and the butter makers say that the cream is not being brought to the creameries in such good condition as formerly. This should be remedied. Then the packing of the butter for the export trade should be well looked after. English importers state that on account of careless packing Canadian butter often arrives on the market in poor condition, and consequently the dealers are rather shy of handling it. One of the chief faults to be found in the packing is the lightness of the boxes. This could be remedied surely.

It is the duty of all connected with the production of Canadian butter to do what is in their power to help on the good cause, and to try in every way to bring the standard of our butter to a par with the best on the British market.

Warm Weather Poultry Packing.

The following instructions are given by W. H. Rudd, Son & Co., for packing poultry in warm weather:

Leave heads on and entrails in. Strong, sound barrels (sugar barrels preferred) are best for the packing, and the ice should be washed before using. Place a good layer of broken ice in the bottom of the barrel and then a layer of poultry, commencing in the middle and packing in a circle, with heads down, backs up and feet towards the centre; then alternate layers of ice and poultry, filling the barrel to within six inches of the top, taking care to have ice between the poultry and the staves of the barrel; top off with large pieces of ice and cover the barrel with bagging (which insures its being kept right side up) and mark with brush or stencil. If shipped from any considerable distance, put an extra large piece of ice on the top; and if properly packed the poultry can be on the road 50 hours without injury; and if heavily iced and shipped in refrigerator car, can safely be four or five days in

transit; but even for short distances it is better to use ice, as poultry, especially if not drawn, packed without it in warm weather, if only for an hour or two, will turn green across the back, and become almost worthless.—The National Provisioner.

Argentine Cattle.

According to The Bulletin of Commercial Statistics, for the first quarter of the calendar year 1903, issued by the Ministry of Agriculture of the Argentine Republic, the following data show the conditions prevailing in the cattle industry of the country during the period in reference:

There were brought into the capital 151,772 head of cattle, of which 74.47 per cent. were for slaughtering, 26.35 per cent. for storing, and 0.18 per cent. for exportation. There were brought into the Matanzas and South Barrancas markets 1,094,941 sheep and lambs, of which 787,040 were for the "frigorificos," 258,296 for the "mataderos," and 49,605 for storing. The number of pigs slaughtered for consumption was 1,885. The following was the exportation of live stock: Sheep, 92,101; cattle, 25,215; horses, 1,530; asses, 4,505 (for South Africa); mules, 8,584, of which 8,561 were shipped to South Africa. The number of horned cattle slaughtered by the "saladeros" of the Argentine Republic during 1902 was 454,000 (180,600 in the Province of Buenos Ayres and 274,300 in the Province of Entre Rios.

For the month ending March 31, 1903, La Union Argentina Dairy Co. manufactured 470,284 kilograms of butter, obtained from 11,286,816 liters of milk.

Packing House for Woodstock, N.B.

The property-holders of Woodstock, N.B., by a large majority, voted on July 3rd, to give The Meductic Meat Co. a bonus of \$45,000 to establish a packing house in Woodstock.

Canada's Bacon Trade.

Canada's bacon industry has made tremendous strides in the last 12 years. In 1890 Canada exported \$622,761 worth of bacon, and imported \$330,424. In 1902 there was exported \$12,162,953 worth of

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

**Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.**

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

"Star Brand" SUGAR-CURED

Hams

may be a little higher in price than the ordinary cure of Hams, but—they are worth it.

Your customers will appreciate a dainty, delicious slice of good Ham, especially at this time of the year. Why not give them the best?

We can supply you in all sizes, either pickled, smoked, or cooked ready for use.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

**Mess Pork,
Short Cut Pork,
Plate Beef.**

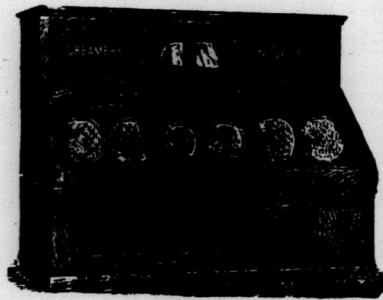
Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,
PORK PACKERS,
TORONTO, ONT.

LIMITED



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer, Montreal, Can.
3167 to 71 N. Dame St.
Write for Illustrated Catalogue.

Steel Stamps, Machine Plates,
Steel Letters & Figures, Brass Labels,
Trade Checks, Stencil Inks,
Stencil Brands.

All first-class. Send to the....

HAMILTON STAMP & STENCIL WORKS,
HAMILTON, ONT.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB **Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List.

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.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

bacon, and \$656,024 imported. That shows the immense increase of \$11,510,192 in the exports. The imports also show an increase of \$325,600. T. H. Mason, of the Canadian Department of Agriculture, points out that 10 or 12 years ago Canadian bacon was of an inferior order, and therefore unpopular; but now, he says, Canada is producing a very satisfactory article, and therein lies the impetus to her export trade. He says that the sort of hog the packer requires is one weighing at maturity 250 to 220 lb., preferably between 160 and 200 lb., the largest percentage of first-class bacon being found in carcasses between those weights.—Butchers' Advocate.

Creamery for Salt Spring Island, B.C.

H. O. Allen, secretary of the Salt Spring Island Creamery Association, has called for tenders for the erection and completion of a creamery building at Ganges Harbor, Salt Spring Island, B.C.

Provision Notes.

Carle & Fils, butchers, Montreal, have been registered.

William Ladell, butcher, Wyoming, has sold his business to James Kelly.

John Turnbull, canner, Port Essington, B. C., has been advertising his business for sale by tender up till July 9.

Visible Stocks of Lard.

The N. K. Fairbank Co., Chicago, Ill., under date of July 2nd, write THE CANADIAN GROCER as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named.

	1903. July 1.	1903. June 1.	1902. July 1.	1901. July 1.	1900. July 1.	1899. July 1.
Liverpool and Manchester	22,000	13,000	14,700	20,000	21,000	52,000
Other British ports	9,000	4,500	1,500	6,500	6,500	7,500
Hamburg	15,000	15,000	10,000	13,500	12,000	8,000
Bremen	2,000	1,000	1,000	1,000	3,000	3,000
Baltic ports	2,500	1,500	1,500	1,000	3,000	2,000
Berlin	13,000	12,000	9,000	10,000	7,000	8,500
Amsterdam }	500	500	1,500	1,000	4,500	2,000
Rotterdam }						
Mannheim }	2,000	4,000	2,700	3,000	3,000	10,000
Antwerp }						
French ports	1,000	900	1,400	3,000	7,000	7,000
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	68,000	52,900	44,300	60,000	68,000	101,000
Afloat for Europe	50,000	45,000	55,000	48,000	57,000	70,000
Total in Europe and afloat	118,000	97,900	99,300	108,000	125,000	171,000
Chicago prime steam	45,618	23,949	46,070	47,193	120,000	196,738
Chicago other kinds	11,643	10,611	14,764	8,498	17,792	13,620
East St. Louis	844	132	1,140	4,260	8,550	14,000
Kansas City	10,044	.....	5,932	11,976	11,797	30,013
Omaha	5,742	6,274	4,735	5,670	5,268	5,752
New York	7,834	7,742	9,371	10,379	8,766	13,036
Milwaukee	2,473	1,997	1,347	1,765	8,583	11,762
Cedar Rapids .....	.....	.....	3,960	2,022	2,337	3,327
South St. Joseph	5,246	1,683	2,614	5,990	2,163	13,497
Total tierces	207,444	150,288	189,533	205,703	310,489	472,745

The Toronto Stock Yard Problem.

The proposal that the city of Toronto spend \$30,000 in renovating and enlarging the present cattle markets has brought out a new proposition from The Union Stock Yard Co., of Toronto Junction. The chairman of the Property Committee of the Toronto City Council was startled this week by the receipt of a letter from Mr. Andrew Dodds, secretary of The Union Stock Yard Co., making a proposition that the city of Toronto join hands with the Junction enterprise. After pointing out the cramped quarters of the present Toronto market and the heavy outlay necessary to increase its facilities to meet the growing trade, and also the excellent location of the Junction market, Mr. Dodds concludes: "In view of this, would it not be well for the city, instead of continuing to spend vast sums of money on a place that has been repeatedly declared as insufficient and unsuitable for the trade, rather to avail themselves of the opportunity of developing the trade by encouraging such an enterprise as this with a view to making Toronto as great a live stock and dead meat centre for Canada as The Union Stock Yards Co., of Chicago, and its kindred industries and annual fat stock show with its 40,000 daily attendance has created in that city?"

"If a suggestion of this nature is one which would be of service, would it not be well for a committee of your Council to confer with my board and ascertain if some arrangement could not be made which would be of mutual advantage, and through our efforts strive to secure a greater concentration of trade at this centre."

"While we do not urge the matter upon you, yet if the city desired to retain a voice in the market affairs by having representation on our board and would prefer to utilize the \$30,000 or more which they propose expending on the old plant by utilizing it in the further extension of our equipment, subject of course, to ratification by our shareholders, I would suggest that the company allow the city a fair amount of paid-up stock for its old plant, exclusive of any land which could be otherwise used by the city."

The aldermen on the committee spoke

Handle only the Best!



is the Standard article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **BEST**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY LIMITED

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When you have any

BUTTER
OR **EGGS**

to offer, write or wire us.
We are buyers.

The J. A. McLean Produce Co., Limited

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Telephone Main 2491.

Toronto.

Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

BOAR'S HEAD
brand of **REFINED LARD COMPOUND**



Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

strongly against the removal or any change in policy. The communication was laid on the table.

England's Dairy Imports.

By the two tables following Canada's standing as an exporter of butter and cheese to England in comparison with other countries may be fairly well arrived at. The tables give the amount of cheese and butter imported into England for the five months ending May 31, 1902, and for the same period during the preceding year:

CHEESE.			
	1902.	1901.	
Holland.....	108,267	126,865	
France.....	20,503	15,197	
Canada.....	182,665	170,105	
United States.....	227,498	183,174	
Other countries.....	24,794	40,757	
	563,727	536,998	
Australasia			
Victoria.....			
New South Wales.....			
Queensland.....	1		
New Zealand.....	46,378	42,829	
	46,379	42,829	
Total.....	610,106	578,927	
BUTTER.			
	1902.	1901.	
Russia.....	158,404	113,397	
Denmark.....	726,671	774,990	
Sweden.....	79,455	89,637	
Germany.....	22,383	11,486	
Holland.....	122,783	132,897	
France.....	127,246	151,962	
Canada.....	13,573	7,323	
United States.....	39,343	25,193	
Other countries.....	87,989	103,348	
	1,386,947	1,410,185	
Australasia			
Victoria.....	61,507	17,879	
New South Wales.....	17,593	2,123	
Queensland.....	20		
New Zealand.....	144,310	169,082	
	223,330	189,084	
Total.....	1,610,277	1,599,269	

THE PROVISION MARKETS.

TORONTO.

Dealers on all hands report continued brisk and firm demand for all kinds of smoked and cured meats. The hot weather seems to help the smoked at the expense of the fresh meats. The hot weather, however, is affecting lard; there is small demand and accumulating stocks have resulted in an easing off of about 1 cent. Other prices continue unchanged. We quote:

Long clear bacon, per lb.....	8 0 10	8 0 10
Smoked breakfast bacon, per lb.....	0 14	0 15
Roll bacon, per lb.....	0 11	0 12
Medium hams, per lb.....	0 13	0 13
Large hams, per lb.....	0 12	0 12
Shoulder hams, per lb.....	0 11	0 11
Backs, per lb.....	0 5	0 16
Heavy mess pork, per bbl.....	21 00	21 25
Short cut, per bbl.....	22 00	22 50
Shoulder mess pork, per bbl.....	18 00	19 00
Lard, tierces, per lb.....	0 9	0 9
" tubs.....	0 09	0 10
" pails.....	0 10	0 10
" compounds, per lb.....	0 08	0 09
Dressed hogs, light weights, per 100 lb.....	8 50	9 00
" heavy.....	7 50	7 75
Plate beef, per 200 lb. bbl.....		12 50
Small butchers' hogs.....	8 00	8 25
Beef, hind quarters.....	7 00	9 00
" front quarters.....	5 00	6 00
" choice carcasses.....	6 00	7 25
" medium.....	5 50	6 50
" common.....	5 00	5 50
Mutton.....	7 00	9 00
Lamb.....	9 00	11 50
Veal.....	8 00	9 50

MONTREAL.

There has been only a quiet trade in pork during the week. Lard meets with a fair inquiry, but is rather easier, while there is a fairly good business in smoked meats. We quote:

Heavy Canadian short cut mess pork.....	\$22 00	\$23 00
Light Canadian short cut clear pork.....	21 00	22 00
Canadian short cut back pork.....	21 50	22 50
American short cut clear pork.....	22 00	24 00
American fat back pork.....	24 00	25 00

Hams, per lb.....	80 12	80 13
Bacon, per lb.....	0 14	0 15
Extra plate beef, per bbl.....	14 50	15 00
Pure Canadian lard, in tubs, per lb.....	0 10	0 10
" " " pails, per lb.....	0 10	0 10
" " " cases, per lb.....	0 10	0 11
Fairbank's "Boar's Head" lard compound, 8 1/2c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce.....	0 00	0 00
20-lb. wood pails.....	0 00	0 00
10-lb. tins.....	0 00	0 00
5-lb. tins.....	0 00	0 00
3-lb. tins.....	0 01	0 01
American can meats:		
1-lb. corn beef.....	1 60	
2-lb. ".....	3 00	
1-lb. lunch tongue.....	3 90	
2-lb. ".....	7 10	
2-lb. Ox-tongue.....	8 10	
2 1/2-lb. ".....	10 40	
3-lb. ".....	13 00	

ST. JOHN, N.B.

In barrelled pork business is dull and rather easier prices rule. In clear pork considerable of the cheaper grades have been sold. The quantity of regular clear backs is small; buyers will not pay the price. Beef shows little change. In pure lard rather lower prices rule; fair stocks are held; the demand is rather quiet. Refined lard is lower; there is but a light sale. In fresh beef, domestic is quite plentiful, but of rather poor quality; Western is unchanged in price. Veal is offered freely and is of good quality. Lamb is rather lower, but quite full prices still rule. Mutton is low and the sale but limited. Pork is also in light demand. We quote:

Mess pork, per bbl.....	\$21 00	\$22 00
Clear pork.....	20 00	25 00
Plate beef.....	14 00	15 00
Mess beef.....	12 50	13 00
Domestic beef, per lb.....	0 06	0 07
Western beef.....	0 08	0 09
Mutton.....	0 05	0 06
Veal.....	0 07	0 09
Lamb.....	0 09	0 10
Pork.....	0 07	0 08
Hams.....	0 14	0 15
Short rolls.....	0 12	0 13
Lard, pure, tubs.....	0 10	0 10
" " pails.....	0 11	0 11
" compound, tubs, per lb.....	0 09	0 09
" " pails.....	0 09	0 09
" Fairbank's refined, tubs, per lb.....	0 09	0 10
" " pails.....	0 10	0 10

LONDON, ONT.

The figures paid for the best select live hogs here on Monday of this week was \$5.10 per cwt. Dressed hogs ranged from \$7 to \$7.25. Other meats are the same as a week ago, and at the Saturday market sales were somewhat brisker than for some weeks past.

DAIRY PRODUCE.

TORONTO.

BUTTER.—The easier feeling in the butter market reported last week has continued and developed in a drop of from 1/2 to 1 cent per pound in the country. Offerings have been very large and as there is practically no demand for Canadian butter in England, accumulations have increased and depreciation in values has necessarily followed. Prices are 2s. lower in England, and Danish, French, Prussian and English butter have displaced the Canadian product. One dealer reports any amount of first-class dairy prints offered at a cent below last week's quotations. We quote:

	Per lb.
Creamery prints.....	0 18 0 20
" solids, fresh.....	0 17 0 18
Dairy rolls, large.....	
" prints.....	0 16
" in tubs.....	0 14 0 16

CHEESE.—The cheese market has been weaker since last issue, and experienced a drop of about a half cent all round. The local demand continues unchanged, but the English demand is very dull. Practically nothing is doing. We quote:

	Per lb.
Cheese, large, new.....	0 10 1/2 0 10 1/2
" twins, new.....	0 10 1/2 0 11

MONTREAL.

Cheese prices continue to decline, averaging 1/4 to 1/2c. per lb. lower to-day both on spot and at country points, and values as they stand are fully 1/2c. per lb. below where they were this day week. The extraordinary make now in progress is responsible for the heaviness, and the only surprise is that it did not exert a depressing influence before this. Up to the present time the arrivals at Montreal since the beginning of the present season amount to 494,000 odd boxes, a gain on last year of over 18 per cent. Our exports also are ahead of last year, and from New York also, in marked contrast to last year, there has been a substantial increase. Taking it altogether the present statistical position is bearish, the high prices having decreased the output of butter and increased that of cheese. The aggregate offerings at the various country markets are an additional evidence of this. Last year on the same date the aggregate offerings were over 75 per cent. less, and when this remarkable difference is borne in mind, easier prices are not surprising. The average price also is still fractionally above last year's basis. On spot there have been sales of Ontario white at 10c., though 10 1/2c. was holders' asking price, but when the country advice commenced to arrive buyers cut down their offers still further. Business in Quebec goods was transacted at 9 1/2 to 9 3/4c., but it could hardly be repeated again. The slump has naturally led to new attempts to gamble on the decline, and offers of finest have been made for forward shipment at 47s., or about equal to 9 3/4c. here. Should these result in any extensive short interest being created, the fact may have a tendency to check the declining disposition of the market.

The butter market, while heavy, did not record any further radical change. There was business in fine creamery all the way from 18 1/2 to 19c., with a fraction more in the case of some pet marks, but the outside is an extreme price, and no extensive trading is likely where holders insist on it. The shortage in the butter output also is decreasing. A fortnight ago the aggregate receipts here were over 54 per cent. below last year. This shortage has been made up somewhat, as at present they are only 46 per cent. behind.

ST. JOHN, N.B.

BUTTER.—There is quite a wide range in price. Receipts are large, and much of the quality is good, so that even first-class stock is low. However, for small tubs of fancy a good full figure is still asked.

CHEESE.—There is but a fair quantity of cheese offering. Most of the large cheese is bought for the English market. For local sale demand is for twins, or small singles. These latter are largely shipped to the West Indies.

EGGS.—These are quite scarce. The quality is good and there is an active demand. The local supply is small, and the Prince Edward Island shippers preserve large quantities at this season. We quote:

Butter, creamery prints, per lb.....	0 22	0 24
" creamery solids (fresh made), per lb.....	0 20	0 22
" prints.....	0 18	0 20
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 16	0 18
Eggs, new laid, per doz.....	0 13	0 14
" case stock, per doz.....	0 13	0 14
Cheese, per lb.....	0 10 1/2	0 11

DO IT NOW

You have perhaps been intending to order some

RED ROSE TEA

but have been putting it off, waiting from day to day as we often do without any particular reason.

You and I are in business to make money, and we have never yet made any money by waiting. When we wait, some other fellow gets ahead of us and scoops the profits we might have had.

DO IT NOW

is one of the best mottoes a business man can practise. Start in right now by ordering some

RED ROSE TEA

You know it doesn't need any puffing. It is a standard brand of goods that you can't afford to be without.

Do It Now.

T. H. ESTABROOKS

Tea Importer and Blender

ST. JOHN, New Brunswick.

Branches—TORONTO and WINNIPEG.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by

W. Arthur Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

The newspaper is a platform from which the merchant addresses the public. The "impression" he makes is gauged by the weight of his cash drawer and the number of used pages in his order book at the end of the day.

WHEN you try hard to do something well and feel confident that you have succeeded, it is a little disappointing to have someone pick out the faults in your work and exhibit them in a critical, "fault-finding" way.

You are inclined to feel rather harshly toward the person who "dared" to pull your work to pieces and belittle its value.

You are liable to criticise his criticism, in an endeavor to justify your own opinion of work well done.

Yet, after all, it is only by looking for faults that we are enabled to decide on the degree of perfection which has been attained. The fewer the faults the more perfect the work.

When you pick up the paper containing your advertisement, you naturally turn at once to the page on which it is published and read it over. There is a pleasurable self-satisfaction in seeing your work in print—there before the gaze of the hundreds of readers—and you immediately mentally decide on the merits of the ad., imagining, as it were, the unheard comments of its readers.

Quite naturally you look for the good points.

You think that headline looks all right—and reads about right.

You think those prices are pretty well arranged and enticing enough to draw some trade.

You decide that the argument is well put, that it is convincing.

And while you look at the ad. from this prejudicial standpoint, you are apt to decide that you would have been just as successful as a newspaper editor, or advertising expert, as you are at the grocery business.


Then, perhaps, you send that ad. to me in the hope that I will have some nice thing to say about it.

You would like to be told that it is the best ad. I have ever seen—and have it reproduced in this department as a model ad. You would be inclined to think I was an all-right fellow if I passed you a few compliments on it.

And when you read in these columns a couple of weeks afterwards that your ad. "might be better," you either decide that I'm a crank—that I don't know a good ad. when I see it—or, after a little thought, that your ad. would stand some improvement.

When an ad. is sent me for criticism I don't look for the good points.

I want to help you, in so far as I can,



293 St. Antoine Street (cor. Guy)
280, 282, 284, 286 Guy Street.

SHREWD CASH BUYERS who are consumers of high grade goods, here's your opportunity—

ELGIN CREAMERY BUTTER, the kind that took first prize at the Pan American, **21¢**. No restriction as to quantity—one pound, two pounds all you may require.

Tomatoes, from six of the best packers in the Dominion, per can. **11½¢**

Corn, brands known to be the best.

Crosse & Blackwell's Marmalade. **25¢**

Crosse & Blackwell's you cannot get for \$4.00; our price, per gallon. **\$3.00**

Whiskey Brandy. **\$1.15**

Martel Brandy. **\$1.15**

Peter Dawson's Extra Special Scotch. **85¢**

Begg's Royal Lochnagar, a high grade straight Scotch. **85¢**

SPECIAL NOTICE.

Barton & Guestier's and Nath'l Johnson & Sons and all the various brands of Champagne at strictly wholesale prices and discounts.

The above prices good for to-morrow only.

No C. O. D. or telephone orders.

All transactions must be cash over the counter.

THE CO-OPERATIVE GROCERY CO.,
293 St. Antoine street.
Telephone, Uptown 1050

to do better advertising and get the consequent better results.

So I look for the faults.

The first question that occurs to me is "How can this ad. be better?" To answer it I must find some faults—and I generally do.

Most ads. have some good points—some lack but a few details to make them about as good as could be.

But if I took the time and space to call attention to an ad.'s good qualities, overlooking its discrepancies, you might feel satisfied that you were doing all right, and cease your endeavor to improve.

It has been said that it is the easiest kind of work to pick faults in the work of another. But when a remedy has to be suggested in each case, it becomes an altogether different proposition.

Because I use the space in these columns to call attention to the faults in the advertisements submitted for comment, it need not be supposed that the ad. under discussion has no good points. Those you can usually discover for yourself. My mention of them will not help to make the ad. any better.

It is my idea to use the ads. sent me for criticism as illustrations of ADVERTISING AS IT IS DONE, and in my comment endeavor to show HOW IT COULD BE DONE BETTER.

The fact that I use one of your ads. to show how space was wasted should be no occasion for your taking offence at my comment. It should rather be a cause for congratulation that your attention is called to a way by which you could save and make more money, and such suggestions should be always welcome.

It is a good idea to criticise each of your ads. yourself.

Look for the faults, instead of for the good points.

Give due thought and attention to the preparation of an ad. Then when it appears, study it on the basis of my question "How could this ad. be better?"

If, then, you decide the ad. is not much good, don't get discouraged. Just make up your mind that you'll remedy this error or that in the next ad. you write—then do it.

And when you send me an ad. with a request for my opinion, expect to get whatever is due. If the ad. could be improved I'll try and show you how—if it has some good points that are either unusual or that illustrate some principle of advertising, it's quite likely I'll call attention to them.

Be sure and read over the criticisms



TEMPTATION



You all know what a heap of trouble poor Eve got into on account of a little apple, when she fell a victim to the temptor's wiles. It was hard luck, but she went into it with her eyes open. They opened wider afterwards when she saw the mistake she had made. ***Eve lacked experience.***

Since Mother Eve made such a bad beginning, the temptor, in various forms, has been continually getting in his fine work on the human family.

For instance, you may be worried and tempted to buy Vinegar—perhaps not a day passes that you are not asked to buy some kind or other—***with all the absolute guarantees attached thereto that the would-be seller can think of.*** He may even say, "***It's just as good as 'Imperial.'***" That's saying a good deal.

EXPERIENCE IS A GREAT TEACHER. This holds equally good in the manufacture of Vinegar. When we began making "Imperial" White Wine, we engaged the best known expert in this line in Canada—installed the most modern and tried machinery—and made QUALITY our watchword from the start. ***That quality has made a reputation for "Imperial," and got for us the exclusive business of many of the leading pickle and sauce manufacturers in Canada.***

No risk in handling Vinegar that carries the highest endorsement of the best pickle men in the country.

"Imperial" is clear and sparkling, pleasant flavored, full Government strength, and (mark this) fully matured in wood before leaving our factory. To bring out the fine quality in Vinegar it must be properly matured.

DON'T BELIEVE A WORD THAT WE SAY till you've proven its truth, by comparing "IMPERIAL," with other Vinegars. Retailers who originally handled about five barrels of Vinegar a year—just ordinary Vinegar—now sell 20 packages of "Imperial" in the same time.

**One Quality,
5 Strengths,**

**16 to 32
Cents.**

Sold by First-Class Wholesale Grocers.



— QUALITY TELLS —

IS YOUR COFFEE TRADE SATISFACTORY?

If not, let us send you a trial order. If our Coffee is not perfectly satisfactory, send it back at our expense.

WE CLAIM WE HAVE THE FINEST AND BEST VALUES IN THE DOMINION.

FOR A **40^{c.}** LINE OUR **"EMPRESS"** BLEND IS WITHOUT A PEER—COSTS YOU **28c.** QUALITY NEVER VARIES. OUR **"Fancy Bourbon"** TO RETAIL AT **30^{c.}** IS THE BEST COFFEE ON THE MARKET FOR THE MONEY. COSTS YOU **20c.** L.B.

PACKED—WHOLE OR GROUND—IN 10, 25 & 50-LB. TINS—TRY ONE WITH YOUR NEXT ORDER.

THE **EBY, BLAIN CO., LIMITED** COFFEE SPECIALISTS, **TORONTO**

each week. You're likely to find many suggestions that fit your case exactly. They aim to make bad advertising better—indifferent advertising different—assist good advertising by suggesting improvements—and as a whole to stimulate all who read this page to make the most of their opportunities for getting more business.

I am reproducing the upper and lower parts of an ad. which appeared in The Montreal Star a few weeks ago, the missing part of the ad. being but a continuation of the list of specials. The following letter brought it:

Montreal, June 29, 1903.

W. Arthur Lydiatt, Esq.
Toronto.

Dear Sir,—

What do you think of the enclosed advertisement? It appeared last Friday (26th) in The Montreal Star, the highest-priced advertising medium in this city, if not in Canada, and we endeavored to get full value for our expenditure by filling up with interesting matter.

Yours truly,
Co-Operative Grocery Co.

The ad., as will be seen by the reproduction, is made up of a list of special bargains for the day following the publication of the ad. I do not know whether the Co-Operative Grocery Co. advertise in this way regularly or not. If they do, I would consider this a better advertisement than if they advertised only occasionally in this way.

If the public are accustomed to seeing your bargain announcements they have

some idea what to expect. If they had never seen ads. of yours like this before, it is hardly as self-explanatory as it might be.

The cut at the top of the ad. is distinctive, although a writer in a prominent advertising journal recently pointed out that white letters on a black ground were harder to read than black upon white ground. If this be the case, it might be well to show a preference for the black letters on white.

An occasional use of the white letters is, however, a good idea. The large number of ads. in our newspapers, set in the plain type, cause a cut of this kind to stand out in an attention-compelling way.

Since space in The Montreal Star is so expensive, I cannot understand why a meaningless cut such as appears in the midst of this ad. should be used. It would have been much better to use that space in a few display heads distributed through the ad.

I think this ad. would have made a more striking appearance if set up double column. As it appears it is fifteen inches single column. You might then have used two electros, and divided your matter into two columns, one to the grocery department and one to the drug department.

The Co-Operative people say: "We endeavored to get full value for our expenditure by filling up with interesting matter."

That's the way to get full value out of the space, but whether or not you received full value from the expenditure depends on the measure of actual results received.

As you say, advertising in The Star costs considerable. The question is, do you get sufficient returns to make it a profitable investment?

I am in receipt of a letter from another Montreal grocer who states that it cost him considerable to find out that it didn't pay him to advertise in The Star or any of the other local papers.

A great many city grocers find it unprofitable to advertise in the daily papers, and the reason is that you pay for a large circulation and are benefited by but a small proportion of it.

As the Montreal correspondent puts it: "You can draw trade from the four corners of the city to the centre, but you can't draw trade from the centre or any of the corners to any particular corner."

By advertising in a paper like The Montreal Star and selling goods at bargain prices, can sufficient profit be made on the increased total sales to pay for the advertising, and does sufficient other trade result to make the investment a profitable one?

That's the question for The Co-Operative Grocery Co. to answer for themselves, according to the results they have experienced.

I wish they'd let me know for the information of other GROCER readers.

Harry Jacobs, cigar manufacturer, was interested in the recent fire at Vancouver, B.C., to the extent of \$13,000, but claims that his business will not be interrupted.

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink



Hires'
Root Beer

the whole day long.
And you will feel "all right."

Stock with **HIRES' Root Beer**. See that your travellers have it on their price list. It pays a **GOOD PROFIT**.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY,
26 St. Peter St., —Prices on Application—

* **Setna & Co., "Chutneys"**

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds,
as follows:

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.

— MONTREAL. —

THE CANADIAN GROCER

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65
Merchant 522

SCOTCH WHISKY.

Macleay, Duff & Co.,
Distillers, Glasgow.

Brands—"Extra Special," "Freedom," "Macduff."
"Special Liqueur Cream," etc., etc.

—SOLE AGENT IN CANADA—

B. O. BELAND,

IMPORTER OF

Champagnes, Brandies, Dutch, Holland and
Russian Gins, Wines, Clarets, Liqueurs,
Olive Oils, Perfumes, etc.

26 Lemoine Street (near McGill Street),

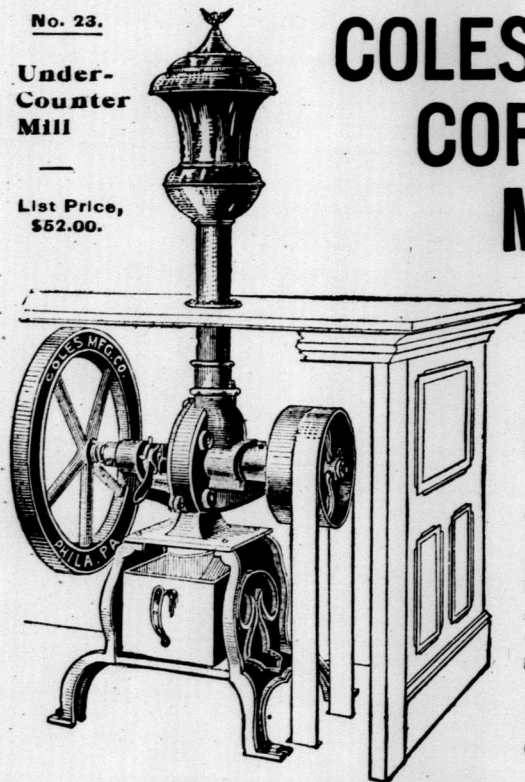
MONTREAL.

Telephone Main 181

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Caf-
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.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

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



Saving Pennies

This is one of the first
things a careful parent
teaches a child.

Why not give your
clerk a post-graduate
course in this same
lesson?

**KEEP IT EVER
BEFORE THEM.**

They can make your
business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE
does all this more effectually than any-
thing else.

Ask Dept. M for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.



President:
JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

OFFICES,

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	377 Cumberland Ave. D. J. Benham.

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

TWO INTERESTING EXPERIENCES.

THE clause in the charter of The Canada Grocers Limited, empowering the company to engage in retail trade, has given rise to a good deal of speculation in the minds of retailers. It may, therefore, be of interest to review, for a moment, the annual statements of two large English firms, which are, perhaps, typical of the orthodox wholesale and branch store systems respectively. In recent numbers of The Statist, the standings of Brooke, Bond & Co. and of Lipton, Limited, are set forth with considerable detail, and it is from this source that our figures are drawn.

Lipton, Limited, probably the largest, and undoubtedly the most famous, branch store firm in the world, was incorporated in 1898 to take over the business of Sir Thomas J. Lipton. It was capitalized at £2,500,000, one-half million 4 per cent. debenture stock, one million 5 per cent. cumulative preference shares, and one million common stock. In the eight years previous to incorporation, the net annual profits of the concern had grown from £68,046 to £176,984, and it was expected that the growth would continue.

In 1899, indeed, the net profits did reach £244,337, but, since then, they have declined, and this year were but £154,948, despite the fact that the turn-over has increased very much, and the trading profits not inconsiderably. The reserve fund of the company is but £266,666 while £1,250,000 is represented by good will; consequently, although 8 per cent. dividend is paid on the common stock, it stands in the market at £1 3-16, although it was issued at £1.5s, and stood at £3 in 1899. The reason given for the failure of the firm to pay the dividends anticipated is "high prices for raw materials," and "severe competition."

In contrast with this state of affairs, the firm of Brooke, Bond & Co., which does a strictly wholesale trade, was incorporated in 1892 as a public company with a share capital of £150,000, and for the past three years has paid a dividend of 17½ per cent. In its prospectus, the company showed for the preceding five years a net annual profit of £24,000. This has been exceeded every year since, and in 1902 there was realized a profit of £39,958, or 66 per cent. above the amount estimated in the prospectus. Although a falling-off has been experienced this year, the company was, nevertheless, able to show a clear £32,725 to the good. With a share capital of £150,000, the company has a reserve fund of £144,000, while £44,000 in debentures and \$100,000 goodwill has been written off from the profits. The shares of the company, of £1 face value, bring £3½ in the market.

In comparing the positions of these two companies, it is not to the respective dividends of 8 per cent. and 15½ per cent. that particular attention should be addressed. The difference is obviously due to the large capitalization of the Lipton concern, and the small capital and large reserve fund of Brooke, Bond & Co. The important points to be noticed are, first, the heavy charge of the operating expenses on the trading profits of the branch store concern, and, second, the noticeable falling off of both trading and net profits, in the face of an increased turnover. It is apparent that the minute details of retail distribution demand an attention which is

only secured by the personal supervision of the owner.

The Lipton Company is undoubtedly a success, as the 8 per cent. dividend on its large capitalization shows, but comparison with the Brooke, Bond Co. would scarcely tempt one from the wholesale to the retail field.

The Canada Grocers, Limited, indeed, repudiate any intention of taking advantage of their retail privileges, and it seems scarcely probable that a concern which depends so largely on the goodwill of the retail trade, should enter on a course promising so meagre returns, and which would be certain to alienate a great majority of its present customers.

The introduction of the retail power clause in the charter was, doubtless, more a matter of form than anything else, and the result of the corporation lawyer's strong distaste for omitting anything whatever from a charter.

GROCERY TRAVELLERS' VACATION.

THE grocery travellers' summer vacation has become an annual event in Ontario, but, as yet, no set time has been assigned to it. As a result, there recurs, each year, the same old agitation over fixing the date, and much additional and unnecessary work and worry is thrown on those who have the matter in hand. Each house, as might be expected, has its own convenience to suit, and this convenience may or may not coincide with that of others.

There seems no good reason why certain weeks, should not be set part as the recognized date of the travellers' vacation. Such an arrangement would be a great convenience to the retailers, who, knowing the vacation time from year to year, could govern themselves accordingly. At first, such a move might require the sacrifice of a little personal convenience on the part of a few wholesalers, but a moment's reflection on the benefits thereby accruing to the trade in general, and to the travellers in particular, should bring a generous acquiescence.

Should the summer vacation become a fixture like the Christmas holidays, trade

conditions would soon adjust themselves, while the foot-sore traveller could make plans for renewing his youth and acquaintance with his family, without the risk of having those plans disarranged by an unexpected change in the date of his vacation.

A fixed vacation time would make possible a general reunion of Ontario travellers, an event which might be expected to generate sufficient jollity to serve for the rest of the year. And indeed, a field day, in which the wives and families of travellers should also participate, would do much to cement the good fellowship which already exists among the brotherhood.

Nor are the possibilities of this idea confined to Ontario. A general vacation time for the travellers of all the Provinces, which time may not unreasonably be expected to bring forth, would give zest to inter-provincial excursions and visits, engender good feeling, and stimulate trade.

By all means let us have a settled vacation period.

TO THE DEPARTED HOME-COMER.

THE Home-Comers have come and gone. For four days Toronto kept open house for her prodigal sons; for four days were old friendships renewed, old scenes revisited and old memories recalled. Now the flags are taken down, the bunting removed, the busy city doffs her holiday attire and resumes the wonted routine, for the festival is over.

The "Old Home" weeks and "Old Boys" reunions have become a noteworthy feature of these latter days, and it is most gratifying to find the enthusiasm for the home land which still burns in the breast of our sons who have become foster children of the great republic to the south. The republic's quota to the crowd of last week was a large one, and showed little trace of inhospitable treatment in the land of their sojourn. They had every appearance of prosperity and contentment. Many of them have attained prominence; all have taken their part in making the name Canadian a recommendation and certificate of character.

Our sons have done well. We expected none the less of them, and have not been disappointed.

But on coming face to face with the prosperity which has blessed Canada these last eight or ten years, it is not improbable that even the most successful of our sons may have been struck with the thought, "I might have done as well, or better, had I stuck to the old land."

Indeed the same energy and vim which is necessarily exerted in severing old ties and starting over again under new conditions, if exerted at home in Canada, would, without doubt, have produced even greater results.

The material growth in Canada during the past ten years has been remarkable, and out of all proportion with the increase in the population. In 1892, our total exports of home produce amounted to \$99,000,000. In 1902 they were \$196,000,000. For the same years our total imports, exclusive of coin and bullion, were \$125,000,000 and \$205,000,000 respectively. Our national revenue has increased from \$36,000,000 to \$58,000,000, while the burden of taxation has been unnoticeable. The bank discounts, during this decade, have increased from \$210,000,000 to \$426,000,000 per annum, while savings banks balances have grown from \$51,000,000 to \$78,000,000. Ten years ago our iron and steel industries were practically non-existent. There were, indeed, one or two smelters at that time, but their output was small, and little faith was placed in their future. Last year our furnaces produced 327,000 gross tons, and there are now in operation, or in course of construction, 16 iron furnaces with an annual capacity of 1,100,000 gross tons. Despite the sneers of Andrew Carnegie, Canadians are anticipating the day when we shall be one of the great factors in the world's iron and steel markets.

As our population has by no means kept pace with the increase in material wealth, the average individual wealth has inevitably grown very greatly. Indeed per head of population our export trade is double that of the United States.

The tide of immigration has been slow in coming our way, but it has come at last with a rush. The world has awakened to the magnificent possibilities of the land of the maple, and is losing no time in

getting here. Last year our immigration returns showed an unprecedented influx, and this year settlers are pouring in, in ever increasing numbers. Many of these are from the home land, and many more from across the border, some of whom are prodigals returning after many days.

We are all enthusiastic Canadians nowadays, and it is doubtful if a single Old Boy has been allowed to return to Uncle Sam's domain without being made to realize that this is our growing time, that we are on the crest of the wave and we won't be stopped.

But there is more in life than the amassing of wealth. What are a few thousands more or less, if a man has to live in Pittsburg, a place not inaptly described as "hell with the lid off." These brilliant July days, the golden Autumn, the clear sparkling Winter, the reviving Spring, with which nature has blessed this favored land are enough alone to teach a man to swear by her. Nor can the home life across the border be compared with that which obtains here. American cities may be distinguished for taller buildings, wider avenues, or gaudier residences, but Canadian cities are not less distinguished as cities of homes.

Home-comer, Canadian cities welcome your advent: if you must return, they wish you Godspeed. But remember, if ever wealth palls and the strenuous life grows wearisome, up north, under the maple, lies the Old Home, and the latch-string hangs outside.

FRAUDULENT DEBTORS.

THE Hon. Mr. Beique's bill to amend the Criminal Code 1892, respecting the punishment of fraudulent debtors, has received its second reading in the Senate. The bill deals with the keeping of books by tradespeople, purchasing goods on credit, and is copied from the Scotch Debtors' Act of 1880. The bill provides that any debtor to the extent of \$1,000, who for five years previously had not kept books or could not account for his losses to the satisfaction of the court, should be liable for imprisonment.

The necessity for the bill is urged on account of the number of merchants who

are being tempted into stock gambling, with funds which rightly belong to their creditors, and it is claimed that similar legislation, in France and other countries, has had a salutary effect.

From a casual examination, the bill strikes one as being perhaps too drastic, although its object cannot be too highly commended. In this day and age of the world, business is done on so narrow a margin that the man who fails to keep a keen eye on his business, exact accounts and a clean stock list, is bound, sooner or later, to find himself unable to meet his obligations, and of course his creditors suffer. Such carelessness, as is contemplated in the Hon. Mr. Beique's bill, if resulting merely in disaster to the delinquent, would be regrettable; when the interests of others are imperilled, it is culpable, and when aggravated by outside speculation is deserving of severe punishment. Ordinary commercial morality should teach men in business to keep their books in good shape, and avoid flyers-in-stocks. It is the ignoring of just such rules as these that makes necessary, at times, the passing of bills like the one under discussion.

BUSINESS MEN AND THE MANITOBA ELECTIONS.

MANITOBA is in the midst of a provincial general election. According to the Government papers the Government is very strong and its record so satisfactory that it will have no difficulty in being returned to power. The tone of the Opposition papers, however, would lead one to the opposite conclusion. But business men may be assured that politicians are much about the same, to whichever party they belong. Business men, therefore, need not be very much concerned in regard to the victory of this or that party.

What should concern the business men in Manitoba as well as in every other province of the Dominion is the election of good men—men of sound business common sense. If they are actuated at all times by a party spirit and not by sound business judgment, they cannot but expect the men that represent them in Parliament will be of the same class. Like

begets like, in politics as well as in everything else.

It is to be hoped that the business men in Manitoba will support for parliamentary honors men of experience in mercantile affairs, irrespective of what their party affiliations may be.

In all the provinces there is a demand for a larger representation of the business element in the Legislatures and it is to be hoped that the progressive province of Manitoba will set a good example by returning to the next House men of commercial experience and of sound integrity.

THE HALF-YEAR'S FAILURES.

THE summary of business failures in the United States and Canada for the six months ending June 30, which appeared in last Saturday's Bradstreet's, is particularly gratifying to Canadians, and is indicative of the general prosperity which Canada is now enjoying. During the past six months there have been 480 failures in Canada, as compared with 603 for the corresponding months of 1902. At the same time, the liabilities involved have fallen from \$5,103,404 to \$4,446,743, and the excess of liabilities over assets from \$2,855,194 to \$2,331,442. In the United States, although the number of failures during the last six months was 4,790, as compared with 5,262 for the first six months of 1902, the liabilities involved have risen from \$56,927,688 to \$60,251,563.

Canada can be congratulated upon the fact that, in spite of the unsatisfactory condition of the stock market, the mercantile world makes such a good showing.

TO MANUFACTURERS' AGENTS.

A manufacturing exporter, in England, asks to be placed in communication with a manufacturer's agent, in Canada, who is in a position to introduce and handle one or two lines that will sell well amongst confectioners, grocers and provision men. The editor of THE GROCER would be glad to hear from any agents in close touch with grocers who make a specialty of confectionery.

Attention is directed to the advertisement of Lumsden Bros. in this issue of THE GROCER. The matter referred to is one that has interested the trade for some time.

PASSING OF A VETERAN TRAVELLER.

It is with deep regret that we are called upon to announce the death of Wm. B. Croy, who passed away Monday morning, after a very brief illness.

Mr. Croy was one of the best known grocery travellers in western Ontario. About 20 years ago he came to this country from Scotland, where he had gained an excellent knowledge of the grocery business. It was not long before he gave evidence of his ability, and was first engaged as traveller by the then firm of Brown, Balfour & Co., during which time he gained a reputation which has stood with him until the end.

He entered into partnership with Balfour & Co. in 1890, and in this connection undertook to establish business relations in Manitoba and the Northwest Territories. Here, also, he had the sat-



W. B. CROY.

isfaction of establishing not only the highest reputation as a grocer, but a business connection which stands in the first rank in the Dominion.

The commercial travellers expressed their confidence in Mr. Croy by electing him several times as the director of their association.

He had been anticipating a long and well earned holiday with his wife in Europe, but has been cut off in the prime of life and usefulness, and will be sadly missed, not only in Ontario, but throughout the broad territories in which he has been so favorably known.

The funeral, which was conducted with Masonic honors, took place Wednesday afternoon, from the residence of his brother-in-law, Mr. George A. Matheson, and was attended by a large concourse of friends.

Buyers of table raisins may procure some from H. P. Eckardt & Co.

"THE MAKING OF MONEY."

"SALADA" Natural Leaf Ceylon Green is still making great strides in popular favor with those heretofore used to Japans.



The successful building of a business—the gaining of a good reputation, isn't "just luck"—don't believe it. It's the "Knowing How." There's only one safe, sure and lasting way, and that is to serve the public "well," not passably so, but "well."

So far as your Tea department is concerned, it is our business to put you on the right track, as by helping you we are also helping ourselves. This is not a philanthropic proposition, but a business one.

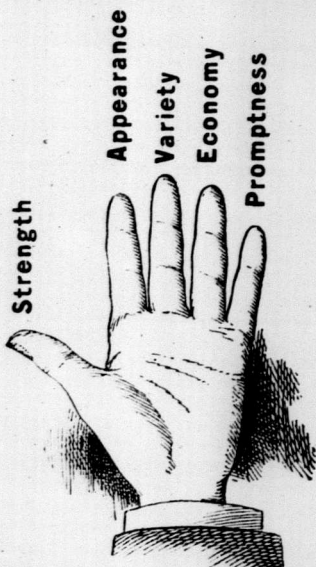
"SALADA" Ceylon Tea is the Best Tea and the Best Value in the wide world. That the public think so, too, is conclusively evidenced by a sale of Eleven Million packets annually.

"This is a certificate of character that is unquestionable."

CORRESPONDENCE SOLICITED.

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

5 STRONG POINTS.



Strength

Appearance

Variety

Economy

Promptness

Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,

TORONTO.



The best advertising on earth is by word of mouth. That is the kind of advertising that is rapidly increasing the sales of

Celluloid Starch

Never Sticks Requires no Cooking.

Our newspaper advertising induces a first trial, but the excellent qualities of Celluloid Starch make a living advertisement of every user—they enthusiastically endorse it to their friends.

It is good policy for you to recommend Celluloid Starch to your customers—they'll appreciate your kindness.

THE BRANTFORD STARCH WORKS,
LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 9, 1903.

GROCERIES.

BUSINESS since our last issue has continued to give satisfaction, and up to the present time has shown itself in advance of previous years. Trade on the streets is not so satisfactory, jobbers not manifesting too great interest in stocking up. Orders for futures are, however, moving pretty freely. Canned goods continue to occupy a good deal of attention, and several lines are being well drawn upon. We are quoting this week prices for future delivery, which have been issued by The Canadian Canners' Consolidated Co., Limited, in marmalade, jams, jellies, berries, rhubarb, asparagus, spinach, peas, beans; also lunch tongues and Fraser River salmon. In coffee there is little to chronicle, trade has been fairly good, especially in green coffees, and prices rule firm. In sugar, the home market continues steady; trade has been very good and a quantity of sugar has changed hands since our last issue. There has been a modification in quotations as regards domestic; this week it will be noted that Maple Leaf No. 2 is now removed from the list, whilst Maple Leaf No. 1 is reduced to 1.03. Wallaceburg crystal granulated is also quoted, at 1.03, as against previous quotation of 1.13.

Spices are moving but slowly, with prices still ruling firm; the primal markets continue firm and pepper is still maintaining a strong position. Rice and tapioca are fairly active with firm prices ruling. Syrups and molasses are featureless with no note of interest at the present season. The tea market maintains a strong position with little prospect of any weakening; the early sales on primal markets are ruling firm and showing advance in prices on previous seasons, whilst the European markets are commanding good quality teas at fully up prices. Foreign dried fruits are selling well for the present season and prices continue to rule firm.

CANNED GOODS.

There has been a steady and well sustained demand for canned goods since our last issue, and previous quotations remain firm. Stocks are well reduced and there are possibilities of prices firming toward rise. Prices for new pack salmon have come to hand and are in advance of last season's opening. The whole of the first pack in several leading lines of Sockeye salmon are already sold out. We give in a separate list below, prices to hand for futures in salmon, jams, jellies, marmalade, berries, rhubarb and spinach. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 85	1 00
Corn, 2s.	0 85	1 00
Cherries, red, pitted, 2s	2 00	2 10
" white	2 30	2 50
Peas, 2s.	1 00	1 10
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2s.	1 00	1 50
" 3s.	1 75	2 00

Pineapples, 1 1/2s.	1 50	1 60
" 2s.	1 80	2 00
" 3s.	2 25	2 40
Peaches, 2s.	1 35	1 55
" 3s.	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
" Lombard	0 55	1 00
" Danson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
" gallon	2 65	
Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s.	1 50	1 65
Lobster, tails	3 35	
" 1 lb. flats	3 50	3 70
" 1/2 lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" Northern	1 35	1 40
" Horseshoe	1 55	1 60
" Cohoos	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1s.	0 13	0 14
" 1s.	0 19	0 20
" Sportsman	0 14	
" Portugese	0 08	0 10
" P. & C.	0 25	0 27
" P. & C.	0 35	0 38
" Domestic	0 03	0 04
" Mustard, 1/2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 55	1 00
Kippered herrings, domestic	0 90	1 00
Herrings in tomato sauce, domestic	1 45	1 55
" imported	1 00	1 10
" imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1 lb. cans.	1 50	1 65
" 2 lb.	2 65	2 75
" 6 lb.	8 00	8 25
" 14 lb.	18 50	
Lunch tongue, 1 lb.	2 85	3 00
" 2 lb.	5 50	6 00
English brawn, 1 lb.	1 50	1 60
English brawn, 2 lb.	2 75	2 85
Camp sausage, 1 lb.	1 50	1 65
" 2 lb.	2 65	3 00
Soups, assorted, 1 lb.	1 00	1 50
" 2 lb.	2 20	
Soups and Bouill, 2 lb.	1 80	
" 6 lb.	4 50	
Sliced smoked beef, 1s.	1 50	1 70
" 1s.	2 65	2 80

Prices to Hand of New Pack Futures.

SALMON.

Maple leaf salmon	1 42	1 45
Clover leaf	1 49	1 62

ORANGE MARMALADE.

1 lb. glass jars, 2 doz. in case, per doz.	80 95
2 1/2 lb. tin pails, 2 doz. in crate, per lb.	0 06
5 lb. tin pails, 8 pails in crate	0 05
7 lb. " 6 " " "	0 06
14 lb. " 6 " " "	0 06
30 lb. " per lb.	0 06

PURE FRUIT JAMS.

Raspberry, Strawberry, Peach, Plum, Apricot, Red and Black Currant, Gooseberry, Fig Jams packed as follows:	
1 lb. glass jars, 2 doz. in case, per doz.	80 95
2 1/2 lb. tin pails, 2 doz. in crate, per lb.	0 06
5 lb. " 8 pails	0 05
7 lb. wood pails, 6 pails in crate	0 06
14 lb. " 6 " "	0 06
30 lb. " per lb.	0 06

PURE FRUIT JELLIES.

Raspberry, Strawberry, Black and Red Currant Jellies packed as follows:	
1 lb. glass jars, 2 doz. in case, per doz.	80 95
2 1/2 lb. tin pails, 2 doz. in crate, per lb.	0 06
5 lb. " 8 pails	0 05
7 lb. wood pails, 6 " "	0 06
14 lb. " 6 " "	0 06
30 lb. " per lb.	0 06
2s. strawberries, heavy syrup, per doz.	1 40
" preserved	1 60
4 gals. " standards	5 00
4 gals. " solid pack	8 50
2s. red raspberries, heavy syrup	1 40
" preserved	1 60
4 gals. " standards	5 00
4 gals. " solid pack	8 50
2s. black raspberries, heavy syrup, per doz.	1 35
" preserved	1 55
4 gals. " standards	4 75
2s. red cherries, not pitted, per doz.	1 80
" pitted	2 20
2s. English black cherries, not pitted, per doz.	1 85
" pitted	2 25
2s. white wax cherries, not pitted, per doz.	2 40
" pitted	2 40
4 gals. cherries, standards, per doz.	5 50
2s. rhubarb, preserved	1 10
3s. " " "	1 80
4 gals. " standards	2 50
2s. asparagus tips, per doz.	2 50
2s. select table spinach, per doz.	1 40
3s. " " "	1 80

2s. standard peas, No. 4, per doz.	0 87 1/2
2s. sifted peas, No. 3.	0 90
2s. extra sifted peas, No. 2.	0 95
2s. extra fine sifted peas, No. 1, per doz.	1 40
" Plain	1 00
" Tomato	1 00
" Chili	1 00
" sauce	0 50
1s. baked beans, 4 doz. in case.	0 45
" tall cans.	0 72
3s. " " "	0 78
3s. " " "	0 90
3s. " " "	1 00
3s. " " "	1 00
1s. lunch tongue	2 75

COFFEES.

The demand on the home market in coffee continues well maintained and prices remain as previous quotations. The New York market reports denote slowness throughout with offerings constituting little attraction, on account of the firm prices asked. We quote:

Green Rio, No. 7	Per lb.	0 07
" No. 6		0 07 1/2
" No. 5		0 08
" No. 4		0 08 1/2
" No. 3		0 09 1/2
Mocha		0 23
Old Government Java		0 22
Santos		0 09 1/2
Plantation Ceylon		0 25
Porto Rico		0 22
Guatemala		0 22
Jamaica		0 15
Maracaibo		0 13

SUGAR.

The course of the market has been interfered with by the holidays in U.S. contingent upon Independence Day, markets there being closed on Friday and Saturday, 3rd and 4th. The market has opened quiet since the holidays, with sellers of raws at quotations, while refiners having ample stocks on hand, and to arrive for prospective requirements, are disposed to hold off and would only accept offerings at a slight concession from current quotations, which may be regarded nominal. Refiners' stocks in store are about 235,000 tons, as against 101,273 tons same time last year; while importers' stocks are, at present, about 81,000 tons, against 31,000 tons at same date last year. It is estimated by N.Y. authorities that Cuba has still to market 216,000 tons, or say over 1/4 of the estimated crop for this campaign. Of this quantity, probably 100,000 tons are in the hands of a few wealthy planters, while the remainder is held by merchants and shippers. There is then, little likelihood of any further pressure to sell from these quarters, and it is likely that N.Y. holders will be able to tide over the present dullness and wait for such improvement in the situation as may develop. Sales of raws for the week under review were light, approximately only about 11,000 bags. The larger proportion was centrifugals on spot at 3 9/16, duty paid, landed terms. About 3,000 bags Muscovado sugar were placed on basis of 3c landed terms for 89 test, thus showing decline of 1/4 in this grade. This price is 1-16 below the usual differential in favor of 96 test. For the week ending June 30, receipts at U.S. four ports were 29,299 tons, with meltings unchanged at 36,000 tons. Total stock was 316,227 tons, a reduction of over 6,000 tons for the week. Cuban stocks, for same period, were reduced 1,500 tons, and were reported as 340,000 tons, against 407,000 tons same period last year. There are still four central factories grinding. European has fluctuated fractionally for the week and is now quoted at 7s 9d, thus establishing an advance of 3/4c per cwt.,

The Canadian Grocer

and is reported firm for July delivery. This description is still 33c per 100 lb. above the parity of N.Y. duty paid basis, for 96 test centrifugals. Latest cable advices report that rain is wanted in growing sections.

In refined, N.Y. opened this month with a general decline of 5c per 100 lb. led by the Arbuckle refinery, and the demand is reported fairly active, though confined principally to withdrawals on existing contracts. Little new business is transpiring. Thus far, our local market has not responded to this movement, though there have been modifications in the domestic beet sugar list. All eastern refinery prices remain unchanged, but Wallaceburg "Crystals" and Berlin "Maple Leaf" granulated are reduced 10c to basis L.03 Toronto, while Maple Leaf No. 2 granulated, is withdrawn from the list. We quote:

Paris lumps in 50 lb. boxes	4 78
in 100 lb.	4 68
" Domino brand 50 lb. boxes	4 72
100 "	4 63
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Maple Leaf No. 2	
Crystal granulated (Wallaceburg)	4 13
Beaver	3 98
Imperial	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2	3 58
No. 1	3 48
Granulated and yellow, 100 lb. bags, 5c. less than bbls.	

SPICES.

There is no new feature to record in regard to spices; the home trade is particularly dull with prices remaining at previous quotations. We quote:

Peppers, blk.	0 18	0 19	Cloves, whole	0 14	0 35
white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

The home trade continues fair but with out any distinctive feature; previous quotations still rule firm. The primal markets are making but limited offerings and what is marketed finds ready outlet. Tapioca is reported as holding an erratic market, without any indication of firmness. We quote:

Rice, stand B.	0 03 1/2	Sago	0 03 1/2	0 04
Patna	0 05	Tapioca	0 03	0 03 1/2
Japan	0 05 1/2		0 06	

SYRUPS AND MOLASSES.

There is nothing of interest to report, the present season being a particularly quiet one; local holdings, however, are light, and prices are consequently ruling firm. We quote:

Syrups		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	0 02 1/2	0 02 1/2
" "	0 02 1/2	0 02 1/2
" kegs	0 03	0 03
" 3 gal. pails, each	1 30	
" 2 gal.	0 90	
" 2 lb. tins (in 2 doz. case) per case	1 90	
" 5 lb. (in 1 ")	2 35	
" 10 lb. (in 1 ")	2 25	
" 20 lb. (in 1 ")	2 10	
Molasses		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts.	0 27 1/2	
1 gal. cans	0 95	1 00
5 gal. cans, per gal.	1 90	
Barrels, per gal.	0 75	
5 gal. Imp. brand, per can.	4 90	
1 gal. per case	5 10	
1/2 gal.	5 50	
Qts.	6 00	

TEAS.

The home market in tea is without distinctive feature, little inclination being shown to purchase beyond immediate re-

THE MARKETS

quirements. The London market reports denote fair activity, with prices, for any attractive grades, ruling firm. There are few new season's Indian teas coming to hand, any with flavor or strength being well competed for. Calcutta advices, also, point to early sales realizing prices in advance of usual opening averages. In Ceylon teas, the best invoices ruled firm at full figures, while the less attractive weakened in favor of buyers. We quote:

Congou half-chests, Kaisow, Moring, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens Gumpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
" " seconds	0 15	0 25
" " thirds	0 16	0 18
" " common	0 15	0 15
Pingsueys—Young Hyson, 1/2 chests, firsts	0 28	0 32
" seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan 1/2 chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	
Common	0 19	

FOREIGN DRIED FRUITS.

The demand has continued satisfactory since our last issue. Advices from primal markets still point to the unsettled condition of the Greek currant market. It would appear that neither of the recent movements, in the Chamber, have actually received royal assent, and meanwhile, a great deal of excitement and uncertainty prevails amongst growers and merchants. It is generally believed, however, that a protective measure will shortly come into operation which will have the effect of fixing the minimum price f.o.b. at primal ports of 11s 6d. Malaga vines are reported in good condition and outlook for crop is very promising. We quote:

Malaga vines are reported in good condition and outlook for crop is very promising. We quote:

CURRENTS					
Fine Filiatas	0 05	up	Vostizzas	0 07	0 08
Patras	0 06	0 06 1/2			

RAISINS			
Valencia, fine off stalk	0 07	0 08	
selected	0 08 1/2	0 09	
selected layers	0 09	0 10	
Sultana	0 09	0 13	
California seeded, 12-oz.	0 08 1/2	0 09	
" " 1-lb. boxes	0 10 1/2	0 11	
" unseeded, 2-crown		0 07 1/2	
" " 3-crown		0 08	0 08 1/2
" " 4-crown		0 09	0 10

DATES					
Hallowees	0 04	0 05	Fards	0 07 1/2	0 08
Sairs	0 03 1/2	0 04 1/2			

PRUNES					
100-110s	0 04	0 04 1/2	60-70s	0 07	0 07 1/2
90-100s	0 04 1/2	0 05 1/2	50-60s	0 08	0 08 1/2
80-90s	0 06	0 06 1/2	40-50s	0 08 1/2	0 10
70-80s	0 06 1/2	0 07			

CANDIED PEELS					
Lemon	0 10	0 12 1/2	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS					
Tapiets	0 04	0 04	Elemes	0 10	0 15
Naturals	0 06 1/2	0 09 1/2			

APRICOTS		
California evaporated	0 08	0 12

PEACHES		
California evaporated	0 08	0 12

Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl.	5 00	

COUNTRY PRODUCE.

EGGS.—Values in eggs are down and easier since last writing. Receipts have

LEMONS

Demand very active. We have a full stock
Messinas, Sorrentos and Majoris, sizes
300's, 360's and 420's.

All November cuts. Juicy Lemons.

Headquarters for Peaches, Plums, Apricots, Bananas and Oranges.

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,
Phones { Main 4106
 { Main 4107 **TORONTO.**



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.
10 Cents

PEACHBLUFF FARM

High-Class Fruits

FRUITS: Peaches, Sweet Cherries, Plums.
VEGETABLES: Early Tomatoes, Early
Cucumbers, Early Musk Melons.

Hilborn & McLachlan, Proprietors
Growers and Shippers. **Leamington, Ontario, Canada.**

Strawberries

TOMATOES	PINEAPPLES
CUCUMBERS	CABBAGE
ORANGES	LEMONS
BANANAS	

Let us hear from you with an order.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—**THE BEST.**
Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.
Telephone Main 645, Office
 3394, Warehouse **...TORONTO**

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...
Skinner's Queensland Turtle Soup
 Dealers in...
Fraser River Canned Salmon
British Columbia Herrings
 IN SEASON CAN SUPPLY YOU WITH FINEST
 FISH, ALL KINDS.

Established 1869.

A. GIBB & CO.

**BUTTER, CHEESE, EGGS, HAMS,
 BACON, LARD, JAMS, ETC.**

Consignments solicited. Prompt returns.
83 COLBORNE ST., TORONTO

BUTTER

We are Buyers. **EGGS**
 Get our Prices.

The Wm. Ryan Co.,

... Limited.
 70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from **ONTARIO
 MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The
DAWSON Commission
Co., Limited

**FRUIT, PRODUCE AND
 COMMISSION MERCHANTS.**

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

SPECIAL VALUES

In **Lemons, Oranges,
 Berries and Vegetables.**

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., **TORONTO.**

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

been very liberal and show considerable "less off" owing to the hot weather. Much firmer prices are not anticipated for the immediate future. We quote:

Fresh laid eggs, per doz. 0 14 0 15

HONEY.—The fresh fruit season has made the demand for honey largely nominal. Prices are easier from last week's quotations. We quote:

Extracted clover, per lb. 0 07½ 0 08

WHITE BEANS.—The market is quiet at this season of the year and demand nominal. No change in prices has been noted. We quote:

Mixed, Per bush. 1 50 Prime. Per bush. 1 90
 Handpicked. 2 00

DRIED APPLES.—Are extremely dull. The fresh fruit has the call and prices remain unchanged. We quote:

Apples, dried, per lb. 0 03 0 03½

POTATOES.—Prices are somewhat lower since last writing. Old stocks are practically out of the market and movement is but nominal. Canadian stocks are arriving freely and have displaced American stocks at prices ruling. We quote:

Old stock, on track, Toronto, per bag. 1 25 1 35
 New Canadian, per bush. 0 90 1 25

POULTRY.—Little movement is reported this week in poultry. Receipts have not been over large. Prices remain unchanged. We quote:

Spring chickens, per pair. 0 90
 Old hens, per lb. 0 10 0 12

(For Butter and Cheese, see Dairy Produce).

GREEN FRUITS.

The fruit market has shown considerable activity this week. Although strawberries and cherries are dropping out they are being replaced by raspberries and currants. Oranges are a little firmer than last week; and pines have increased in value. Raspberries have responded to the larger deliveries by dropping from 14 and 15c to 7 and 8c. Red and black currants have made their appearance on the market at 40 to 75c and \$1 to \$1.25, respectively. Tomatoes have eased off 50c. per crate. California apricots and plums have shown a disposition to ease off a little, but peaches maintain their value. Watermelons and cantelopes are unchanged. We quote:

Mediterranean sweet oranges	3 50	4 50
Sorrento oranges	3 25	4 00
Valencias 420's, small	6 00	
Pineapples, per crate	3 00	4 00
Grape fruit, per box	3 50	
Bananas, per bunch for ordinary	1 25	1 75
" large bunches	1 75	2 50
Messina lemons, per box	2 50	3 50
Limes, per crate (8 doz.)	1 25	
Canadian strawberries, per qt.	0 05	0 06
Raspberries, Canadian, per qt.	0 07	0 10
Tomatoes, per crate (4 baskets)	1 25	1 50
Canadian apples, in bbls.	2 50	
Cocoanuts, per sack	3 50	4 00
Californian cherries, per box	1 00	1 50
Canadian cherries, per basket	1 00	1 25
Gooseberries	0 40	0 90
Wax beans, per basket	0 50	0 75
Red Astrachan apples, per hamper	1 25	1 80
California apricots, per crate	1 50	2 00
" peaches, per 1 ox.	1 50	1 50
" plums	1 50	2 50
Watermelons, each	0 30	0 35
Cantelopes (musk melons), per crate	3 00	
Red currants, per basket	0 40	0 75
Black	1 00	1 25

VEGETABLES.

The first great break in the price of green vegetables occurred this week and values are from 15 to 50 per cent. lower on many lines than last week. Receipts are very large and the demand at the reduced prices is brisk. Cauliflower are offered at 75c to \$1.25 per dozen and carrots at 15c per dozen. Canadian potatoes are displacing Americans and are quoted at \$1 to \$1.15 per bus. We quote:

Cabbage, per doz.	0 40	0 60
Green peas, per basket	0 25	0 40
Green peas, per bag	0 90	0 95
New potatoes, American, per bbl.	4 00	

The
 Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and a —

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET
 YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**
 Cor. O'Connor and Albert Sts., OTTAWA.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
 and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are

turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

THE MARKETS

The Canadian Grocer

there have been only two cargoes booked for Montreal account, amounting to 1,300 puncheons, against 12,000 a year ago. At this writing the jobbing range is 38 to 40c., as to quantity. We quote:

Barbados, in puncheons.....	0 38
" in barrels.....	0 40
" in half-barrels.....	0 41
New Orleans.....	0 17
Antigua.....	0 24
Porto Rico.....	0 38
Corn syrups, bbls.....	0 02
" 1-bbls.....	0 02
" 1/2-bbls.....	0 03
" 35-lb. pails.....	1 30
" 25-lb. pails.....	0 90

TEAS.

Trade in this staple has been quiet during the past week, but prices are firmly held all round. Some sales of new crop Japans have been made to arrive at 24c., and show good cup quality. Round lots of old stock have also been turned over at 17 1/2 to 19c., as to grade. Ceylon and Indian greens have been asked for to a moderate extent, but no large transactions have transpired. Cable advices have been received stating that Canada had made fair purchases of new crop Ceylon green teas at an advance in prices. Recent cables from Japan reported the tea market firm and stated that the second crop will be much smaller than last year. Cable advices from Formosa report a firm market for low grades, 15c. being quoted the inside figure for the lowest Government standard. We quote:

Good to medium Japans.....	0 17	0 18 1/2
Fine to choice Japans.....	0 22	0 28
Ceylon greens.....	0 14	0 18
Indian greens.....	0 16	0 19
Japan style China congoes.....	0 08	0 10
Pealeaf Gunpowder.....	0 14	0 23
Common.....	0 14	0 15
Ceylon blacks.....	0 11 1/2	0 20
Indian.....	0 11 1/2	0 20

COFFEE.

There has been some alteration in certain brands of ground Mocha and Maracaibo, as Chase & Sanborn have issued a new list that is equivalent to a decline of 1 1/2 to 3c. per lb. on some of their output. In the green market there has been nothing to report, the fluctuation in the New York market being without visible influence locally. We quote:

Good centas.....	0 09 1/2	0 09
Choice.....	0 11	0 12
Jamaica coffee.....	0 07 1/2	0 10

SPICES.

There has been nothing to report in the spice market. We quote:

Nutmegs, per lb., as to size.....	0 40	0 60
Penang mace, per lb., as to quality.....	0 70	1 00
Pimento, ground.....	0 15	0 18
Cloves.....	0 18	0 22
Pepper, ground, black (according to grade).....	0 17	0 22
" white.....	0 25	0 27
Ginger, whole Cochin.....	0 17	0 19
" Japan.....	0 13	0 14
" Jamaica.....	0 18	0 20
" Afghan.....	0 12	0 13
" ground Japan.....	0 15	0 15
" Cochin.....	0 19	0 20
" Jamaica.....	0 18	0 20
" Afghan.....	0 13	0 14

RICE AND TAPIOCA.

The rice market rules firmer and prices are 15c. higher all round for standard brands of C. C. & B. rice. Imported Italian is firmer also. We quote:

B rice, in bags.....	3 30
" 1-bags.....	3 20
" bags.....	2 25
" pockets.....	3 30
In 10-lb. bag lots an allowance of 10c. is made.....	
CC rice, in bags.....	3 20
" 1-bags.....	3 10
" bags.....	3 15
" pockets.....	3 20
Imported Patna rice, in bags.....	4 02 1/2
" in 1-bags.....	4 75
" in 1/2-bags.....	4 87 1/2
In the open territory prices are about 10c. less.....	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna.....	4 25	Japan Glace.....	4 50
Imp. Glace Patna.....	4 75	Crystal Japan.....	4 75
Polished Patna.....	3 87 1/2		
Indian Bright.....	3 50		
Java Caroline.....	3 50		
Lustre.....	3 75		

Snow Japan.....	4 87 1/2	
Japan Ice Drips.....	5 25	
Tapioca, medium pearl.....	0 02 1/2	0 03
" seed pearl.....	0 03	0 03 1/2
" flake.....	0 04 1/2	0 05
Imported Italian.....	0 09	

CANNED GOODS.

There has been an advance in Canadian sardines of 25c. per case, or 1c. per tin. The price for this season's pack of salmon has been named and they show an advance of 15 to 25c. per case over the opening figures a year ago. This fact has not been the means of checking the demand for future delivery any, as it has been larger than a year ago up to the same date. The sales reported of the leading brands aggregate 30,000 cases on both local and western account, and the prices paid are as follows: Fraser River brands, \$1.65; Skeena River brands, \$1.50; Rivers Inlet and Lowe brands, \$1.25, and spring salmon, \$4 per case, f.o.b. coast. We quote:

Tomatoes.....	1 50	
Corn.....	0 90	
Peas.....	0 95	1 20
String beans.....	0 80	0 82
Strawberries.....	1 35	
Succotash.....	0 85	
Blueberries.....	1 10	
Raspberries.....	1 45	1 60
Gooseberries.....	1 45	
Pears, 2s.....	1 60	1 70
" 3s.....	2 10	2 15
Peaches, 2s.....	1 65	1 70
" 3s.....	2 50	2 75
3-lb. apples.....	0 85	0 90
Gallon apples.....	1 75	
2-lb sliced pineapples.....	2 20	2 30
Grated pineapples.....	2 50	
Singapore whole pineapples.....	2 15	2 20
Pumpkins, per doz.....	0 90	
Spinach.....	0 95	1 00
Sugar beets.....	0 92	0 95
Salmon, pink.....	1 25	
" spring.....	1 30	
" Rivers Inlet red sockeye.....	1 50	
" Fraser River red sockeye.....	1 50	
Lobsters, talls.....	3 35	
" 1-lb. flats.....	3 50	3 70
" 1/2-lb. flats.....	1 75	1 85
Canadian Sardines, 1s.....	3 40	3 60

FOREIGN DRIED FRUITS.

The spot business in dried fruits has been dull this week so far as trading from stock is concerned, and no import contracts of any kind came under notice. Advices on Sultanias state that there were some rumors to the effect that fruit was dropping from the vines, and that peronosporos had again made its appearance, but the available crop promises to be a large one, and the reports prove to be almost groundless. There is no doubt we shall have low prices if weather conditions continue as at present. In figs, the Smyrna crop is progressing favorably, and orders for import are taken subject to confirmation, though 31s 6d c.i.f. Montreal, has been named for September shipment. In currants, late advices assert that the supplies in Greece are being constantly reduced by buying from practically all consuming markets, which, if it continues, will clear up all the old crop before the new fruit is ready for shipment. A recent cable from Patras quoted fine Amalia currants for prompt shipment at 12s. 6d. in barrels and 13s. in cases. We quote:

CURRENTS.

Fine Filiatras, per lb. in cases.....	0 04	
" cleaned.....	0 05 1/2	
" in 1-lb. cartons.....	0 06	
Finest Vostizzas.....	0 06 1/2	0 07
Amalias.....	0 05 1/2	

SULTANA RAISINS.

Sultana raisins, per lb.....	0 09	0 12
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VALENCIA RAISINS.

Finest off-stalk, per lb.....	0 07	0 07 1/2
Selected, per lb.....	0 07 1/2	0 08
Layers.....	0 08	0 08 1/2

FIGS.

Comadres, per tapnet.....	1 00	
Elemes, per lb.....	0 10 1/2	0 20

DATES.

Dates, Hollowees, per lb.....	0 04 1/2	0 04 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.....	0 11
Peaches.....	0 09 1/2
Pears.....	0 12

MALAGA RAISINS.

London Layers.....	1 75	1 90
" Commoisseur Clusters.....	2 15	2 50
" Royal Buckingham Clusters, 1-boxes.....	1 15	
" Excelsior Windsor Clusters.....	4 50	4 60
" 1s.....	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.....	0 07 1/2	0 08
" seeded, in 1-lb. packages.....	0 09 1/2	0 10
" in 12-oz. packages.....	0 08 1/2	

PRUNES.

30-40s.....	Per lb.	Per lb.
40-50s.....	0 10	
50-60s.....	0 08 1/2	
60-70s.....	0 08	
70-80s.....	0 07 1/2	
80-90s.....	0 07	
90-100s.....	0 06 1/2	
Oregon Prunes (Italian style) 40-50s.....	0 07 1/2	
" 50-60s.....	0 07	0 07 1/2
Oregon prunes (French style) 60-70s.....	0 06 1/2	
" 90-100s.....	0 04 1/2	0 04 1/2
" 100-120s.....	9 64	0 04 1/2

NUTS.

In nuts, the situation for shelled Bordeaux walnuts is extremely firm, and stocks of 1902 halves are all but exhausted. What remains in Bordeaux is firmly held at 220 fcs., with 210 fcs. quoted for 1901 crop. Prospects are good for the coming season, but it is too early to conclude that the crop will be large; previous years have proven months of August-October as dangerous as any of the season. A speculative price is out for new crop Grenoble walnuts, viz., 74 fcs. per 100 kilos, f.o.b. Havre or Antwerp, which is figured to be equivalent to 9 1/2c. re weight gross for net. According to recent advices, a small crop of filberts is confirmed, and new crop have been sold at 15s. 3d. per bale of 100 kilos, c. & f. New York for October shipment. We quote:

Walnuts, per lb.....	0 12 1/2	0 13
Tarragona almonds, per lb.....	0 12	0 13
Shelled walnuts.....	9 25	0 26
Shelled almonds.....	0 25	
Filberts, per lb.....	0 09 1/2	
Pecans.....	0 16 1/2	
Brazil nuts, per lb.....	0 14	
Peanuts, roasted, according to brand, per lb.....	0 07 1/2	0 11

GREEN FRUITS.

The week has been a satisfactory one in green fruit. Canadian strawberries are now out of season with no more offering. The first arrivals of new raspberries came to hand this week and sold at 10 to 12c., but these first sales are hardly a fair criterion, as much lower prices are expected shortly. We quote:

California navel oranges.....	5 00	
" fancy.....	3 50	
" 112 and 126s.....	3 85	
" 150 to 216s.....	5 50	
Valencia oranges, 71s.....	5 25	
" 420s.....	5 25	
" 420s, Jumbo.....	6 50	
Sorrento.....	3 25	
" 300s, compartment cases.....	3 00	
" 300s, ordinary boxes.....	3 25	
" 200s, large boxes.....	3 50	
" 160s.....	2 00	
" 180s, 1-boxes.....	2 15	
" 216s.....	1 85	
" 100s.....	1 80	
Messina.....	2 25	
" plain, 100s.....	2 25	
" ovals, 80s.....	3 75	
Maiori seedless lemons, 300s, extra fancy.....	3 00	
Messina lemons 300s, fancy.....	2 50	
" 360s, fancy.....	2 50	
" 300s, choice.....	2 75	
" 360s, choice.....	2 25	
New Californian lemons.....	3 25	
Cocoanuts, per bag of 100.....	2 25	2 50
Bananas, per bunch.....	4 00	5 00
Canadian apples, in bbls.....	3 00	3 50
Pineapples, per case.....	0 75	1 00
Canadian cherries, per basket.....	0 10	0 12
" raspberries.....		

VEGETABLES.

There is the usual trade doing in vegetables, the only change being a lower range on new potatoes, which have declined to \$3.50 per barrel. We quote:

New cabbage, in crates.....	3 25
Sweet potatoes, per bbl.....	5 50
" per basket, about 50 lb.....	2 50
Spanish onions, per crate.....	0 40
" per case.....	1 25

THE MARKETS

The Canadian Grocer

English bottled salt, per doz. 1 25 1 30
Mineral rock salt, selected lumps, per 100 lb. 0 60 1 00

CANNED GOODS.—The representative of the association has been appointed, but no prices are yet named. The trade are getting impatient. They cannot understand the delay. They also feel they should know something in regard to the methods of the association. In spot goods corn is firm; peas are scarce and rather higher, but new goods quite close at hand. Tomatoes remain unchanged. Fruits are in good supply. Salmon is rather dull. Meats sell freely at even prices. We quote:

Tomatoes, 2's	\$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Peas, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	2 00	0 95
Gallon apples	2 00	2 15
2-lb. sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	0 95	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River	3 00	3 25
Domestic sardines, oils, 1's	2 85	3 00
Kipper herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. Bananas are very plentiful, good stock retailing two dozen for a quarter. Oranges find a fair sale with a few Valencias offered. Prices are firm. Lemons are held at quite full figures. Pines have sold freely this season. In melons, while there is improved sale, the market is small. Tomatoes and cucumbers are easier. Rhubarb is in less demand. Strawberries now hold the market. Native berries supply the trade. In California fruits, apricots are good, but plums and peaches but fair. Some fine cherries have been received. We quote:

Mediterranean oranges	4 00	4 50
Valencias	7 00	7 50
Messina lemons	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100	3 50	3 50
Bananas, per bunch	1 25	2 00
Strawberries	0 10	0 12
Rhubarb	0 01	0 02
Cucumbers, per doz	0 01	0 80
Pineapples	3 50	4 00

DRIED FRUIT.—The spot market is dull. Dealers are well supplied. Seeded have not sold as freely as was expected. New currants are quoted. Some orders for first shipment Valencias have been given. While new apricots and peaches are quoted, there is no sale. Dates are quoted for later shipment, prices about as last season. In peels, prices for new goods are rather lower. Carrots show a slight advance. We quote:

CURRENTS.		
Fine Filiatras, per lb. in cases	0 04	
" cleaned	0 06	
" in 1-lb. cartons	0 06	
VALENCIA RAISINS.		
Finest off-stalk, per lb.	0 07	0 07 1/2
Selected, per lb.	0 07 1/2	0 08
Layers	0 08	0 08 1/2
MALAGA RAISINS.		
London layers	1 75	1 90
" "Connoisseur Clusters"	2 25	2 50
" "Royal Buckingham Clusters," 1-boxes	1 15	
" "Excelsior Windsor Clusters"	4 50	4 60
" "is	1 30	1 40
CALIFORNIA RAISINS.		
Loose muscatels, per lb.	0 08 1/2	0 09
seeded, in 1-lb. packages	0 10	0 10 1/2
FIGS.		
Comadres, per tapnet	1 20	
Elemes, per lb.	0 10 1/2	0 20
DATES.		
Dates, Hallowees, per lb.	0 04	0 05

CALIFORNIA EVAPORATED FRUITS.
Apricots, per lb. 0 11
Peaches 0 09 1/2 0 10 1/2
Apples 0 06 0 06

PRUNES.
Per lb. Per lb.
30-40s 0 08 1/2 70-80s 0 06 1/2 0 07
40-50s 0 08 0 08 1/2 80-90s 0 06 0 06 1/2
50-60s 0 07 1/2 0 08 90-100s 0 05 1/2 0 06
60-70s 0 07 0 07 Egyptian onions 0 02 1/2 0 02 1/2

APPLES.
Per lb. Per lb.
Dried 0 04 0 04 1/2 Evaporated 0 06 0 06 1/2

ONIONS.
Bermuda onions, per crate 2 50
Egyptian onions, per lb. 0 02 1/2

SUGAR.—There was a very large shipment of foreign granulated received this week by direct steamer. Prices of domestic refined were at once dropped 10c, and granulated in bags, 15c. There is a large sale. We quote:

Paris lumps, in 50-lb. boxes	5 00
Redpath's granulated	4 20
St. Lawrence	4 20
Acadia	4 20
" in bags	3 95
Bright yellow	3 80
No. 2	3 50

MOLASSES.—A cargo of Porto Rico was received this week and some small shipments from American ports. Prices are rather higher and very firm. Some Barbados and New Orleans are offered. We quote:

Barbados	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 30	0 35

FISH.—In alewives, dealers are quite happy. Prices, which last season showed quite a loss, have advanced to a good average figure. Some old goods held over have been sold, and most of the new pack. This was not large, about eight thousand barrels. Fresh salmon are still a large feature; prices are well maintained as the catch is rather light. There is light sale for dry fish. New pickled herring are received at rather lower prices. We quote:

Haddies, per lb.	0 05	0 06
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb.	1 75	2 00
Pickled herring, per 1/2-bbl.	1 90	2 00
Dry cod	3 65	3 75
Pickled shad, 1-bbl.	5 00	6 00
Halibut	0 08	0 09
Fresh salmon	0 13	0 14

FLOUR, FEED AND MEAL.—Flour is unchanged. Sale has been good. Feed is being offered rather more freely. Oatmeal and oats remain quite firm. Cornmeal is rather higher. Beans are rather dull and prices easier. Barley and peas are scarce. We quote:

Manitoba flour	\$4 70	4 85
Best Ontario	4 10	4 35
Medium	3 95	4 00
Oatmeal	4 10	4 45
Cornmeal	2 75	2 80
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime	1 86	1 90
Yellow eye	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian	2 70	3 15
Red clover	0 11 1/2	0 15
Mammoth clover	0 15	0 15
Alsike	0 13	0 15

NOTES.

Grandy & Allison received last week five thousand bags Liverpool coarse salt and five hundred factory-filled. E. T. Sturdee has been appointed the New Brunswick representative of The Canned Goods Association, and Erb & Rankine representatives for Nova Scotia. L. G. Crosby received a cargo of Porto Rico this week. Mr. Crosby represents The Porto Rico Commercial Co. Bowman & Cole have just received a

large shipment of foreign granulated sugar.

Ubero coffee is the latest addition to the regular stock carried by Baird & Peters.

MANITOBA MARKETS.

Office of "The Canadian Grocer,"
Minnipeg, Man., July 7, 1903.

THE week has brought the rains that were beginning to be needed, and copious warm showers have been very general throughout the province. The crop conditions continue to be A1. The only suggestion of shortage is in the hay crop of certain sections and that can be overcome and has been by the sowing of late barley to be cut green. The wheat market has been very materially affected by the rains, and from being strongly bull, has become bearish in tone for the last few days. The 1902 crop in Manitoba and the West generally, is pretty well cleared up, and the offerings for the past 10 days have been very light.

Feeling is running very high over the action of the Provincial Government selecting July 20, the first day of the Winnipeg Industrial Exhibition, for election day. A more disastrous choice, as far as the exhibition is concerned, could hardly have been made, and it means that the stock and horse section will be practically a failure. The election is exciting great interest and will be a sharply contested fight. For this reason farmers will not leave home on Saturday with their stock, as has been the custom heretofore; they cannot come in on Monday, election day, and Tuesday would be too late. So the chances are strongly in favor of their not coming at all. The general attendance will be lessened and Winnipeg merchants are feeling very sore over the matter, as Fair week has always been looked upon as a good and legitimate opportunity for clearing up Summer stocks.

The jobbing trade is looking forward with considerable interest to quotations and general arrangements for trade being made by The Canadian Consolidated Cannery Association. Agents have been appointed here in the persons of Jos. Huxley, broker, and Jas. Duncan, broker. It is expected that prices and terms will be received early in the coming week.

After considerable talk on the matter, the price of Morrisburg sugar has been put down 10c per cwt. lower than the cane sugar brands, extra standard granulated being quoted at \$4.70 and the Morrisburg sugar at \$4.60.

The California evaporated fruit situation is full of interest to the West at present, as prices promise to be very high. New apricots will open here at 12c to 12 1/2c, which is practically 2c higher than last year. This is an important factor, for when prices are at all reasonable, enormous quantities of this fruit are consumed in the West. Present indications are that evaporated apples will also be dear and somewhat scarce. At present old stocks of evaporated apples are very firm at 6 1/2 to 6 3/4c with a good steady demand.

Green fruit shows no material changes. Strawberries are over. The only fruit

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giving unqualified satisfaction was the Hood River berries. Shipments by express from British Columbia were a failure. The fruit having been too ripe when packed, it had to be sold to a local house for jam making. Much is said of the large crop of fine berries in Ontario, but so far the few shipments arriving here are irregular in size, small, badly packed, and generally as unsatisfactory as fruit from Ontario always is. Western fruit jobbers begin to despair of ever getting decently packed fruit from Ontario.

Owing to the high price of corn, corn meal has advanced on this market 15 to 20c per sack and is now quoted at \$1.80.

Flour is in good demand, both for domestic trade and export, at \$2.15 for No. 1 patent. The advance of last week seems to hold in spite of the fact that wheat has fallen off in price from the point that warranted the advance in flour.

The dairy produce situation presents no new features for the week, though matters are slowly, but surely, shaping themselves towards the factories selling at prices that will warrant shipment to Montreal.

Eggs are still high and firm, and no change of situation is now likely until after exhibition.

Among visitors from the south this week was Mr. Measam, of Libby, McNeil & Libby. Mr. Measam is not offering any new line, nor does he foreshadow any marked change in prices, or conditions, of the canned meat trade.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 3.

THE action of the Vancouver Board of Trade, in moving to obtain the very much needed amendments to the Bills of Sale Act, has been strongly seconded by the Victoria Board of Trade. At its last meeting that body introduced resolutions that the Government should be requested to make such changes in the existing law as would remove the objectionable overholding of unregistered chattel mortgages. It was further resolved, that any mortgage on current stock of a retail merchant should not be subject to the provisions of the Bills of Sale Act, in such a way as to act to the detriment or exclusion of any creditor, who should have rights because of such being stock. In brief, that is the whole situation. There is an evident desire on the part of the wholesalers to remove any preference in securing open accounts. Of course, while present conditions exist, there is no blame attached to any one who gets in first. As it stands, it is first come, first served, and take the hindmost, as the hindmost have many times learned to their cost.

Wholesale merchants have had the full benefit of another object lesson on the faults of the Bills of Sale Act, in the experience they have had with The Otto Grocery Co., mention of whose troubles was made in last letter. This company, consisted solely of Otto, a young man who came here, ostensibly from Montreal, and who received a fair report, (guarded in the extreme, as is usual with the mercantile reports,) which credited him with a capital of \$5,000. "We are informed," the reports read,

THE MARKETS

Otto was closed out, and got out of town last week. He gave two chattel mortgages, one of which was paid in full, and there was almost enough stock left to pay the second. But there was nothing for a single one of the unsecured creditors. And there were plenty of them. Every man in the wholesale trade in the city was caught by Mr. Otto's game. In addition, there were a number of people, tradesmen, who had fitted up the premises for the "company," and supplied materials, who were all more or less let in.

Otto appears to have had great ideas. He set out to do a commission business, by getting out circulars to shippers of produce in the eastern portions of Canada, and also to local British Columbia merchants, in rural districts. He stated that, as Peter Otto & Co., he proposed to do business as brokers and wholesale commission merchants, and solicited consignments of produce, poultry, hides, furs, pelts, wool, fruit, etc. He smoothed the mercantile agencies with the finesse of a past master. He simply entered into a contract with each of them to become a subscriber, agreeing to pay the \$75, annual fees to each on July 1. His circulars evidently produced some results, for he had orders filled in several U.S. coast cities, all the way from Seattle to San Francisco. Evidently, he expected the produce he would get from the Northwest and Manitoba, on consignment, to serve as security for his chattel mortgages, as he contracted to keep his stock up to a certain standard. But well laid schemes have gone astray many times before, and the case of Otto is no exception, though he gained a good deal of credit before he gave the chattel mortgages.

The general condition of the grocery and provision trade is excellent. Most of the wholesale dealers simply tell one that they have so much to do they cannot keep track of changes, if any are being made, in prices and stocks. The local demand in all lines is active, in the extreme, the week being especially so on account of the two or three days' holidays. Vancouver always takes the lead, in this province, in a Dominion Day celebration, and, as a result, a large number of visitors spend the week in the city.

There was some disturbance of conditions in the local sugar market last week, but it has all been fixed up, though prices have not yet advanced to normal. The British Columbia Sugar Refinery, which controls the situation on this coast, put the price of sugar down to 4c, but it went up again next day, and is now, possibly, fairly to be quoted at 4½ to 4¾c. There are two factors in the trade which have always been working smoothly under a practically permanent arrangement since the establishment of the refinery here. The firm of Rithet & Co., Victoria, has been an importer of sugar to some extent and the refinery has recognized this factor, within certain limits, which they claimed had been transgressed. That caused the trouble, which has now been arranged. The demand for sugar is particularly heavy, and with the fruit season, is likely to continue so. The interest in prices, was, of course, much increased owing to this anticipation. There is one other small factor in the sugar market, but owing to transportation handicap, it is not able to extend operations much beyond the local field. This is a stock of Australian sugar,

which has been handled by The J. Y. Griffin & Co., Ltd. It sells slightly lower than the refinery price.

Prices of American lard has gone down to a point where it can be handled for northern trade to advantage. There is special demand for the output of American lard manufacturers, in the Yukon, for the simple reason that the package is put up with a double capped cover. An inside soldered cover makes a hermetically sealed package, a big advantage in the rough northern transportation. The Canadian brands of lard have not yet been put up in this way, and price is the only factor which will hold the market against the United States product on that account. The northern people will pay a cent or two more for the United States make because of that sealed cover.

Cured meats are not extremely active yet, the continued cool weather which has marked most of the summer, having kept up the demand for fresh. Prices are fairly steady with firm tendency. The stocks are, this season, altogether Canadian, in contrast with past seasons. The reason, of course, is that prices on the other side have excluded the imported article as against present prices for Canadian goods.

In canned goods there are some importations of California tinned peas, from San Francisco. The Canadian article is out of the market entirely. The price is quotable at about \$1.35, and the supply is so far sufficient for the demand.

The wholesale trade is still waiting for future quotations from The Cannery Association. There have been some quotations from one or two packers outside of the association.

Japan rice, of which large importations arrived on the last two steamers from the Orient, has advanced 82 per ton, the quotation in this market now being \$1.05 per ton.

In produce, the markets at present stand well supplied. Cheese is in good stock, with some large consignments, one dealer having a straight car of choice eastern. June cheese and other lots of eastern and Manitoba have arrived. Butter is largely local in supply now, and this, of course, all strictly fresh. The importations are from Manitoba and the Northwest, but the prices are fully met by figures at which the local is quoted. Eggs are in better supply as to case stock, which is chiefly from Ontario. The local fresh article is scarcer and higher. Exportations of eggs to Dawson continue heavy by every boat northbound. The steamer Amur had several hundred cases out this week.

Prices may be quoted: Local creamery butter, 22c. Manitoba creamery, 20 to 22c. Local dairy 20c. Manitoba and N.W.T. dairy, 18c. Cheese, eastern, 11 to 14½c. Manitoba, 13 to 13½c. eggs, 20c, which latter quotation is about cost to lay down from Ontario.

Local strawberries, in big supply, fill the market completely now, and there are a few cherries beginning to show, mostly grown up-country. Prices are: strawberries, \$1.25 per crate, Burbank plums, \$1.75, Tragedy prunes, \$1.75, tomatoes, \$2.10, apples, \$2.40, peaches, \$1.25 to \$1.50.

To the Grocery Trade of Canada

GENTLEMEN:—

Perhaps you are becoming weary of the controversy over the word "**Cream**" between the Gillett Company and ourselves. We ask your kind indulgence once more and promise that as far as we are concerned we do not intend to refer to this case again until finally settled in the courts. In 1901 we determined to enter into the manufacture of Yeast, not considering that the plaintiffs had any Divine right to that trade in Canada; so we advertised for a yeast maker. The Hamilton Yeast Co. offered us their business, which we purchased; their brand was "**Victoria Yeast**," but we had decided to bring out a brand of our own — so we adopted our trade mark used in other lines "**Jersey Cream**." After placing "**Jersey Cream**" Yeast Cakes on the market we were advised that the plaintiffs had a trade mark for "**Gillett's Cream Yeast**," a fact of which we were not aware, and had we been we would still have used our own trade mark "**Jersey Cream**," as to this day we have never had one order for our Baking Powder as "**Cream**" Baking Powder, but always as "**Jersey Cream**" Baking Powder. We have never received an order for Yeast Cakes without it being ordered as "**Jersey Cream**" Yeast Cakes or "**Jersey**" Yeast Cakes. When we were advised that they had a Yeast with the word "**Cream**" in it, we asked the oldest Grocers, both wholesale and retail, if they had it, and in every case they said there was no such article in the market; and not to this day, although we have inquired for the same from Vancouver to Prince Edward Island, have we found one man who ever saw, let alone sold, "**Cream**" Yeast in a round package. A few of the old merchants remember a Gillett "**Cream**" Yeast made by Gillett, McCullough & Co., of Chicago, Illinois, U.S., about 25 years ago, but it was put up in crumb shape and had a very short career. At time of receiving notice we had a Mr. Jones with us who had been employed for over eight years by Gillett's, selling and advertising their goods in Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island, who, when told of "**Cream**" Yeast, said: It is a lie, they have no such goods. I ought to know. Next morning Mr. Jones came to our office and said he might be mistaken, as he remembered seeing "**Cream**" Yeast on a merchant's shelf in a country store. We instructed him to take a train and purchase two packages, which he did, the merchant informing him that he had been in his present business sixteen years. Gillett's "**Cream**" Yeast was on his shelves when he purchased the business, and the two packages sold Mr. Jones were the first he had ever sold. If we had called it "**Lumsden's Cream Yeast**" we might have hesitated in defending a suit. You will notice the unfairness in the plaintiff's cards and advertising, which they ought to be ashamed of. They always refer to our Yeast as "**Lumsden's Cream Yeast**," when no one knows better than themselves that our Yeast is known as "**Jersey Cream**" Yeast Cakes. Even if they had "**Gillett's Cream Yeast**" on the market we would not have considered it any infringement to have placed "**Jersey Cream**" Yeast Cakes on the market. In their advertisement of 19 June they say compare directions. Well, do so if you can find a package of their goods to compare with. Gentlemen, if there was any copying, **our directions were copied**. Mr. Bucklee, who wrote the directions for Mr. W. G. Lumsden, who instructed him to do so, never saw nor heard of "**Gillett's Cream Yeast**" in round cake form until he received their notice that they had such a brand. Again, directions, if correct, must always be somewhat similar. Take a package of "**Royal Yeast**," it says "Can be used the same as any other yeast cakes." Compare directions for baking powder, the different packages of teas; to be correct directions must be about the same. In their advertisement of 26 June they say "We do not object to fair competition, but will not submit to imitation." Considering the judgments given in our favor, we consider this direct contempt of court. Chancellor Boyd says: "There is no copying of any part of plaintiff's labels as to directions by the defendants, as Judge Street erroneously appears to have thought. Assume that the plaintiff has a trade mark or label in which the words 'Cream Yeast' are used, yet there is no invasion of them on the defendant's part—there is no colourable imitation of the whole part which is the trade mark. 'Cream' is used by the plaintiff merely as a descriptive word to suggest the frothy appearance of the yeast as it works (yeast froths like cream); and, as a word in common use to indicate a creamy frothy look, it is not to be monopolized by the plaintiff. The word '**Jersey**' completely distinguishes it from the plaintiff's, as does also the form and character of the label. There is no evidence going to show that the use of the words by the plaintiff has been so long and extensive as to make the descriptive term in any case distinctive. Besides '**Jersey Cream**' is actually used in the defendant's preparation, and a man may state that fact on his label without being exposed to injunction. Then there is no obvious imitation by the defendant of the plaintiff's label or of the word he uses on it." Judged by ocular inspection and according to the latest decision "the eyesight of the judge is the ultimate test." Judge Ferguson says: "The plaintiff does not claim that there is any similarity in the packages used by him and the defendant respectively, and I cannot see how the use of the words used by the defendant as they are used can have the effect contended for by the plaintiff. For these reasons I am of the opinion that, even conceding that the registration of the plaintiff's mark is in every respect good, it has not been shown that there is any infringement of it by the defendant, and I think it appears plainly that the defendant has not infringed it." Andrew Craig, foreman for Gillett & Co., in his evidence on cross examination, states as follows:

Question—Between 1894 and 1901 can you remember any orders for "**Cream Yeast**"?

Answer—No.

His Lordship—Did you ship any of the "**Cream Yeast**" between 1894 and 1901?

Answer—I do not remember.

Mr. W. G. Lumsden interviewed Mr. John Sloan, wholesale grocer, who stated he had no reference in his evidence to having sold "**Cream Yeast**" in the cake form before 1901. It was the old crumb form of "**Cream Yeast**" shipped from Chicago, and that our solicitor should have brought this fact out. Did not think he ever sold or saw "**Cream Yeast**" in round cake form before "**Jersey Cream Yeast**" came out.

You have been threatened with legal proceedings for damages by post card, etc.?

Damages—to collect same, infringement must be proven. If you never saw, heard of or sold "**Gillett's Cream Yeast**," would it not be very difficult to prove damages, as the only way to collect them would be to prove that "**Jersey Cream Yeast Cakes**" were sold in place of "**Cream Yeast**"? The plaintiff's solicitor told Mr. Lumsden, when he was on a fishing expedition for evidence to Hamilton, that there could be no damages collected, and he had advised his clients to this effect. Mr. Justice Street, who gave judgment in plaintiff's favor in the first trial, distinctly states: "I am of the opinion that the words 'Cream Yeast' are **not** the proper subject of a trade mark, being common words of description."

The law says clearly: that the goods must be put up to deceive, to make the purchaser believe he is buying the goods of the owner of the trade mark to be an infringement. Gentlemen, we leave it in your hands to judge between us and the E. W. Gillett Co. who has right on their side.

We have the honor to be,

Yours faithfully,

LUMSDEN BROS.

ST. JOHN HARBOR IMPROVEMENTS.

THE people of St. John, N.B., have a lively faith in the future of Canada, and, what is more, the courage to back their faith by investments which will bear fruit when that future begins to be realized. Already St. John has spent over three-quarters of a million dollars on its harbor, with little or no help from the Dominion. Their enterprise is to be commended; and now they come forward with a scheme to increase their harbor accommodation.

The accompanying cut from The St. John Telegraph will indicate the lines on which it is proposed to operate.

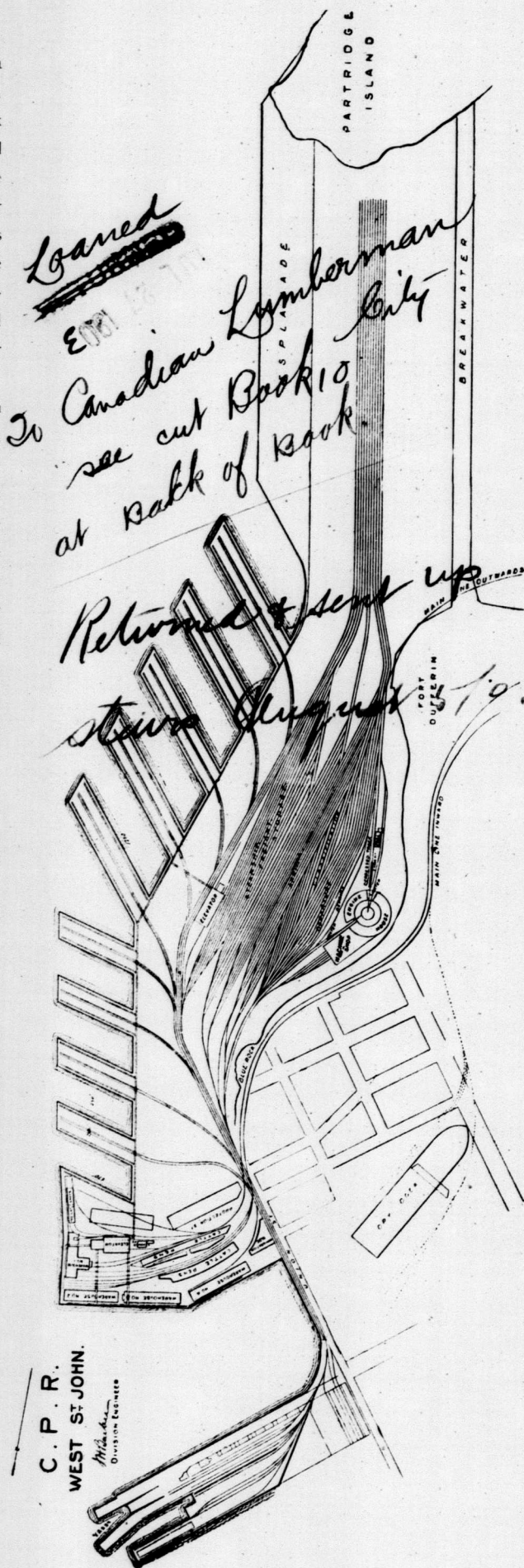
The plan, which was first conceived by Superintendent James Osborne, of the C.P.R., and submitted by him to the Board of Trade and City Council, is most comprehensive by providing berths for thirty more steamers. It is to be hoped that the Dominion Government, from whom, as has previously been noted, they are asking assistance, will give the matter a generous consideration.

The new work would start, according to Mr. Osborne's views, at the present C.P.R. wharf on the harbor front, Sand Point, and run down the harbor to the Beacon light, giving the first five slips shown 11 additional steamer berths. These slips, as shown by the plan, would be 670 feet long by 250 wide.

Then from the Beacon towards Fort Dufferin would be a line of five more piers, double ones, giving accommodation for 18 or 20 more steamers. These slips would be 1,200 feet long by 300 wide. The curved lines represent railway tracks which would serve each berth and in the immense yard which they would traverse would be room for more than 50 miles of tracks.

Extending from Fort Dufferin to Partridge Island along the line of the present breakwater, would be an esplanade, perhaps 1,000 feet wide, with roadway and street car lines. The lines marked "proposed boulevard" and "breakwater" show only the beginning of the proposed esplanade; it would extend to the island, act as a breakwater and also, on the shore side, give room for more steamer berths.

Mr. Osborne's idea is that the piers running to the Beacon should be built at once, and the other work would be for the future.



FRENCH COFFEE.

"AT a seaside place," writes a practical friend in The London Grocer, "I noticed a sample of coffee berries prominently displayed in a grocer's window, and ticketed, 'French coffee, 2s. 2d. per lb.' The berries were roasted as black as the blackest coal. I wondered if there was some great advantage in burning coffee to charcoal. To me it seemed wicked waste, and a friend of mine, who does a magnificent coffee trade, is of the same opinion. But not long ago I saw in a smart shop in the very heart of London a sample of coffee berries roasted black, and ticketed just as I had seen at the seaside. Perhaps someone will explain if there is some advantage in this process of coffee-roasting. I, for one, would like to know. It was not recognized in the competition at the Grocers' Exhibition, nor was I served with that kind of coffee on my trip to France."

An answer to the above is: "If the writer will purchase a small quantity of these coffee beans and grind them he will find it the correct shade that coffee should be. It is difficult to understand why the French should prefer this blackened outside skin instead of the rich old golden hue of the properly roasted berry. But it is uniformly the case with the coffee roasters in Paris. We understand it is done by adding sugar to the coffee while roasting, and whether it is merely to add weight or help flavor we cannot say. We presume it can only be the former."

Que: What is better than a good cigar?

Ans: "A box of them" is the opinion of the average smoker.

LOBSTERS.

IN a recent issue of Forest and Stream a writer in referring to Dr. Field's lecture says: The annual expenditure for the crustacean, he declared, to be about \$10,000,000. While it is distributed to some extent from the Straits of Belle Isle on the north to the Capes of Delaware, on the south, the greatest number are caught in the waters of Nova Scotia and Maine, and the chief markets are the cities of Boston and New York. The high price at which they are sold, being in reality about 90c. a lb. for the food, and the diminished size of those offered, are conclusive proofs of a decrease in the supply. Reference was made to the statistics in Capt. Collins' reports—the average catch, as there shown, per pot in 1901 in Massachusetts being 81, and in 1902 but 33.

The female carries the eggs from nine to eleven months, according to the temperature of the water, their development being retarded by a cold temperature. The hatching season he affirms to be the months of May, June and July. The infant mortality is enormous, the young, on coming to the surface of the water, being devoured by fishes, so that only a few survive out of a maximum brood of 100,000 eggs. He claimed that "if from every 10,000 eggs two lobsters survived and could be raised to maturity, the total number of lobsters would remain the same if none were caught." It is well known that the lobster is of slow growth, requiring five years or more to reach maturity.

Two years elapse between the different broods. The chief obstacle to artificial propagation has been the difficulty of finding suitable food, this being, as yet, an unsolved problem. While it is generally known that the efforts of the United States Fish Commission have been continued for several years in an endeavor to propagate lobsters for restocking at Woods Holl, Mass., the attempt has not as yet been as successful as its promoters have desired.

TOBLER'S COCOA.

Since its introduction in 1845, Tobler's has held a position as one of the foremost cocoas in the world. This celebrated cocoa is made in Berne, Switzerland, a famous centre for the manufacture of the products of the cocoa bean.

Tobler's goods in their different forms of confectionery, drinking cocoas and chocolates, are all of the highest class and bear a splendid reputation. The Canadian agency of this firm has been placed with Browne & Wells, Toronto.

THE GROCER is glad to learn that Mr. Isaac Blumenstiel, of Hamilton, has entirely recovered from his recent illness.

Did you ever hear of a bad article having a continuous and large sale?

Clark's Pork and Beans = Chili Sauce

are the best packed and give the greatest satisfaction to your customers.

This explains their large and continued sale.



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.



Trade Mark

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO.

PHONE MAIN 1975.

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES
VALENCIA, SEVILLE.

Car **FANCY MESSINA LEMONS** just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

Window and Interior Displays

Timely Hints
and Suggestions.

THERE is an unfortunate and fallacious impression prevailing among grocers that in their business the very nature of the goods precludes the possibility of maintaining a tidy, well-arranged store. The principal difficulty in dispelling this idea is that so many accept it as a proven fact without endeavoring by their own personal efforts to establish a different impression, or at least verifying the one that exists.

If the writer were to assert confidently that a grocery store can, with a little care, be kept as "sweet and clean" as a bookstore, his statement would be accepted as having been given without personal experience, or as a supreme effort only to improve the general appearance that prevails among grocery stores.

This statement, however, can be proved by a visit to some places of business, and certain rules can be laid down that, if followed, will effect a great improvement in the present system of the arrangement of goods. In asserting the possibility of neatness, the writer willingly

acknowledges his desire to improve the general appearance of grocery stores, but he also maintains that it is not a Utopian dream, but an actual condition that exists among a few of the better class stores.

That almost perfect neatness in a grocery store is merely a matter of personal ability or inclination, the interior presented this week will prove. As will be seen, no better appearance or more careful arrangement could be obtained in any business, and a study of the schemes adopted will show that little practical difficulty would present itself to any grocer who really desires a tasty interior. The bins that are

used for coffee, spices, raisins, currants, etc., are an absolute necessity, and the placing of these in this interior was carefully planned. The coffee bins under the counter are neat and, in addition to occupying a space usually left empty, the expense of a front to the counter is saved.

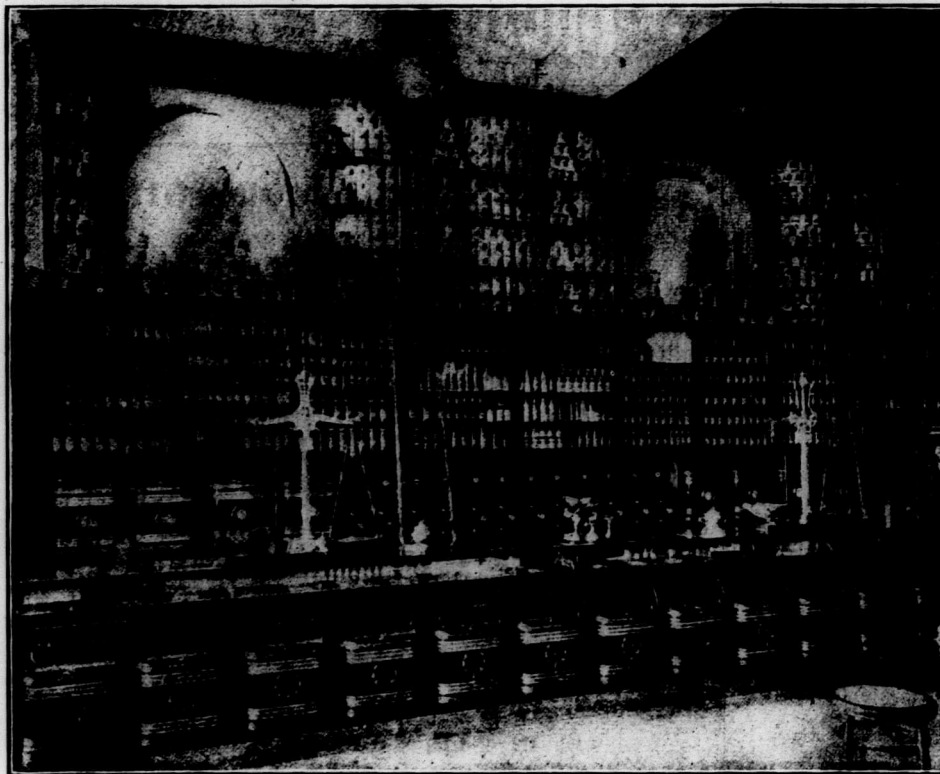
In the rear on the shelves more bins are placed, and bottles, arranged in sizes and classification, fill up four shelves. Above this, and separated by a noticeable division, are stacked, in neat designs, the canned goods. Bottles are used on the lower shelves on account of the fine appear-

sibility, fixtures of some kind should invariably be used to mark definite boundaries to what is open for counter use, and what for display purposes. This point is one very seldom seriously considered when the best effects are aimed at, and yet its place in the category of improvements is at the very top of the list.

This interior of a Rockford, Ill., store, and published in *The Inland Grocer*, illustrates a dozen devices that help to obtain for the grocer the effects he should have, and prove the fallacy of the accepted idea that grocery stores are incapable of presenting really neat and tasty interiors.

VEGETABLES.

Green stuff, such as radishes, lettuce, cucumbers and celery should never be placed upon the floor or on low benches where dust and refuse abound. A clever grocer has hit upon this plan: around a centre pillar is built a square table, covered with white paper and protected from loafers by a neat railing set out 4 or 5 in. from the edge. All green stuff is arranged upon this table, each kind to itself. A few of



the finest Holland cabbage, some purple cabbage for color, and several dozen smooth white parsnips and turnips suggest possibilities to the cook. Fresh stock is added if necessary, but usually the whole supply for the day's trade may be put upon the table. Another table should be added to hold what of fresh fruit is in the market; white grapes, oranges, and lemons—samples from the boxes—bananas, grape fruit, cherries, and whatever choice bit may come in. The greatest care must be taken to have the table cleaned and refurnished each morning. Stock may be kept in good condition.

ance they present, while the most is made of the canned goods which are not so open to tasty arrangement. The divisions in the shelving, the fancy shape of the top half and the ornamental top, supply a relief for the monotony of the straight rows of shelving usually seen. The metallic ceiling, too, is an important part of the general scheme.

Perhaps the most notable deviation from the methods usually adopted in grocery stores is the absence of any goods on the counters. Nothing but scales have a place on the counter of the neatest stores, and where this is, as in some cases, an impos-

Sparks on the Roof

will not cause a fire
if you have been
wise enough to use

EASTLAKE STEEL SHINGLES

They prevent fire as surely as they resist lightning—two points in their favor that commend them to every farmer.

Besides, they're so easily fitted and laid, and not expensive.

ASK FOR THEM.

Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers of
**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**

Our goods have a reputation. **MADE IN CANADA.**

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
AI Code.....	7.50
Robinson's Code.....	1.50
Armstrong's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.	

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, \$1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY.

Discount to dealers only.

TELEPHONE JUDGMENT.

The injunction case of the Town of Fort William against The Bell Telephone Company was held recently before Mr. Justice Teetzel at Port Arthur. This case was entered last February by the town. The court ordered that the case be dismissed; the plaintiffs shall not until judgment has been pronounced by the final appellate court, to which the action of the corporation of the City of Toronto against The Bell Telephone Company of Canada, Limited, now pending, may be carried; or such action shall otherwise be disposed of, bring action or take any proceedings to interfere with the erection of poles or the stringing of wires by the defendants in the said town, or the erection or use of any other appliances permitted by their charter and necessary or convenient for carrying on the business of defendants in the said town. The court ordered that the plaintiffs pay the defendants one dollar damages for loss sustained by reason of the injunction orders granted; and also pay to the defendants their costs of this action, including the costs of Feb. 17, 1903, and Feb. 19, 1903, and of the motion and order permitting the defendants to deliver their statement of defence, June 19, 1903, as between solicitor and client forthwith after taxation.

TO HANDLE CANADIAN PRODUCE.

Mr. W. Nursey, London, England, a director of the Canadian Produce Corporation, speaking to a representative of The Toronto Telegram at the King Edward Hotel last week, said that the company with which he was associated had just completed all the arrangements necessary for commencing its business in England.

"We will only handle Canadian produce," he continued. "Anything raised or manufactured in Canada will be dealt with by us. We purpose, by means of the shops we intend to establish in the large centres of population in England, to bring the Canadian producer into touch with the English consumer. Our capital is now paid up. Altogether it is \$2,750,000, of which \$500,000 comes from Canada."

Mr. Nursey leaves Toronto shortly for England.

SOAP FACTORY FOR BRANTFORD.

The Industrial Soap Co., Ltd., of Toronto, have bought the old soap works in Brantford and will start a soap manufacturing industry there. The old works are being renovated and it is expected that things will be in running order by July 15. This company are the makers of Ivory Soap.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED -- Packing house men -- to work in curing cellars -- also knife men. Apply Fowler's Canadian Co., Ltd., Hamilton.

FOR SALE.

FOR SALE -- Thriving business; bakery, grocery and restaurant. Proprietors health failed. Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

FOR SALE -- Grocery, fruit and ice cream business; going west. A. E. Code, Waterloo, Ont. (26-3)

BAKERY, Confectionery and ice cream business; at once; fountain and generator ("Tufts"); a bargain; best reasons for selling; E. F. Nickerson, Kingville, Ont.

FOR SALE -- Choice corner brick store and dwelling, centre of Toronto, occupied by grocer for number of years and doing a large business; possession arranged. Golden opportunity for someone. J. T. Reeve, 160 Bay Street, Toronto. (28-2)

ENGLAND.

GENTLEMAN, having most valuable connections, and now representing in England a firm of world-wide reputation, is open to accept sole agency for proprietary article or specialties for Canadian house of high standing; exceptional opportunity for first-class Canadian house to make a market in England. Unimpeachable references. Address -- "Agency", Care of CANADIAN GROCER, 109 Fleet St., London, Eng. (27-2)

J. E. COX

BROKER and COMMISSION MERCHANT

Correspondence Solicited. Reference furnished.

53 SPARKS STREET, - OTTAWA.

The Canadian Grocer

has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

CHAT

MR. JOHN VANSTONE, proprietor of the flour mills at Bowmanville, and of the flour mills at Tyrone, died in Bowmanville on June 28. He was president of the Millers' Association of the Toronto Board of Trade, and resigned that position since his illness. He was prominent in municipal, schools, church, and society organizations.

Dunnville's canning factory is now in full blast and employs 120 hands.

Thomas N. Dunn, the well-known president of The Strathroy Canning Co. is seriously ill.

John Boughner is opening a grocery and boot and shoe store in the Opera House Block, Delhi, Ont.

Stratford is to have a wholesale grocery. A. H. King of that city and Geo. Ballintyne, lately traveller for Perkins, Ince & Co., Toronto, are promoting a company known as The Stratford Wholesale Grocery Co., capitalized at \$100,000. It is expected that the new business will be opened by August 1.

Henry Moore, grocer, Brantford, Ont., has taken his son, Percy, into partnership with him and the firm name will be in future, Henry Moore & Son.

John Fisher, the Toronto representative of Stretton & Co., manufacturers of table delicacies, Worcestershire, Eng., is sending out to the retail trade a neat little price list and private post-card combined. In this list are given three of the principal lines of Worcestershire manufactured by the firm, and on the private post-card part of the list is a form to be filled out and returned to Mr. Fisher, ordering through either the retailers' wholesale house, or the particular traveller to whose credit he desires the sale to go. The idea is a good one and Mr. Fisher is to be congratulated on its arrangement. Stretton's Worcestershire sauce received the only medal awarded at the Food Exhibition in London, England, 1893.

J. A. Stewart, general merchant of Exeter, Ont., was in Toronto this week and called on "The Grocer." Mr. Stewart reports business exceptionally good.

Malcolm Dunlop, of Arkona, and Samuel Johnston, of Goderich, have purchased one-half of the stock of The King Milling Co., of Sarnia, and will take up their residence there. There will be no change in the management of the company, David Rennie continuing as manager and Mr. Hawken as head miller. Ralph King, president of the company retains his interest also.

The greatest strawberry season in the history of Hamilton and vicinity is the one just drawing to a close. Both the

Dominion and Canadian Express Companies have shipped thousands of tons of strawberries to eastern cities, and they are still busy at it. Last week the Canadian Express Co. alone shipped 1,000 tons of berries.

P. L. Baldwin, Coaticook, Que., has sold out his flour and feed business to Mr. George Page, who took possession on July 1. Mr. Baldwin intends to become a partner with Mr. Rowell, and they intend to carry on a wholesale confectionery business in Sherbrooke.

Montreal is enforcing the by-law respecting cleanliness in handling bread in baker shops and groceries.

NEW BRUNSWICK.

Simeon H. White, merchant; Henry R. Ross, editor; John E. Slipp, pork packer; Walter J. Mills, merchant, and Harold Parlee, barrister, all of Sussex, N. B., are applying for incorporation under letters patent as The Maritime Packing Co. The promoters propose to erect and operate at Sussex a pork packing factory and plant with a capitalization of \$150,000, divided into 1,500 shares of \$100 each, with head offices at Sussex. Barnhill & Sanford, solicitors.

Henry R. Emerson, barrister; James Friel, barrister; Henry R. Emerson, jr., student; Ethel R. Emerson, spinster, of Dorchester, N.B.; David D. Lutwick, millman, and Graham K. Lutwick, clerk, of Alma, N.B., are petitioning for incorporation under letters patent as The Elgin Milling Co., to operate a flour mill at Elgin, Albert Co., N.B., and to engage in the manufacture of lumber and woodenwares and establish and conduct a general mercantile concern with a capital stock of \$50,000, divided into 300 shares of \$50 each.

PRINCE EDWARD ISLAND.

Beer & Goff and Jenkins & Son have purchased the grocery business of J. D. McLeod & Co., Charlottetown, P.E.I.

MANITOBA.

The A. E. Hill Co. has purchased the A. Macdonald stock and general store business at Carman, Man. The A. E. Hill Co. has now large stores at Hartney, Griswold, Underhill and Carman. Fred Hill will manage the new business.

S. Lebidensby, general merchant, Carman, Man., is adding 40 feet in depth to his store to accommodate his growing business.

An estimate of the wheat crop of Manitoba and the Northwest for this year has been made fixing the wheat yield at eighty-five million bushels, as compared with an official estimate of sixty-eight millions last year. The crop conditions are said to be as near perfect as possible and the spring wheat acreage shows twenty per cent. larger than last year.

R. T. Goodfellow, grocery, fruit and crockery merchant for 17 years at Prince Albert, Sask., has sold out his up-to-date business to Thomas Holmes of the same place. Mr. Goodfellow writes acknowledging the many valuable hints he has gathered from "The Grocer" and wishes this journal every success in the future.

NORTHWEST TERRITORIES.

Chesney & Hicks have opened a bright new store at Calgary, N.W.T., and report business as very good. Mr. Chesney originally came from Welland, Ont., and Mr. Hicks from Pinegrove, Ont., where he was connected with Hicks Bros. flour mills and general store. Mr. Hicks has been in Calgary for the last two years working for the C.P.R.

On May 25, 1903, The Calgary Milling Co. opened their grocery department in a large modern building 23x125, on Stephen street, Calgary, N.W.T. The building has a large full sized basement below and a store-room above of the same size. The store has magnificent windows for displays, as wide as the store and very deep. They have an up-to-date sprinkler for keeping the vegetables green and fresh. The bases of the counters and refrigerators are of marble, and there are other marble trimmings throughout the store. The company will carry a full line of groceries, staple and fancy table luxuries, smoked meats and tobaccos. Their specialty will be flour. Messrs. Manarey and Irwin have taken stock in The Calgary Milling Co and will manage the store. They have been successful merchants in the town and are very popular. Nothing but success can follow this new venture.

BRITISH COLUMBIA.

R. M. Palmer, of the British Columbia Agricultural Department, states that the fruit crop prospects are excellent. Large quantities of strawberries are being shipped to the Northwest. The increasing productiveness of the Okanagan Valley has made it necessary that improved facilities for shipping should be afforded the growers at certain points in that district, and Mr. Palmer has been interviewing the C.P.R. officials on this matter.

The British Columbia Fruit Growers' Association, at a recent meeting in Victoria, passed a resolution urging the Dominion Government to establish an experimental station somewhere in the dry belt of this province for the purpose of conducting experiments along the line of fruit growing in connection with irrigation. The Government has not considered it advisable to increase the number of experimental stations at this particular time, and the Minister of Agriculture has written to that effect to W. J. Branduth, the secretary of The Fruit Growers' Association.



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond St., London, Ont.
JULY 6, 1903.

MORE or less disturbance was occasioned the wholesale trade, last week, by the Dominion Day holiday occurring in the middle of the week. On account of the country stores over the west being closed that day, travellers were all in the city and many did not go out on their usual trip at the end of the week. Their customers' want lists are expected to be longer, in consequence, on their next visit, and no inconveniences will be likely to ensue. All the wholesale grocers report an increase in the first half of this year's business, with payments satisfactory, and no losses of any account, by failures either in town or country. This is certainly a happy condition of trade, and the prospects for a continuation of the same could not be brighter.

Japan teas are very scarce. But few houses hold any stock. Sugars here are firm; standard granulated is delivered in London at retailers' stores for \$4.17 in barrels, and \$4.12 in hundred-pound bags. The latter are still gaining in popularity. Tomatoes are \$1.45 and \$1.50 for 2 lb. tins.

Sugar cured corn brings 85c. and peas 90c.; tapioca, rice, sago, breakfast foods, lime juice, and all brands of tinned meats and warm weather edibles are moving out in satisfactory volumes.

London has received a carload of canned goods from The West Lorne Canning and Evaporating Co., Limited, and a carload was also shipped by the same factory this week to Winnipeg by the M.C.R. These goods are opening out in satisfactory condition and meet with favor.

A. M. Smith & Co., the well-known wholesale London grocers, will soon have greatly enlarged premises in which to transact their already large business. They have just completed the purchase of the warehouse adjoining, formerly occupied by the wholesale dry goods firm of McMahan, Granger & Co., who were burnt out last month. When the building is repaired, and properly fitted up with modern ideas, A. M. Smith & Co. will have one of the most commodious warehouses in their line in Ontario.

Wall & Guppy, of Windsor, Ont., opened a branch business in London this Spring, and so far have met with

much encouragement. John S. Pearce, butter, cheese, egg and poultry commission merchant of this city, is now manager of this branch, and the business, formerly carried on by him, will be merged with the fruit, grocery and provision trade of the firm.

London shopkeepers, on some of the leading streets, had a taste of the recent experience of some of the flood-swept towns of the west. On Friday night, an anxious half-hour was caused by the unusually heavy torrents of rain which stopped traffic for a time, and blocked the drains, while the water poured over the sidewalks into the cellars underneath the stores on Richmond and Dundas streets. The damage done was not very heavy, but a short prolongation of the downfall would certainly have been very disastrous.

George H. Campbell, commercial traveller, who was injured in the railway accident at Komoka, on June 2, was able to be out last week for the first time.

Local prices paid for wool are higher than they are outside; the offerings are light, and the price is steady at 17c. for best grades of washed.

Small fruits are coming in abundantly. Strawberries are over. Eggs are 14c. to 15c. Butter is 15c. to 18c. for crocks, creamery, 19c. to 22c. The hot weather prevents the offering of rolls; only a few brought in ice are on sale on the market.

WE BEG TO CALL YOUR ATTENTION TO

Sylmar Olive Oil

Quarts, Pints and Gallon Tins.

Endorsed by the medical profession as the finest produced.

P.S.—CALIFORNIA OLIVES FREE STONE—10 gallon kegs.

The F. J. CASTLE CO., Limited,
OTTAWA, CANADA.

FLOUR AND CEREAL FOODS

After Our Flour.

THE flour manufacturers of Minneapolis are showing great activity in their efforts to secure reciprocity. The last number of The Flour Trade News, published in New York, says:

"The Minneapolis Chamber of Commerce has extended an invitation to the National Association of Grain Dealers to hold their annual convention in Minneapolis. The association usually meets in October, but steps may be taken to advance the date a little. There are more than the usual number of reasons for desiring the association to meet in Minneapolis. The question of Canadian reciprocity is a matter which is of vital interest to the millers and grain dealers of the Northwest,—in fact, to all interested in grain. The Manitoba wheat crop is increasing yearly and serves as a menace to the American wheat market. Its volume is usually discounted, in order to be on the safe side, by the bear interest, so that free admission of Canadian grain could not have any depressing effect on the Northwestern market. If this great volume of wheat could be admitted to the Northwestern market, it would equalize things in a way which is not now possible, and that without resulting adversely to any interest. Hence, the matter will be presented to the convention, and, as the question is being thoroughly examined by local men, its presentation could be more effectively made if that convention were held in Minneapolis."

And quite recently the International Union of Flour and Cereal Mill Employes, meeting in convention, passed the following resolution: "The necessity of a change in the present tariff system of the national government is becoming more apparent each year. The milling industry is particularly interested in the lowering of the tariff on wheat shipped from Canada. The great quantity of wheat grown in Canada is exported in the raw state and manufactured into flour in foreign countries. If this wheat was ground in this country it would afford steady employment to the labor in our mills."

Both quotations show that the American mill owner and his employes alike recognize the growing importance of the immense grain production of our north-

west provinces, and the recognition in eastern lands of the marked superiority of Canadian flour. The agitation, however, in favor of reciprocal legislation is entirely one sided. The Canadian people are sufficiently alive to their own interests to appreciate the great opportunities offering in the new avenues of export now opening up, and with the golden prospects now in sight, are not disposed to listen to the overtures of our milling friends of the United States. An American paper, in dealing with this matter recently, says: "It is a difficult problem for us to solve. Canada is getting pretty foxy. She is doing herself good, and, at the same time, is doing us—." It is to be hoped that our Canadian millers will avail themselves of the advantages they have already secured, and intelligently study the best means of reaping the benefits that are sure to accrue from the interest now being displayed by foreign countries in the flour and cereal products of this Canada of ours.

A Good Trade Mark.

The American Miller says: "These are days of strenuous and striking advertis-



ing. The absorption of modern life requires something more than formal and perfunctory announcements to catch the eye and hold the attention. The ad-writers, that new guild in modern industry and trade, were the first to recognize the new condition and to act upon it

"Naturally, the trade mark, or name, now comes in for a larger amount of consideration than was bestowed upon it in the old days. Formerly it was merely an identification tag which the consumer employed. Now, the trade mark is often itself a means of attracting attention and trade. When a firm so well and favorably known as the Tillsons of Tillsonburg, Ont., adopt a pictorial symbol for their oat products, it is a tribute to the efficacy of the sign and symbol; for their name was already a good trade mark as trade marks go. But they have brought forward the "Tillson Scot," who is already well known and promises to be better known as the campaign for British trade progresses. It is an appropriate and striking trade mark for an oat product, this "braw Scot" of the Tillsons. The strong virile face is one which a glance will fix in the memory. It isn't a face of dough, like so many heads and faces seen in advertisements; it is the face that was in evidence at Prestonpans and Culloden. The Tillson Scot was an inspiration in trade marks."

Canadian Milling Industry.

From the American Miller.

So much has been written of late regarding Canadian wheat and its natural outlet into the United States, that the general public is likely to lose sight of the fact that the Dominion has a large milling industry that requires no small amount of wheat and other cereals. It is by no means a negligible factor in figuring the disposition of the future crops of the great Canadian Northwest.

The latest estimates give the Dominion a total of some 2,500 mills scattered through the various provinces from the Atlantic to the Pacific. Of these at least 200 have capacities of over 200 barrels per day. A conservative estimate places the value of the output at \$70,000,000, which is an increase over 1891 of about \$18,000,000, and nearly twice that of 30 years ago. Manitoba is credited with about 80 mills and British Columbia with 30. Ontario, of course, has the larger number of mills, there being comparatively few in the Maritime Provinces.

The period of the greatest mill building activity in Canada was in the decade between 1860 and 1870. Too many mills were built, and the industry be-

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast? If so, you are ready with

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food

24 three-lb. packets,
\$2.90 per case.

Wheatlets

36 two-lb. packets,
\$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

came too crowded for the markets at hand. The expiration of reciprocity with the United States, for one thing, closed a near and profitable market for Canadian flour. In consequence of this depression, the new system was introduced in Canada somewhat later than in the United States, and was adopted more slowly. But of late years many fine mills have been built, and many old ones overhauled, so that the condition of Canadian mills so far as equipment is concerned, is entirely creditable. There are good mills in plenty from Winnipeg to Halifax. We will never have to grind all the Manitoba crop in Minneapolis, much as we would like to get some of it.

Canada's Orient Trade.

"We expect very shortly to be in a position to make ever-increasing shipments of grain and flour to China, Japan, and Australia. That result, it is anticipated, will accrue from the amendments to the grain act which are now before the House of Commons at Ottawa." These remarks were made recently by Mr. W. R. McInnis, freight traffic manager of the C.P.R., who had just returned from a brief sojourn at the Capital. "Our shipments of Manitoba flour to Australia are even now very considerable," continued Mr. McInnis,

JOHN MacKAY, Limited,

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE: 1 Adelaide St. East,
Correspondence solicited. Toronto, Ontario

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR

FEED

CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

both The Ogilvie Milling Co. and The Lake of the Woods Milling Co. sending large quantities forward on our Australian steamers. But the flour which goes to China and Japan has thus far been wholly derived from British Columbia, and is much lighter in quality than that obtained farther east. The Osaka exposition this year gave a very pronounced impetus to the demand for all classes of Canadian grain and flour, both the Chinese and Japanese having come to like the quality. Under the existing conditions of the grain act, however, it would be absolutely impossible for us to charter a steamer to sail on any particular date with an absolute assurance that the cargo would be ready in time. Cars must presently go forward in a specified order, but it is hoped by the amendments now projected to obviate the effects of this restriction. We will then be in a position to take out any quantity of grain and flour, filling the cars on the return trip with lumber and shingles, which are now in great demand in the Northwest Territories, owing to the tremendous influx of settlers."

Cereal Notes.

The Dowling Milling Co., of Edmonton, N.W.T., is erecting a new wheat elevator near its mill. The structure will be 19x50 feet, with bins 60 feet in height,

and will have a capacity of 80,000 bushels. This will bring the total elevator capacity of the mill up to 120,000 bushels.

A process for making paper from corn leaves is said to have been successfully tested in Brazil.

British North America imported from the United States during April 1,622,471 bushels of corn, valued at \$734,343, against 187,350 bushels, valued at \$114,761, for the preceding April. The total imports of corn for the ten months ending with April aggregated 4,438,971 bushels, valued at \$2,370,949, against 2,735,280 bushels, valued at \$1,583,151, for the ten months ending with the preceding April.

Splendid samples of Red Fife wheat plant, thirty inches high, were shown The Free Press, Winnipeg, by Mr. C. L. Mather, a leading farmer of the Rosebank district. The wheat is grown on the south half of 25 1/4 west, where Mr. Mather has this year 280 acres of grain under crop. Prospects, Mr. Mather says, were never brighter in the Rosebank district than this year. Farm lands are increasing in price, and there is now not a vacant farm in the neighborhood. Nearly all farms are limited to half a section, and within the last four weeks several have changed hands, one choice piece being sold for \$11,400.

Captain Slocum on Bread

Captain Joshua Slocum, who sailed around the world alone in his sloop, the Spray, writes Clifton Johnson in Good Housekeeping, now lives in a little village on Martha's Vineyard with a number of other old sea captains for his neighbors. It was in his home there, with a brush oak fire burning on the hearth, that I talked with him about his experience as a cook on that three years' voyage alone. I repeat what he said in substantially his own words:

"When I started on the voyage from Boston I laid in two barrels of ship's bread, or pilot bread, as some call it. In appearance this bread is like a large, thick cracker of rather coarse quality. There's no nonsense about it, though. It was made for keeps. It isn't fine and white like the crackers most people like to buy. You could eat a bushel basket full of those and get no substance. But this old-fashioned hard bread is a kind of whole wheat. There's good stuff in it and you couldn't do better than to take some of it if you were going out into the woods camping. My two barrelsful lasted me the voyage through. I put them up in tin cans while they were dry and crisp, and I sealed the cans with solder, so the bread was as good three years old as it was new."

Your Customers Require The Best

and often ask your advice.

Your only answer is :

Swiss Food! We Use it Ourselves.

Swiss Food is not a mere fancy food, but a substantial Bread Food supplying all required for perfect health.

No chemicals used in its manufacture.

Swiss Food will give your customers complete satisfaction. It will pay you to handle it.

McINTOSH & SONS, Manufacturers, TORONTO.

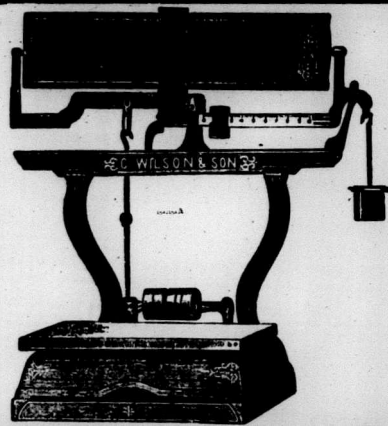
THE CANADIAN GROCER

FRICTION

A certain amount of friction is required to put a polish on your stove,
but you will avoid friction with your customers if you give them

JAMES' DOME LEAD

W. G. A. LAMBE & CO., Canadian Agents.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

“HAVA LUNCH”

One of the most dainty, rich and high-class cakes made in Canada for the money, **8½c.**

PINEAPPLE SANDWICH.

Our Pineapple Sandwich is well known as one of the best sellers on the market at **10c. lb.**

A Sample will be sent on application.

The Imperial Biscuit Co., Limited, Guelph, Ont.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

ADVERTISING AS APPLIED TO CIGARS.*

If the average cigar manufacturer was to put down in rotation the number and particulars of the various advertising propositions and schemes submitted to him in the course of twelve months, it would make interesting and astonishing reading. Probably there is no business in existence to day that is approached and applied to as often and as varied as the one we represent, and out of the entire conglomeration of ideas and plans suggested for the publicity of brand and marks, few indeed are worthy of consideration and fewer by far possess any actual value whatever.

One of the most difficult problems which occupy the cigar manufacturers of to day is the sifting out and classifying of these various advertising ideas, and the one who can successfully cope with the task must possess genius and foresight of a very high order as well as the necessary ability to draw a tight rein and follow out with prudence carefully conceived ideas to a successful issue.

Very few—if any—of our Canadian cigar manufacturers are in a position of being able to specialize this department to the extent of employing exclusive advertising experts to contract for and manage their various ventures in this field. This appears to be the modern way of handling kindred industries, where advertising and publicity are as much a factor to success as in our line.

In these departments men of undoubted ability, who understand the theory and practice of modern up-to-date advertising and who treat it as a science and a study, are employed, in many cases at very large remuneration, to conduct this branch. Their entire time and attention are centered on this one subject alone, until they become adept in the art, and it can easily be understood that in the majority of cases where such a system is possible, good results must and can be obtained. Unfortunately few of us can afford this luxury, however, and therefore to the multifarious other cares of a cigar manufacturer's existence, are added those of being his own advertising contractor, writer and promoter of the necessary publicity to make his ventures a success.

If all the lines open to the adoption of a manufacturer for this purpose were of the strictly legitimate and proper kind of article, the task might not be so difficult, but the pathway is strewn with so many pitfalls of fake and scheme suggestions that fully one half of our time is occupied in steering clear of these useless propositions and evading the disbursement of large sums, which do not offer even the slightest chance of bringing any return for the investment.

I could, if necessary, enumerate a number of such examples, but feel that to an audience such as we have here, they are

*A paper read before the Dominion Cigar Manufacturers' Association Convention by Michael Farsch, Montreal.

too well known to even venture to particularize. Sufficient is that they exist to-day and will no doubt continue to be a factor notwithstanding exposures, warnings and their repeated failure to bring promised results.

Under the head of legitimate advertising, probably there is no field so widely and favorably known as the daily paper. Of late years the establishment of concerns whose business it is to investigate and ascertain definitely the exact circulation of mediums of this nature and to guarantee to the advertiser the correctness of these figures, makes the purchase of this class of advertising less venture-some than in the past. At one time such claims were, in many instances, bounded only by the imagination and versatility of the publisher, and the only question in arriving at circulation figures was the ability to advance more extravagant claims in this direction than those of a competitor. By the new system the purchaser of space in the average daily or weekly paper knows pretty well how much publicity he will receive in return for his investment. In this way, and with other considerations to be mentioned later, a basis for comparison exists and a relative value is properly established. The next consideration of the advertiser is the fitness of the medium under consideration to reach the people who are interested in the article offered for sale, and the methods to be adopted to attain the result.

Some very large circulating mediums, while of value in certain fields of adver-

tising, possess none whatever as applied to our particular line. Again the various methods to be adopted are of paramount importance, as, for instance, argumentative advertising—illustrated advertising—the publicity of names or brands, only with the object of familiarizing the purchaser with the mark in view, and nothing further. Then there is the jingle style—poetry (some of a very crude nature indeed)—the use of catch phrases or words such as "Generously good," "Enormously the largest," "She—that's all," and others too numerous to mention.

Many and multifarious are the plans adopted to catch and hold the public attention and the successes recorded are so much in the minority that it takes a stout heart and a strong mind to face the issue. Lithographs, show cards,

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .
 HIGH ADMIRAL
 SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

**BOBS costs you only 39 cents,
and pays a good profit.**

BOBS is well advertised.

**BOBS is selling well in almost
every store from the Atlantic
to the Pacific.**

**BOBS is A BIG PLUG FOR
LITTLE MONEY**

Made by

**THE EMPIRE TOBACCO CO.,
LIMITED**
MONTREAL, QUE.

**I
Pay the
Expense!**

I send you a complete line of my Cigars, (a thousand or more) including one or two hundred each of my famous "Pharaoh" 10c. and "Pebble" 5c. Cigars, and I PAY THE EXPENSE OF GETTING THEM TO YOU!

This is my "trial order" proposition that has created so much trade for me. If at any time within six (6) months you are dissatisfied, send the Cigars back and I'll cheerfully refund your money.

My regular terms are 5 per cent. thirty (30) days, or four (4) months nett.

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

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.

Throwing Away Money—Yes!



But there's a positive pleasure in getting rid of your money when you get in exchange

**Tuckett's
"Marguerites"**

Swell Cigars for swell people, and good enough for anybody drawing the breath of life through a cigar.

Tuckett Cigar Company, Limited, Hamilton.

The
Canadian Grocer



OUR "CORONATION."

If you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3 ft. long, 24 in. wide, 14 in. high, securely boxed for \$5.50, or a 4 ft. one, same style, height and width for \$7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at \$7.50 and \$10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - - TORONTO.

TOBACCOS AND CIGARS

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug**, 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos
Cigars from \$13 to \$125 per 1,000.

Strictly Union-Made TOBACCOS

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.



McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

TOBACCOS AND CIGARS

NO CHANGE IN PRICE.

The recent changes in duty reported from Ottawa have as yet had no effect on the prices of tobacco or cigars.

MR. T. J. HORROCKS.

T. J. Horrocks is well known throughout Canada as the only dealer in tobacco-nists' supplies selling exclusively the goods manufactured by the independent factories.

It is not generally known that the Philippine Islands are the centre of the greatest tobacco and cigar interests in the world. Manila, the principal city, with a population of 350,000, is the headquarters for this immense and profitable business, and a residence there of some years enabled Mr. Horrocks to secure a thorough insight into the trade. Returning to Canada in 1899, he commenced business in Toronto on a very limited scale, occupying a small 6 x 8 ft. office on Lombard street,



T. J. HORROCKS,
Wholesale Cigar and Tobacco Dealer, Toronto.

and confining his attention principally to the sale of Manila cigars, doing his own travelling, bookkeeping and shipping.

His business has gradually developed until it has now reached its present goodly proportions, and Mr. Horrocks finds that his present commodious premises on Wellington street are entirely too small for his steadily-increasing trade. He employs a staff of 12 people, and, in addition to his tobacco business, pays much attention to his cigar trade, controlling the output of the Helios, T. J. H., and Ronto brands, the latter of which has recently become quite a factor in the cigar market.

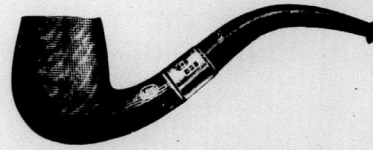
LONDON NEWS.

Revenue returns are not complete at this writing. It is expected that they will show a very substantial increase over last year. June was the biggest month in the twelve for all the local manufacturers as regards cigars shipped, and this in face of the fact of the alleged strike. A very large proportion of the goods shipped out this past month (and indeed the same is the case every month) went to the North-west Territories, British Columbia and

The
Canadian Grocer

Pipes

The Largest Pipe House in
Canada.



THE W. H. STEELE CO., LIMITED

40 SCOTT ST., TORONTO.

the Maritime Provinces. Trade in Manitoba and the Territories has been considerably stimulated owing to recent immigration. As to British Columbia, the manufacturers here are experiencing the good results of the numerous mining strikes in that province having been recently adjusted. Once upon a time Montreal 10-cent cigars held the market almost exclusively, and London the 5-cent trade. There has been a wonderful change regarding 10-cent goods manufactured in this city, the lines made by the different manufacturers here being quite as famous, and in a great many instances more so than those of Montreal.

It may not be generally known perhaps, that almost an even hundred travellers leave London every Monday morning with cigar sample cases. This does not include of course the number who are resident in the North-west, British Columbia and the Maritime Provinces, and the city of Montreal. Speaking of Montreal, does it not show considerable enterprise on the part of London manufacturers when the fact can be related that several of them have resident travellers in that city, who do nothing but sell London cigars right in what was once headquarters for the manufacture of same for Canada.

The Tuckett Cigar Company, who are at present located in what was once the Olmstead factory, adjacent to the Parisian Steam Laundry, are, it is reported, negotiating for the purchase of the latter's building. Should the deal not go through, it is expected that they will in the near future put up as handsome a building as any of those now occupied by the other manufacturers.

Wm. Ward, one of our prominent cigar manufacturers, who has been quite ill for some weeks, has so far recovered as to be able to again attend to business.

A very handsome building is in the course of erection, adjoining the present premises of Line, McDonald & Co. When complete, it is understood, a portion of same will be occupied by them.

With due deference to the other manufacturers in the city, it must be admitted (in fact it generally is) that Brener Bros. have the largest and most up-to-date buildings for the purpose of cigar manufacturing both as regards equipment, offices, location, sanitary arrangements, etc., in London.

ence and poster work—novelties of all description in the way of handy things about one's pocket—things in daily constant use stamped with the name of the article intended to exploit. Articles of necessity around the shops and places where cigars are sold, such as cigar lighters, cigar cutters, cigar cases and various other devices, all and more are being used for the purpose of what one might signify legitimate advertising. Then we have the trade paper, that beautiful system, whereby we have the opportunity of putting before those who sell our goods the undoubtedly superior merits of each individual brand.

It also offers us the opportunity of keeping prominently before our conferees who all receive it (and who religiously peruse its every column, down to the minutest detail), in such a way as probably no other medium could. Of course this is a decided advantage and of particular and peculiar value. But one thing the trade paper does do, and that is, when properly conducted, it raises and maintains a standing for the line it represents.

Speaking for the trade, it voices its views, gives them importance, and creates an influence not easily otherwise attained. The extreme modesty of those interested in our trade paper, present on this occasion, alone prevents me from giving this subject closer and more personal attention.

Suffice it to say that in your advertising expropriations this medium must have a place.

Then we have this new importation from the land of Uncle Sam—the premium plan.

This is a system whereby certain consideration is given for the actual preferential placing of the goods by the vendor or the stimulating of the users' interest in any particular brand. It has met with much favor on the other side of the line and has been introduced into Canada extensively in connection with the sale of tobaccos and cigarettes. In a small way it has been practised in the cigar line, but now is coming largely into vogue and increasing in importance.

It is a system of advancing the sale of goods by direct application of the method and is one of the very few plans of advertising by which it is possible to trace closely the returns and definitely estimate the result.

There are a hundred and one other methods of advertising which may be mentioned, but not wishing to tire you we will leave them to your imagination for the present and conclude by expressing the hope that the consideration we have been able to give this subject will prove of some practical benefit. First in making us, for the future, more careful to avoid the unworthy schemes of designing advertising sharks, and secondly, to the same extent increase our appreciation of what is rightly termed legitimate advertising propositions.

The key note of success is to be able to distinguish between the two, and when the latter is found, to be able to use and apply it judiciously, and in such a way as to bring the best and most profitable results for the money expended.

Advertising is a necessary adjunct to our business, and we must treat it as such, and give it the important place it merits in our struggle for success.

THE MONTREAL GROCERY CLERKS' PICNIC.

ABOUT half past eight o'clock on Sunday morning, July 5, some 600 people left Windsor station, Montreal, for Magog, to enjoy themselves at the annual picnic of the Montreal grocery clerks. The trip to the grounds was enjoyed as much as any other part of the day, passing as the excursionists did through one of the most beautiful sections of the French-Canadian country. After a journey of 99 miles, Magog was reached, and an hour after the arrival there, a splendid banquet was served at the Park House. Mr. O. Dionne presided, and at his table were Messrs. Jos. Contant, president of l'Alliance Nationale; E. N. Chartrand, of the Grocers' Association, M. Havard, president of the Early Closing Committee; A. Lacroix, Dr. Beigne and A. Audette, of Magog, H. Sauriol, and a number of guests. The chairman (after two hundred hungry picnickers had prepared themselves to listen) proposed the toasts. To that of the King, Messrs. N. Chartrand and J. O. Levesque replied. "The Grocery Trade" brought forth speeches from Messrs. J. Contant and A. Lacroix. "The Press," "Our Hosts," and "The Ladies" followed, and the speakers were: O. Chaput, M. Havard and H. Sauriol.

An address was read by the Mayor of Magog, giving the freedom of that town to the visitors; and after the dinner l'Alliance Nationale of Magog came to tender its respects to the president, Mr. Jos. Contant.

From the banquet hall the throng proceeded to the picnic grounds on the banks of Lake Memphramagog, where the programme of races and games was carried out with great enthusiasm. A little rain fell, but it was not sufficient to spoil the sports or dampen the spirits of the Association and its guests. The contests resulted as follows:

Race (open to chairmen of the committees), 4 prizes—1, E. Turgeon, silver teapot; 2, J. N. Walker, 1 doz. Gloria soap; 3, B. Guenette, 1 Seal Brand coffee; 4, O. Dionne, 1 Christie Brown's biscuits.

Committee members' race, 5 prizes—A. P. Lalande, case McLaren's essence; 2, A. Lacroix, case Peptonine; 3, B. Guenette, case Diamond Baking Powder; 4, Z. Dubuc, case Imperial soap; 5, Ernest Etzmer, doz. McLaren's essence.

Grocers' race, 3 prizes—1, H. Dessin, case Seagram's; 2, A. Laniel, case Surprise soap; 3, J. A. Mesnard, case prepared flour.

Race (open to members of Association), 4 prizes—1, A. Gauvreau, case Melcher's gin; 2, E. P. Lalande, case Chinese starch; 3, A. Turgeon, timepiece; 4, Z. Dubuc, case Manitoba flour; 5, J. N. Walker, pipe.

Ladies' race, 3 prizes—1, Miss R. Collier, Argenterie Dr. Bergeron; 2, Mrs. H. Dessin, 3 bottles essence; 3, Mrs. P. Cote, 3 bottles perfume.

Race for girls under 16 years, 3 prizes—1, Miss Josephine Gosselin, 1/2-dozen portraits; 2, Miss Ambroise Gosselin, 2 boxes Swiss caramels; 3, Miss Eva Ledoux, box sponge cake.

Race open to clerks, not members of Association, 4 prizes—1, M. Larocque, case of claret; 2, H. Allarie, 1/4-dozen Colonial fluid beef; 3, O. Bouvier, case Libby McNeill fluid beef; 4, Georges Gervais, candies; A. Bedard

Race (open to grocers and clerks), 3 prizes—1, E. P. Lalande, pair trousers; 2, R. Jordan, box biscuits; 3, P. Cote, case Ontario flour.

Boys' race, 3 prizes—1, J. T. Desielles, dozen King's jam; 2, J. Crevier, cushion; 3, U. E. P. Lalande, bottle lime juice.

Sack race, 3 prizes—1, P. Cote, 3 bottles Sanderson's; 2, A. Gauvreau, 2 bottles Sanderson's; 3, E. P. Lalande, 6 sacks flour.

Three-legged race, 3 prizes—1, E. Gervais and O. St. Maurice, case Heinz pickles; 2, M. Larocque and E. Etzmer, case Northwest flour; 3, A. Gauvreau and R. Jordan, case stove blacking.

Swallowing string, 2 prizes—1, J. A. H. Laucelle, case Cooke's Favorite; 2, G. Gervais, box coffee.

Throwing weight, 3 prizes—1, R. Jordan, 6 bottles claret; 2, J. C. Leclaire, dozen Ewing's coffee; 3, P. Cote, 1 pressed ham.

Fat men's race, 3 prizes—1, A. Gendron, case Bordeaux; 2, C. Levesque, box cigars; 3, J. C. Leclaire, hammock.

Consolation race, 2 prizes—1, H. Benoit, box coffee; 2, J. O. Villeneuve, 125 lb. flour.

Cheese-eating contest, 2 prizes—1, O. Legendre, Christie, Brown's biscuits; 2, E. P. Lalande, box Klondyke candies.

Eating soda biscuits, 2 prizes—1, G. Gervais, 4 bottles Scotch whiskey; 2, P. Cote, box Klondyke candies.

Tug-of-war, between 12 members of the Clerks' Association and 12 non-members, prize 12 bottles Clandon brandy; won by Association clerks.

Tug-of-war, between 12 citizens of Montreal and 12 of Magog; prize, 12 bottles Richard's brandy; won by Magog.

Race of travellers, calling on grocers, 3 prizes—1, O. St. Maurice, case Sauterne; 2, O. Plamondon, smoking set; 3, J. Levesque, 1 case Tamilkande tea.

Members of Grocers' Association race, 3 prizes—1, E. P. Lalande, case Radnor water; 2, A. Laurelle, case shredded wheat; 3, J. A. Mesnard, case prepared flour.

Free-for-all race, 4 prizes—1, R. Jordan; 2, E. P. Lalande, box of tea; 3, J. A. Mesnard, bottle claret; 4, A. Gauvreau, 2 fruit cakes.

Messrs. J. O. Levesque, N. Chartrand, E. A. Upton, J. A. Mesnard and W. C. Gadon acted as judges and gave perfect satisfaction. The Organization Committee's arrangements could not have been bettered and everything passed off smoothly from first to last. About eight o'clock in the evening the excursionists left Magog for

Montreal, where they arrived about mid night, having had one of the most enjoyable holidays since the Association was formed.

NEW CANADIAN INDUSTRY.

Letters patent have been granted to E. Gilbert, R. Tourville, E. J. Chapleau, O. Dufresne and R. Lacroix, all of Montreal, incorporating them under the name of "La Chevrerie Canadienne," with a capital stock of \$20,000. The object of the new company is to trade in and sell goats and the products derived therefrom, including especially the trade of milk, the manufacture and trade of condensed milk and of butter and of cheese, the preparation or treatment and trade of the skins, meat and preserved meat of goats and of all other products or underproducts; to establish and operate nurseries and sanatoriums for the treatment of children and sick persons with goats' milk.

WHAT A GERMAN EATS.

A German statistician has been figuring up the meat asset value of the average human stomach and its digestive apparatus as a factor of value in the economy of the agrarian of his country. He finds that the average man of 70 years of age, if he has a fair gastronomy, eats about \$10,000 worth of food during his lifetime. Knocking off some 2,900 days for his milk and mush period of existence the gent is left 22,600 days in which to do his task, or at the rate of less than 23c. a day for meat. At Germany's price for such food it means very little to keep up the bone and sinew upon which the agrarian relies. When it comes to the defence of the flag and the Fatherland, you can't fight successful battles with white men on milk, mush and beer.

CANNED GOODS

For future delivery. We are booking orders for standard brands of Corn, Peas, Tomatoes, Salmon, etc., at opening prices. Let us have your inquiries, or discuss this matter with our travellers.

VALENCIA AND SULTANA RAISINS. We are still offering at reduced prices, and much less than they cost us to import last Fall.

CANNED PEAS. We have a large quantity of last season's "Sweet Wrinkle" and "Early June" Peas to dispose of. Also a limited quantity of CANNED CORN.

JAPAN AND CEYLON GREEN TEAS. We can give you something in this line that will speak for itself, and we will gladly submit samples upon application.

Bear us in mind when you require anything in the grocery line. All orders have our prompt and careful attention.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.
THE OLDEST AND LARGEST MANUFACTURERS OF SHOE
POLISHES IN THE WORLD.



Polishes without brushing, thereby
saving time, labor and
brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.
For Sale by all Wholesale Grocers.

Don't Be Misled

by the statement that such-and-such a soda
is "As good as 'BM.' "

THERE IS ONLY ONE
Brunner, Mond & Co.

and their name stands for HIGHEST QUALITY

in
Baking Soda
and
Washing Soda

Winn & Holland

MONTREAL Sole Agents for Canada

COX'S GELATINE ALWAYS
ESTABLISHED 1725. TRUST-
WORTHY

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF
JAMAICA

are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better
write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and
sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat
in appearance, they are strong and dur-
able. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

**BUSINESS
NEWS**

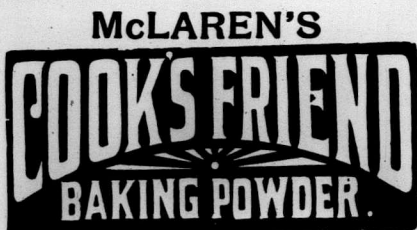
of any kind that is of value to business men
supplied by our Bureau. We can give you
market quotations from any town in Can-
ada, reports from the city markets, stock
quotations, etc. You can get commercial
news from any Canadian paper through us.

Write us, giving us particulars of what
you want and where you want it from, and
we will quote you prices by return.

"Clippings from any Canadian paper on
any subject."

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.



The Best Grocers make
a point of Keeping it
always in Stock.

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them S. H. & A. S. EWING'S, and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get S. H. & A. S. EWING'S at the same figures. QUALITY FIRST.

S. H. & A. S. EWING, The Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

TIP-TOP SOAP CHIPS

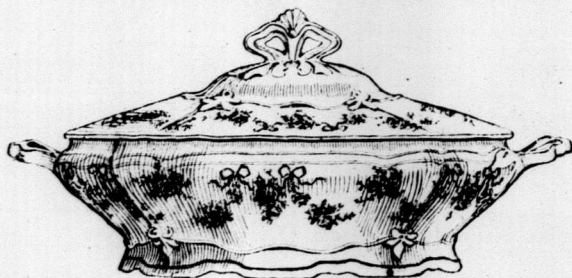
In
Carton Packets.

Send for sample
packets for free
distribution.

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

MONTREAL, 301 St. James St.,

TORONTO.

CATCHY

FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of "100 Good Ads. for a Grocery Store," has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere—can be used as they are—and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for headlines and showcards are included together with an introductory talk on the how, when and where of grocery advertising.

A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

Flett's

Pickle Economy.

In the ladder of economy every round counts. Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS



FOR CAMPING
NOTHING EQUALS
PATERSON'S
CAMP COFFEE
ESSENCE

That's why it has so large a sale at the camping season.

ROSE & LAFLAMME, Agents,
MONTREAL.

THE A1 SAUCE.

A fine tonic and digestive.

The peculiar, pleasing piquancy of this Sauce at once makes it a general favorite.

A Rapid Seller wherever introduced.

Terms and Free Sample Tasters on application to our agent,

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

PURE MALT



Vinegar

Brewery: London, England.

Agent:

MR. I. S. WOTHERSPOON,
Board of Trade Bldgs., MONTREAL.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

Is it Necessary to Send Receipts?

By J. H. Scales.

THE question of "the discontinuing of sending receipts in acknowledgment of all forms of remittances, upon which the endorsement of the receiver would be a legal receipt," seems to be one upon which little can be said, certainly little that may be termed new.

This question was taken up by the house I have the honor to represent nearly two years ago. It had been our custom for some time previous to print on our remittance forms: "No acknowledgment necessary." Having experienced no inconvenience from the practice, we concluded it could be extended to our customers, and so decided to try it.

I believe we were the pioneers in this move, and now, after 21 months of actual experience we are convinced that it was a move in the right direction. So successfully has it worked that I have yet to see the first complication to arise from it, and you can get an idea of the great saving of labor and postage to us thereby when I tell you that we acknowledge the receipt of less than 10 per cent. of the remittances that come to us.

However, it is impossible to eliminate altogether the formal receipt, for it must be given in some instances, such as formal vouchers required by corporations, settlements with administrators, receivers, etc. It is also our custom to acknowledge receipt of currency when the amount exceeds \$1, and, if a customer insists upon it, we send him receipts regularly. In other words, if the question of business or no business hangs upon a receipt, we send the receipt.

As another proposition, the present era in commercial life demands the introduction of the most modern methods and the discarding of all practices which are unnecessary or cumbersome, so long as it does not interfere with or retard the progress of business; in other words, that we take the shortest cut to reach a given point, and this principle applies to the credit man as well as to any department, for he must see to it that the machinery of his department works with the least possible friction and that the expense does not compare unfavorably with that of others, and, as we have already shown, the abolition of the sending of receipts, though comparatively small, is one feature that counts.

At this point I will digress to say I think it would be well to incorporate

some other features which are of a kindred nature, viz.:

First.—Insist upon the customer remitting for specific charges.

Second.—Urge him to use a regular remittance form or make an intelligent statement of the remittance in his letter, and then let him specify on his cheque the invoice it is intended to pay.

The third feature will require some explanation.

When this subject came up for discussion at The National Association of Credit Men of the United States, there was an objection offered on the ground that the discontinuing of the sending of receipts would induce a customer to send his individual cheque instead of exchange.

When paid and cancelled, the customer's cheque goes into his possession and can be kept as a record, but the cashier's cheque, of course, remains with the bank: therefore, if he has not the receipt, it is only natural that he should want his own cheque properly endorsed.

This can be overcome by suggesting that the customer buy exchange in his own name, and then endorse it over to the firm he intends to pay, specifying, if he chooses, in the endorsement, the bills to be paid. Then, should any question or dispute arise, which is exceedingly doubtful, it is a matter of little trouble to obtain a complete history of the transaction by going to the records of the local bank.

Personal Interviews in Granting Credits.

By Geo. H. Sheble, St. Louis, Mo.

THE position of credit man in a large concern is not a sinecure, and at times is most unpleasant; in fact, I have had gentlemen in other positions not nearly so prominent tell me that they would not have the place with many times their present salary attached; and I assure you that I recently had two experiences when I wished I was almost anywhere else in the world but at the credit desk. I was informed that a young lady, daughter of one of our customers, was in the house purchasing goods. Now, this customer was considerably behind in his account with us, and, supposing that the young lady had been given instructions, I sent for her and upon questioning her found out that she kept her father's books and was well acquainted with his affairs, but was not inclined to tell me anything about them,

till I so positively insisted that she became offended and would say nothing.

The other case was somewhat similar, the lady being the wife of a customer, and upon being questioned felt so much offended that she set up a good "cry," and then, being somewhat relieved, said that her husband, though his account was so far behind, was well able to pay, but that he gave the business very little attention, leaving it almost entirely to her. She, between her sobs, instructed me not to ship the goods she had just purchased—she did not need them, anyhow, and could get them somewhere else when she got ready for them.

Now, such cases as these, I say, are anything but pleasant, and I hope none of you may be called upon to go through them.

The credit man's duties are multifarious, he having many things to do besides pass upon the fact that a prospective purchaser is good to sell upon credit or not. You know, it is often deemed necessary for you to go out of your office to meet a customer, accidentally, as it were, to "jolly" him—pat him on the back—make him feel at home—take him to a department and call some particularly good salesman to handle him, because you know he likes this special attention, or is "cranky" in some way—and in many other ways depart from your legitimate line of work.

One of my most unpleasant duties is to decline an order, or "turn down" a buyer; for this, in most cases, "puts you in bad" with the salesman who would get credit for the sale, as he, nine times out of ten, thinks you are wrong—that you have made a mistake—though this is more on account of a prejudice he always has in favor of the customer, as he looks at the transaction from one side only—a salesman's standpoint.

You must not harbor the idea, however, that the credit man is never in error, for he, being human, is naturally liable to mistakes and often makes them, for if he did not, his services would be invaluable to his employer; in fact, he would be so much sought after that he could not take care of the many positions that would be offered him.

There are so many conditions to be considered in the granting of credit, more than I have time to take up here, that I will present but a few cases that have come under my personal observation or attention, some of which were

St. Margaret's College TORONTO.

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.
GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.



Mr. G. W. Weese,

Promises to give personal attention to all work given to our firm, and see that every Customer is pleased and satisfied.

It is no trouble to quote prices.

WEESE & CO., Printers
54 YONGE ST. TORONTO.

WHEN YOU STOP TO THINK

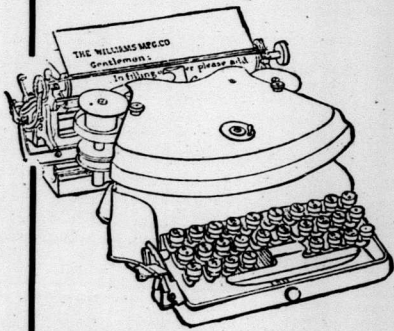
how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

THE EMPIRE TYPEWRITER



Price,
ONLY
\$60.00

Equal to any in every way, superior to all of them in some respects.

**Permanent Alignment,
Powerful Manifold,
Hardened Steel Type,
Visible Writing.**

SEE THE EMPIRE

at 61 St. Francois Xavier Street,

OR WRITE TO

THE WILLIAMS MFG. CO., Limited,
P.O. Box 2424, MONTREAL.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous CARY Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a CARY safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.



Hallwood Cash Registers

INDICATE

Correctly

AND

Exactly

EVERY DETAIL OF

Each Transaction.

No other Registers will do this.

WRITE FOR PARTICULARS

OFFICE AND WORKS:

78 and 80 King Street East,

Toronto, Ont., = Canada.

correctly and some incorrectly diagnosed by me.

Those decisions in which I was correct were made in personal interviews with the customer, and the contrary, where I passed upon the credit from information obtained through various channels usual to the credit department, and from this fact it is my opinion that to decide upon credit it can be done much more intelligently from personal contact with the parties than in any other way, and where it is possible I always insist upon it.

A few years ago a party by the name of John Smith came into our house, and the salesman for his territory being called, he learned that Mr. Smith wanted to purchase a small bill of goods, between \$200 and \$300, payable in 60 days, also informing the salesman that Mr. So and So, a salesman for another house, had sent him there. Mr. Smith, being a stranger, was requested to step in and interview the credit man, which he readily consented to do, and on being introduced, was requested to make a showing of his affairs, and to this made no objection, though, at the same time, saying that his purchase would be small, as he needed but few goods just then. Taking down my blank form, I asked the usual questions, and these are the figures he gave:

Stock in hand (insured for \$2,000).....	\$2,500 00
Notes and accts., all good.....	500 00
Cash on hand.....	300 00
Cattle, horse, etc.....	500 00
Total assets.....	\$3,800 00
And total indebtedness, all for Mdse. (none due).....	1,198 00
Giving him a net worth of.....	\$22,632 00

Now, from these figures, this man, if honest, was unquestionably good for the quantity of goods he desired of us, but here is where the personal interview was

the thing, for, upon quite a long talk with him, after obtaining these figures, I informed him we could not sell him the goods, except upon a spot cash basis.

The salesman was very much dissatisfied, and after considerable talk, and representing that his friend's house had shipped him a much larger bill of goods, he succeeded in getting the goods shipped by an order from a higher authority than myself. I told this gentleman that if he talked to the man he would not have shipped him, and to show that my judgment was correct, the party failed in getting 25 per cent. of our claim, less attorney's fees.

A few seasons ago the head of our Arkansas department informed me that Thos. Jones was in the house and told him that he had decided to transfer his dry goods purchases all to St. Louis, and would give our house his business if we would make prices right and we wanted to sell him. He was told that we did, and he started in to make his purchases. After a day or two our department man informed me that the party was buying a very liberal bill and I said I would see him. When he had finished buying he was brought to me and introduced. He was a clean cut intelligent man, "full of ginger," as it were, seeming to have his business well in hand, with figures at his tongue's end, and was very particular as to details, not overlooking the smallest items. He stated his competitor was a large advertiser and took full time on his purchases; but he (my prospective customer) discounted his bills and took advantage of this advertising, being able to sell the people brought into town by this means, at lower prices, thus getting the benefit of the business without the expense. These are his figures:

Stock, \$12,000 to.....	\$13,000 00
Insurance, \$7,500.....	5,000 00
Book accts.....	700 00
Cash on hand.....	1,500 00
Store bldg.....	1,600 00
Bank stocks, etc.....	1,600 00

Total assets.....	\$21,800 00
Liabilities:	
Mdse., none due.....	\$5,000 00
Borrowed money.....	4,500 00
Miscellaneous debts.....	1,000 00
Net worth.....	\$11,300 00
Annual business, \$76,000 00.	

Now, here was a hustler, as you will observe from his sales; he turned his stock nearly six times per year, and was bound to succeed. His bill, with us, was about \$1,000, and promptly discounted, as he said it would be, and he is to-day one of our most valued customers. In the making of this credit you will readily see that the personal interview is again of great advantage, because without the many little points and conditions brought out by conversation, I would hardly have cared to ship his bill of goods, even had other information borne out his figures given.

The cases to which I have especially called your attention are ones in which a personal interview took place, and I repeat that in my opinion a "credit" can be passed upon much more intelligently in this manner than in any other. The agency information or bank reference may be prejudiced or given with a view of obtaining credit for the party, when, if the true conditions were known, and a chance to study the man were given, you would not take it on, though on the information you have you "take a chance."

First striker: What are we on strike for anyway—more pay or less work?

Second striker: Naw. De boss didn't take his hat off or take his seegar outar his mouth when talking to the walking delegate.



Oh! Dear me, Messenger, here you are again. Will I ever get these bills made out. Here it is the 20th of the month and I have a draft to meet to-morrow, and my bills are not all rendered yet.

Yes, Mr. Jones, but why don't you get the "Briggs Ledger System"—the same as your neighbor Smith uses. I never have to wait for his bills.

PHONES MAIN 130 and 135.

Business Men

stop and consider the number of hours you waste every month in making out your bills, and the number of dollars you lose by not having your bills made out. Those who use the

Briggs Ledger System

post every day from the sales book directly to the **ITEMIZED BILLS**, having them **ALWAYS** ready to render, leaving a **COPY** of all the items in the journal sheet and ledger stub on the side with pages and number of the sales book showing original charge.

The Briggs Ledger System is the only System manufactured for the retail trade in the world that consists of a ledger, journal, index, itemized bills, and merchandise account under one perpetual binding.

WRITE FOR CATALOGUE.



You see, Messenger! I use the "Briggs Ledger System," and my bills are always made out, and you know I render over 350 accounts the 30th of every month.

Yes, Sir! But you could not have them ready and do as your neighbor groceryman Jones does, for he uses the old system of book-keeping, and I never can get his bills to render before the 20th of the next month.

The BRIGGS LEDGER SYSTEM CO, Limited, 75 York St., TORONTO

He
Sings,  and so
will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "COMMISSIONER," CANADIAN GROCER, 109 Fleet Street E.C. London, Eng.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

 **Capstan Brand Baking Powder**

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The **Capstan Manufacturing Co.**
Toronto, Ontario, Canada.

COWAN'S

Perfection Cocoa (Maple Leaf Label)
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO.**



Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EB, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



THE **PARKHILL BASKET CO.**
Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

The best grocers keep the best Imported Biscuits.
Try an assorted case of

CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

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



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

July 9, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand/Size	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 8, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Brand/Size	Per doz.
Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases/Sizes	Per doz.
4 doz. 10c.....	\$0 85
3 doz. 6-oz.....	1 75
1 doz. 12-oz.....	3 50
2 and 3 doz. 12-oz.....	3 40
2 and 3 doz. 16-oz.....	4 35
1 doz. 21-lb.....	10 50
1 doz. 21-lb.....	10 40
1 and 1 doz. 5-lb.....	19 50

MAGIC BAKING POWDER.

Cases/Sizes	Per doz.
4 doz. 5c.....	\$0 40
4 " 4-oz.....	0 60
4 " 6 ".....	0 75
4 " 8 ".....	0 95
4 " 12 ".....	1 40
2 " 12 ".....	1 45
2 " 16 ".....	1 65
2 " 21-lb.....	1 70
1 " 21-lb.....	4 10
1 " 5 ".....	7 30
2 " 6 ".....	Per case
1 " 12 oz.....	\$4 55
1 " 16 ".....	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case.....	\$0 40
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25
Ocean Baking Powder, 1 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.....	\$ 90
Ocean Baking Powder, 1 lb., 3 doz.....	1 25

OCEAN MILLS.	Per doz.
Ocean Borax, 1-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case..	78
Freight paid, 5 p.c. 30 days.	

ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal—Dime.....	\$ 1 00
" 1 lb.....	1 60
" 6 oz.....	2 25
" 1 lb.....	2 90
" 12 oz.....	4 50
" 1 lb.....	5 75
" 3 lb.....	15 50
" 5 lb.....	25 50

Sizes	Per Doz.
Cleveland's—Dime.....	\$ 1 00
" 1 lb.....	1 50
" 6 oz.....	2 20
" 1 lb.....	2 80
" 12 oz.....	4 25
" 1 lb.....	5 50
" 3 lb.....	15 00
" 5 lb.....	25 00

Blacking.

Brand/Size	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
Gillett's Mammoth, boxes, 1 gross.....	9 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02 0 10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes.....	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block.....	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Bosch's Corn Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Bamboo Handles, A, 4 strings.....	\$4 35
" B, 4 ".....	3 95

Bamboo Handles C, 3 strings.....	3 70
" " D, 3 ".....	3 50
" " F, 3 ".....	3 20
" " G, 3 ".....	2 95
" " I, 3 ".....	2 60

Biscuits.

CARR & CO., LIMITED	Per doz.
Frank Magor & Co., Agents.	
Cafe Noir.....	\$0 15
Ensign.....	0 12
Metropolitan, mixed.....	0 09

Canned Goods.

HENRI JONAS & CO.	Per doz.
Mushrooms, Rionel.....	\$15 50
" 1st choice Dutheil.....	18 50
" Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.	
French Peas, Delory's—	
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—	
1/2 Rolland.....	9 50 10 00
1/2 Delory.....	10 50
1/2 Club Alpains.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	0 18
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	Per doz.
Cocoa—	
Hygienic, 1-lb. tins.....	\$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	1 80
Chocolate—	
Queen's Dessert, 1/2's and 1/4's.....	\$0 40
" 6's.....	0 42

Mexican Vanilla, 1/2's and 1/4's.....	0 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" 8's.....	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
" "Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb. ".....	8 25
Homeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 12-lb. boxes.....	
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma.....	Per lb.
Mott's Prepared Cocoa, 1/2's and 1-lb. boxes.....	\$0 28
Mott's Breakfast Cocoa, 1/2's in boxes.....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, 1/2's in boxes.....	0 27
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate.....	0 21 0 32
Mott's Sweet Chocolate Liquors.....	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages.....	\$1 65
Mexican Chocolate, 1/2 and 1-lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 38
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes.....	0 35
Caracas sweet chocolate, 6-lb. boxes.....	0 37

THE CANADIAN GROCER

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

Wetley's condensed, per gross net.	\$12 00
per case of doz. net.	3 00

Mustard.

COLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins.	per doz. \$ 1 40
1-lb. tins.	2 50
1-lb. tins.	5 00
Durham 4-lb. jar.	per jar. 0 75
1-lb. jar.	0 25
F.D., 1-lb. tins.	per doz. 0 85
1-lb. tins.	1 45

HENRI JONAS & CO.

Pony size	Per gross. \$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes	
1-lb. tins.	per lb. \$ 0
1-lb. tins.	0 35
1-lb. tins.	0 32 1/2
4-lb. jars.	per jar 1 20
1-lb. jars.	0 35
"Old Crow," 12-lb. boxes	
1-lb. tins.	per lb. 0 25
1-lb. tins.	0 23
1-lb. tins.	0 22 1/2
4-lb. jars.	per jar 0 70
1-lb. jars.	0 25

Olive Oil.

Barton & Guestier's quarts.	Per case \$ 8 00
pints.	8 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand, 1-lb. glass.	\$1 50
quart gem jars.	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.	per doz. \$ 0 95
Home-made, in 1-lb. glass jars.	1 50
In 5 and 7-lb. tins and 7-lb. pails.	per lb. 0 06

CLEMES BROS.

Pure fruit stock	
10-oz. glass jars, 2 doz. case.	per doz. \$1 00
16-oz. glass jars, 2 doz. case.	1 50
Quart gems, 1 doz. case.	3 35
In 5-lb. tins.	per lb. 0 09

Pickles.

STEPHENS.	
A. P. Tippet & Co., Agents.	
cement stoppers (pints).	per doz. \$ 2 30
Corked	1 90

Soda.

COW BRAND.	
DWIGHT'S	
Case of 1-lb. containing 60 pkgs., per box.	\$3 00.
Case of 1-lb. (containing 120 pkgs. per box.	\$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box.	\$3 00.
Case of 5c. pkgs. (containing 96 pkgs.) per box.	\$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.	
Case 120 1/2-lb. pkts. (60 lb.), per case.	\$2 70.
Case 96 10-oz. pkts. (60 lb.), per case.	\$2 80.

"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages	Per case. \$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " } 60 1/2-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.	2 85
5 cases.	2 75

Soap.

A. P. TIPPET & CO., Agents.	
Maple soap, colors.	per gross \$10 20
black.	15 30
Oriole soap.	10 20
Gloriola soap.	12 00
Straw hat polish.	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$ 0 06
No. 1 " " 3-lb. "	0 05
Canada laundry.	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 06 1/2
Kegs silver gloss, large crystal.	0 06 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, bbis. and kegs.	0 05 1/2
Benson's enamel.	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 06 1/2
Canada Pure Corn.	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08 1/2

BEE STARCH.

Cases, 64 packages, 48 s.	5 00
1/2-Cases, 32 packages, 24 s.	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	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. crystals, 100 lb.	0 06 1/2
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 40

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

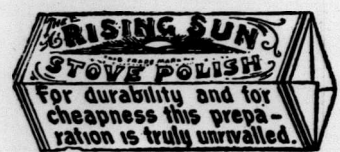
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. bbl.	0 05 1/2
" " 100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 06 1/2
" " large lumps, 100-lb. kegs.	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2

OCEAN MILLS.

Chinese starch,	per case of 4 doz., \$4, less 5 per cent.
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Stove Polish.



Rising Sun, 6 oz. cakes, 1/2-gross boxes	Per gross. \$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



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$ 2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case.	1 90
5 " " " "	2 35
10 " " " "	2 25
20 " " " "	2 10
(10 and 20 lb. tins have wire handles.)	

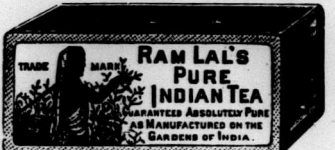


Teas.

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, 1/4's and 1/8'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 packets, 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.	60c. 0 42
Gold Label.	80c. 0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1/2-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1/2-lb.	0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.	
Blue Label, 1's.	\$0 18 1/2 \$0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's.	0 21 0 30
Brown Label, 1's and 1/2's.	0 28 0 40
Brown Label, 1/2'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

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.	
Blacks—	Wholesale. Retail.
Tetley's Extra quality.	\$0 65 \$1 00
" No. 1 "	0 50 0 70
" Special "	0 42 0 60
" No. 2 "	0 35 0 50
" No. 3 "	0 30 0 40
" 30c. "	0 22 0 30
" No. 4 "	0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens—	Wholesale. Retail.
No. 1.	\$0 35 \$0 50
No. 2.	0 30 0 40
No. 3.	0 20 0 25
Packed same as blacks.	

"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

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.	\$0 42 1/2
" II 40-lb. boxes.	0 40
" III 80-lb. "	0 37 1/2
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes.	0 26
" XXXX 80-lb. "	0 27 1/2
" XXX 80-lb. "	0 24 1/2
" XXX 80-lb. "	0 24 1/2
" XX 80-lb. "	0 20
" XX 80-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 30

Black Teas—"Nectar" in lead packets—

Green Label.	retails 0 26 at 0 20
Chocolate Label.	0 35 at 0 25
Blue Label.	0 50 at 0 36
Maroon Label.	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" " Blue, 1-lb.	0 42 1/2
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—

Green Label, 1/2's, 1/4's and 1/8's.	retail 0 25 at 0 20
60-lb. cases.	0 30 at 0 23
Grey Label, 1/2's, 1/4's and 1/8's.	0 30 at 0 23
60-lb. cases.	0 35 at 0 36
Blue Label, 1/2's, 1/4's and 1/8's.	0 40 at 0 30
Red Label, 1/2's, 1/4's and 1/8's.	0 50 at 0 34
50-lb. cases.	0 60 at 0 40
White Label, 1/2's, 1/4's and 1/8's.	0 60 at 0 40
60-lb. cases.	
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.	per lb. 0 35
No. 2.	0 30
No. 3.	0 25
No. 4.	0 20
No. 5.	0 17 1/2

LIPTON'S TEA (in packages).

No. 1, cases 50 lb., (50 1/2-lb. packages.	\$0 35
(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins.	0 35
No. 2, cases 50 lb., (50 1/2-lb. packages.	0 29
(25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins.	0 29
(50 1/2-lb. packages.	0 23
No. 3, cases 50 lb., (25 1-lb. "	0 22
(25 1-lb. "	0 23
No. 3, cases 50 lb., in 5-lb. tins.	0 35
Green Ceylon, No. 1, (50 1/2-lb. packages.	0 34
(25 1-lb. "	0 29
Green Ceylon, No. 2, (50 1/2-lb. packages.	0 28
(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5/8's and 10/8's.	\$0 39
Amber, 6's and 3's.	0 60
Chewing—Stag, bars, 1/2 oz.	0 38
Bobs, 5's and 10's.	0 39
" " 11 1/2 oz. bars, 5/8's.	0 39
" " Currency, 1 1/2 oz. bars, 11's.	0 42
" " 6's and 11's.	0 42
" " Old Fox, narrow, 11's.	0 42
" " Snowshoe, 1 lb. bars, sp'd 6's.	0 46
" " Pay Roll, 6's.	0 47
" " Fair Play, 7's and 12's.	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 25
Old Crow.	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar.	0 60