

**PAGES  
MISSING**

Travelers' Holiday Number

THE  
**CANADIAN GROCER**

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July 29

1904



**THE MACLEAN PUBLISHING CO.**

*Montreal*

*Toronto*

*Winnipeg*



**"Condor"**  
Japan and Black Tea, Baking  
Powder, Mustard, Vinegar.

**"Nectar"**  
Black Tea, in lead packets and  
fancy tins only.

# Coming by every Steamer

Ex. S.S. "Empress of India."

25 Hf-chests Japan Tea, Condor X, at 30c.

60 " " " " Condor V, " 27½c.

52 Boxes Gunpowder Pinhead . . " 27½c.

I am offering **1,000** packages Japan Tea  
at **12½c.** lb., to be  
delivered from now to September 15th.

*Ask for Samples—It will Pay You*

I make a specialty of high-class goods in **Teas, Coffees,  
Spices and Vinegars.**

## E. D. MARCEAU

281-285 ST. PAUL STREET  
MONTREAL

**"Old Crow"**  
Baking Powder, Mustard,  
Vinegar, Black Tea.

**"ONE"**  
Baking Powder, Vinegar,  
Spices, Coffee



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

# THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and  
Food Stuffs Trades of Canada.

VOL. XVIII.

MONTREAL AND TORONTO, JULY 29, 1904.

NO. 31

## Robinson's Patent Barley

Sales are increasing all over Canada.  
New Buyers are cropping up everywhere.  
You cannot afford to be without

**ROBINSON'S  
PATENT BARLEY**



Raised on It.

## — A HAPPY HIT —



This is what we are certain the trade will concede to be the case in our having decided to put up "Alexandra" and "Oswego" hard, sweet biscuits, in half-pound cartons, packed in tin instead of, as hitherto, in bulk. Possibility of breakage will not only be reduced to a minimum, but the cartons will be attractive to your customers as well as convenient for yourself.

**Christie, Brown & Co., Limited, Toronto and Montreal.**

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.





**You want the best**

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# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. **Insist** on having the "Griffin" Brands. *They satisfy.*

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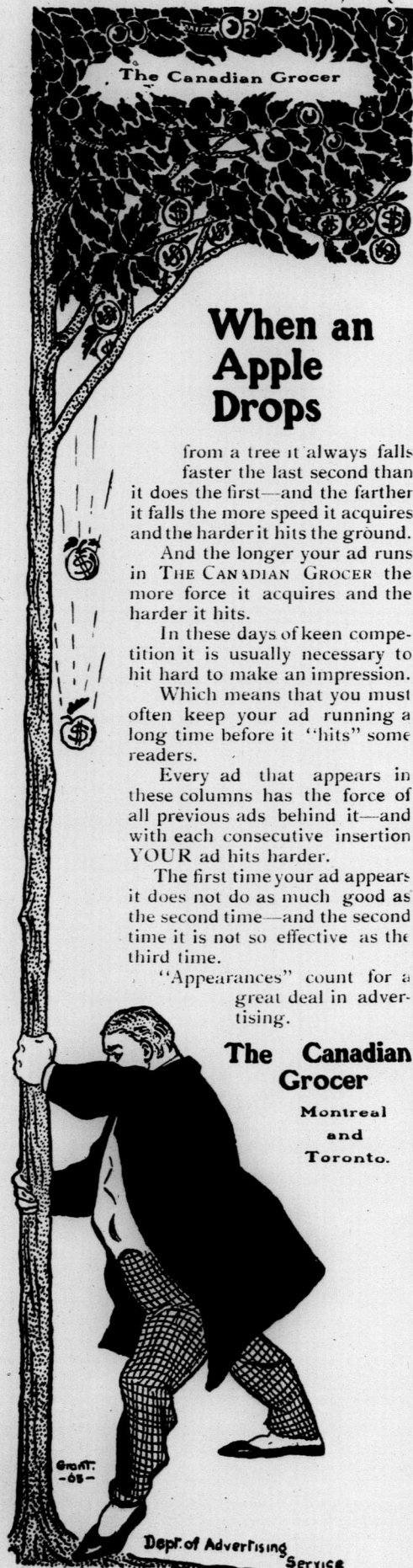
*Sold by Leading Wholesalers.*

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ARTHUR P. TIPPET & CO., AGENTS,  
8 Place Royale, Montreal.



MANUFACTURERS' AGENTS AND BROKERS.



**When an Apple Drops**

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

**The Canadian Grocer**

Montreal and Toronto.

Grant - 65 -

Dept. of Advertising Service

TORONTO.

**W. G. A. LAMBE & CO.**  
TORONTO.  
Grocery Brokers and Agents.

Established 1885

**W. H. Millman & Sons**  
Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, PATAS,  
INGERSOLL PACKING Co., Ingersoll,  
OLD HOMESTEAD CANNING Co., Picton,  
ONTARIO SUGAR Co., Berlin,  
ROYAL CROWN SOAP Co., Winnipeg,  
TILLSON Co., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

BRADSTREET'S or DUN'S IMPERIAL BANK  
Any wholesale grocery house in Ontario.

CALGARY.

Are you

**Represented in the West ?**

If not, write us and get in

**ON THE GROUND FLOOR.**

Place your offerings with us and we will sell your goods.

**Consign your cars to us.**  
**Goods reshipped.**  
**Excellent storage.**

**NICHOLSON, BAIN & JOHNSTON,**  
Wholesale Commission Merchants and Brokers.  
**CALGARY, ALTA.**

Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

**TAYLOR & PRINGLE CO.,**

Limited,

OWEN SOUND,

Manufacturers of

**Queen Quality Pickles,**  
**Bulk Pickles,**  
**Pure Tomato Catsups.**

Our Goods have a reputation.  
MADE IN CANADA.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

**PRICE, CHAMBERS & CO.**

SUCCESSORS TO

**CAMERON, GORDON & CO.**

Wholesale Commission Agents

WINNIPEG.

**EASTERN MANUFACTURERS**

-AND-

**SHIPPERS.**

All **EYES** are

turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in

**CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE US.**

**NICHOLSON & BAIN, WINNIPEG,**

Wholesale Commission Merchants and Brokers.

BRANDON.

**THE WILSON COMMISSION CO., Limited**

BRANDON, MAN.

**Commission Brokers,**  
**Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.



**ROW'S  
GUM**

in  
Lumps,  
5c. Pkgs.,  
in  
1c. Stick,  
in  
5c. Bars.

ROW & CO., Morristown, N. Y., and Brockville, Ont

**To Manufacturers' Agents**

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.



# VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	- - -	25	OTS. PER GAL.	} Freight prepaid on five bbls.
CRYSTAL PICKLING	- - -	19	" "	
WHITE WINE XXX	- - -	16	" "	

**PROVOST & ALLARD, Wholesale Grocers, OTTAWA.**

Wholesale Agents for "SALADA" Tea.

**FOR HOT WEATHER**

Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

**Sovereign Lime Juice**

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.  
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

**SIMSON BROS. CO., Limited**  
Halifax, N.S.

## "Sterling" Brand PICKLES AND CATSUPS

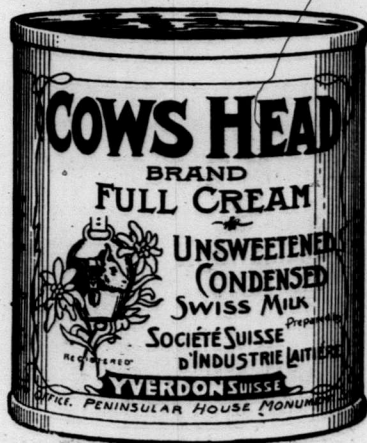
You will find many brands of pickles and catsups manufactured for the trade, but the one that will please you and your customers is Lytle's well known "Sterling" brand. They have a pleasing and appetizing flavor.

ARE WELL KNOWN

The **T. A. LYTLE COMPANY, Limited**

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.



## "COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

**C. E. COLSON & SON, - Montreal.**



The  
**Japanese Army** advances,  
the **Russians** retire

**Why?**

The Russians drink China and Ceylon Teas while the sturdy Japanese soldier drinks the **healthy** and **invigorating** tea of **JAPAN**;—what is good for the Mikado's soldiers is equally good for the people of Canada.

Strengthen your customers and  
you will strengthen your trade.

Sell them

**JAPAN TEAS**



# How is Your Coffee Trade ?

**Good, Eh!!**

Then you must sell our famous

# CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. —

A POPULAR BLEND

Manufactured only by

**S. H. EWING & SONS, Toronto Branch, 29 Church Street.**

**96-104 KING ST., MONTREAL**

Telephone Bell Main 65.  
" Merchants 522.

**TELEPHONE MAIN 3171**

Telephone orders receive prompt attention.



You are not well matched, if you do not sell our

# MATCHES

BEST and CHEAPEST on the market.

**The Walkerville Match Co.**

LIMITED

WALKERVILLE, ONT.

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

$\frac{1}{2}$



has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling ?

ROSE & LAFLAMME, Agents, - Montreal.

## HANDLING PAYING GOODS

Every Retailer should aim to sell goods that will pay him.

PATERSON'S WOR-  
CESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME  
AGENTS, MONTREAL



# Ceylon and China at War

## THE SMALL AGAINST THE GREAT

For generations China supplied the bulk of the Tea used the world over. Then the little island of Ceylon began Tea-culture. Immediately there was a diversion of favor.

## Ceylon Teas

ousted the Chinese article with countless users. There is sufficient similarity in character between the two growths to make the change intelligible, but the marked superiority of Ceylon-grown teas leaves no room for hesitation.

## Canadian Tea-drinkers

in common with Britishers, have pronounced emphatically in favor of

## Ceylon-grown Teas

The grocery trade will simplify their tea trade and multiply their profits by throwing the weight of their influence on the side of

## Ceylon Teas

They come in Black or Green.



July 29, 1904

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Say! Mr. Grocer. You sell Soap? Send for a copy of our profit-sharing agreement. It means dollars in your pocket.

**The Duncan Company**  
P. O. BOX 292. Montreal



**IF FLIES CARRY DISEASE**  
AS YOUR CUSTOMERS WILL KNOW

**WILL IT NOT** offend your patrons if you offer them fly-blown and fly-specked goods?  
**WILL IT NOT** be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?  
**WILL IT NOT** make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

**They Cost Something, Of Course.**

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



**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 EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**ALLISON COUPON CO., Manufacturers.**  
Indianapolis, Indiana.

**THE CANADIAN GROCER**

**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, 88 Fleet Street E.C. London, Eng.

**COX'S**

**INSTANT POWDERED GELATINE**

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—  
C. E. COLSON & SON, Montreal.  
D. MASSON & Co., Montreal.  
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

**REFRIGERATORS.**

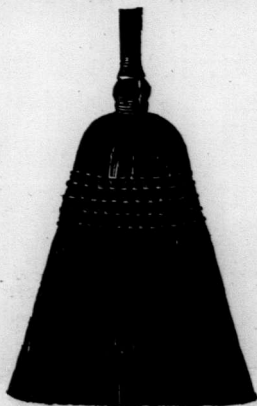


Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.  
Phone Park 513. 54 Noble St., TORONTO.

**Every Housewife...**



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

**WATERLOO, ONT.**

**BURLINGTON CANNING CO.,**  
Burlington, Ont. Limited,

We are sellers of **QUALITY**  
**Gallon Apples, FIRST**

**Spies, Baldwins, Greenings.**  
PUMPKIN, CATSUP, PORK and BEANS in all forms.

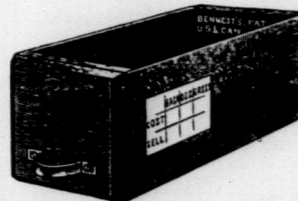
The best are the cheapest. Why not have the best?

WRITE FOR QUOTATIONS.

...THE...  
**Bennett Manufacturing Co.**

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:  
**Pickering, Ontario**

When You Want

**SALT**

For Any Purpose

Write

**Verret, Stewart & Co.**

**Montreal.**

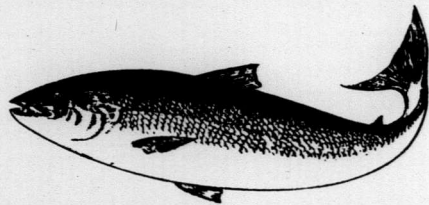


PEOPLE WHO CAN'T STAND MEAT  
IN THE WARM WEATHER ARE A  
SPLENDID CONSTITUENCY FOR THE  
GROCER, WHO SHOULD TAKE THE  
OPPORTUNITY TO SELL THEM  
B.B. SKINLESS COD OR "HALIFAX,"  
"ACADIA" — AND "BLUENOSE"  
BRANDS OF PREPARED CODFISH.  
GROCERS WHO HAVE NOT YET  
BECOME INTERESTED IN THESE  
GOODS SHOULD WRITE AT ONCE

TO

**BLACK BROS. & CO., LIMITED, MFRS.,** HALIFAX, N. S.  
LAHAVE, N. S.  
**A. H. BRITAIN & CO.,** REPRESENTATIVES FOR  
QUEBEC AND ONTARIO, MONTREAL, P.Q.

SOCKEYE **SALMON**



**"Sovereign" and "Lynx"**  
**Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



**CAPSTAN BRAND**  
**HIGH-GRADE TOMATO CATSUP**

Put up in 10-oz. and 20-oz. bottles of  
a new design, and is very attractive.

This Catsup is far superior to many  
others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see  
our travellers' samples.

**The Capstan Mfg. Company**  
TORONTO, ONT., CAN.

THE **AUER** LAMP  
GASOLENE

**200 CANDLE POWER OF CLEAR, STEADY LIGHT.**  
The best and cheapest light for STORES,  
CHURCHES and HOMES.  
Gives more light than a dozen oil lamps for half the cost.  
Makes its own gas without smell, smoke, wicks or grease.  
Satisfaction Guaranteed. Send for Catalog.  
**AUER LIGHT CO. — MONTREAL**



# SPECIAL NOTICE to the TRADE.



## SUGAR PEAS.

**W**E are making a specialty of Sugar Peas packed under the label--very tender Sugar Peas. This line is sold at a price that brings it within the reach of everybody who eats canned peas. For the price it is the finest pea we pack. It is as tender as asparagus tips and the sweetest pea that grows. We imported the seed originally from England, five years ago, and have found it increase so much in favor that we have had to increase the acreage every year until we are packing more of this variety than any pea we pack.



# Bloomfield Packing Co.

LIMITED

**BLOOMFIELD, ONTARIO.**



This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

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

TEA and COFFEE IMPORTERS.



Your customers want something just now to make them feel like Sancho Panza's definition of sleep, especially when they can't sleep.

"It covers a man all over, thoughts and all, like a cloak; it is meat for the hungry, drink for the thirsty, . . . and cold for the hot."


Suggest to them when purchasing that a slice of lemon added enhances the cooling and stimulating qualities of the finest and most wholesome of summer drinks.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street

MONTREAL

RETURNED AUG 29 1904  
 Ant Booth



# The "Don" Paper Pail

We have introduced this new and exceedingly neat and attractive paper pail, in all suitable sizes, for

**ICE CREAM**  
**OYSTERS**  
**PICKLES** } and other like purposes

It is infinitely superior in appearance, convenience and real utility to the old square folding pails, and costs no more—made of specially non-absorbent and non-porous board.

SEND FOR PRICES AND PARTICULARS.

## UNITED FACTORIES, Limited

Head Office: TORONTO

OPERATING:  
 Boeck's Toronto Factories.  
 Bryan's London Factories.  
 Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.  
 LONDON BRANCH: 71 Dundas St.



## An Evening in the Commercial Room

By Algernon Warren, in "Commercial Traveling."

A TRAVELER had lured a customer into the commercial room, and was mellowing his heart with ale, so that the latter, in benevolent mood, had drunk to the company, and the commercial, following suit, re-echoed his sentiments. It was half-past eight in the evening, and although some men were still engaged with correspondence, there was a general sign of slacking off. Thanks to the introduction of manifold order-books, the traveler can despatch his work more quickly than in former days when he was necessitated to write his orders afresh. Now, by the method employed, the process of taking down an order affords the traveler a duplicate in each case, which he can post off after assuring himself as to its legibility.

Most of the men wore a satisfied look, as if the day's work had not been bad. Probably the exceptionally fine weather accounted for this to some extent. An outsider might perhaps think that a commercial traveler should hail the advent of a wet day with some amount of satisfaction, as being calculated to afford him uninterrupted interviews with his customers. But in reality, the case is almost invariably the reverse. A trader is wont to like to see money coming in at the same time that he is paying it out, or pledging him to payments at a future date; and bad weather and absence of purchasers sometimes lead him to return the civil greeting of the commercial representative with ungracious speech such as, "It seems to be nothing but rain and commercial travelers!" Or, in reply to a polite inquiry as to wanting certain things, "The only thing I am looking for, sir, is business."

In a few minutes the commercial, who had been standing treat, rose and said to his customer, "Well, Mr. —, if you'll excuse me two minutes I'll send off that little addition to your order, and I'll tell my people to execute the lot promptly. And, look here! I'm just going to write a private line to the manager of the hard goods department and tell him to see to it specially. It's necessary, because we are very much pressed at present, our people tell me. We've been obliged to keep a lot of our hands working overtime for the past three weeks."

Hereupon a fellow traveler, who was passing behind his chair, clapped him on the shoulder and said in a loud whisper, "Old fellow! Just remember the fate of Ananias!" Whereupon the other lunged out at him in mock wrath.

The sally evoked a general chuckling. The youngest commercial in the room seemed specially to appreciate it, the more so perhaps because he had not been long enough on the road to have heard the like before. (N. B.—The commercial room is a dreadful place for remarks of the chestnut order.)

He had quite a youthful appearance, and was in fact barely twenty, having only been sent out to travel some three months previously, when his employers were suddenly called upon to supply a gap, owing to an accident sustained by one of their representatives. But, fortunately for him and for them, he had been already tried at town traveling, so that he was not entirely raw, and he had, moreover, before starting on this journey, received some valuable preliminary coaching; for his predecessor on the route was not one of those who say to their successor: "You must find out for yourself; I had to find out for myself; no one helped me." As a matter of fact, no one had helped this senior when a junior and a novice, and he had suffered in consequence, and years rolling by had not hardened him into eagerness as to the suffering of others who followed his calling. Consequently, he had spared no pains in helping the youth to steer clear of commercial rocks and breakers. He had bade him be mindful that an appearance of a large stock behind the plate-glass window is not incompatible with the fact that its owner may be thoroughly untrustworthy. He had recounted to him how, at the beginning of his own career, the result of the hard work on the journey had been marred by a big bad debt, owing to his having taken an order from a shifty trader, who, noting his youth, had more than met him halfway, and enticed him into booking it without proper inquiry into the giver's commercial status; the result being that the latter collapsed financially not two months after, to the tune of a shilling in the pound.

His employers, too, had given him some sound and useful advice. One of

them, who had himself had some experience of commercial traveling, had urged upon him the necessity of endeavoring to suit customers' convenience as to time of calling. "A tradesman," said he, "looks upon the traveler as one who solicits a favor from him. I know that there are some who say it's no favor to pay an account when it is properly due. Nor is it. But it is a favor for a customer to sacrifice more time than he can conveniently spare to listen to a traveler who desires to convince him that it is to his interest to purchase from him. It is perfectly true that he may be, and very often is, the better off for having listened to him; but it must be remembered that the traveler has to request the favor of an audience. It is open to the trader not to grant it, and therefore if he does give it, he to that extent obliges the traveler, who in return should prove himself grateful by being as concise as possible, thereby showing no disposition to presume on the courtesy accorded to him."

The young fellow had brains enough to profit by the advice tendered to him, and consequently did not approach buyers in the lamentable state of verdancy and ignorance which is too common amongst young representatives, sometimes owing to the carelessness of their employers in neglecting to put them in the way of proper information about their work, but very often, too, owing in a large measure to their own conceit, which makes them slow to profit by the experience of others, and induces them to pass themselves off as being far better qualified for traveling than they are in reality.

Self-opinionated youngsters of this class are a terrible drag on the wheels of commerce. They commit all sorts of indiscretions, such as telegraphing home the order of a shaky customer, for immediate dispatch. "Diddleums paid account, wants such and such goods urgently," they wire. On the strength of this the order is executed, only for the disgusted firm to learn too late that the so-called payment consists of a one-month's bill accepted by Diddleums, made payable by him at his own premises, and not worth the paper it is drawn upon.

Two young commercials sat talking in a corner. Although assuming an air of



**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DURABLE**  
**3000 TONS SOLD YEARLY**

**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD.**

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.**

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

privacy they relieved themselves occasionally with remarks which were audible to the whole roomful. "I tell you what it is," said one, "it's all jealousy. Our house has been doing more and more every year, and they know it, and don't like it." Then further whispering ensued, both wearing a look as if discussing matters of the gravest importance, and indicative of immense responsibilities.

A consequential young fellow, who wore that unmistakable "still-got-to-be-chaffed-down" look on his face, rang the bell loudly.

"Boots! bring me a pair of slippers."

The Boots, who had answered the peal with promptitude, withdrew with equal celerity, and reappeared with the desired articles. The knight of the road did not descend to the weakness of expressing thanks for the service, but recalled him as he was leaving the room with:

"Boots, what is the name of the street where the shops are?"

Hereupon the expression on the face of nearly every commercial in the room evinced clearly the mental reflection of "What an ass the man must be!"

"I suppose you mean High street, sir."

"Yes, of course, I mean where the principal shops are."

"Well, old man," said a fellow traveler, "You've got to know this place a bit better than you do now, if you think the High street is the only one to do good 'biz' in."

"Oh, I shall get to know it soon. Me and my cousin are going to take this journey betwixt us."

"Indeed! Well, I hope you will get as many lines as you deserve" (lines signify orders in commercial phraseology), said the other ironically.

"I got one good line out of D—H—. You know whom I mean; you do

with him. But you remember when you met me coming in this evening at six, wasn't I black in the face?"

"Well, you didn't look particularly joyful."

"No, I was like a devil. I'd called upon a man and got him to promise to come to the hotel and see all my samples laid out in the small room behind this. Well, he came, and I stood drinks—cost me two shillings it did—and after talking for more than an hour he said no; he wouldn't order just now. I was in a rage, I tell you, a regular fume; and, when he had gone, I just lit my pipe and marched out for a walk along the road to try and get over it."

"So you couldn't get him to nibble, eh? You didn't play him long enough, that's about it. People in this place are not too keen about giving orders off-hand, especially when it's a new man that calls. Let's get up a rubber. Will you play, sir?" he added, turning to the youthful traveler already alluded to.

"Thank you. A customer of mine is going to call for me in a few minutes to take me to his club."

"Oh, the Tradesmen's Club, off the High street! Ever been there before?"

"No, but I have heard that the members there are all very good to visitors."

"Yes, they're not a bad sort."

While he was speaking another traveler bustled into the room rather boisterously and addressed a friend who was still writing: "Hello! Not done yet? I say, old man, I am going to have a day for a spree in the country to-morrow. Will you come too? It will be just your sort."

"No; I can't. You see my people expect me to work on the Saturday while I'm here, and allow me the day's expenses just like any other day."

So do mine; but (sinking his voice rather lower and putting on a look of mighty cunning) you know how to work the trick, don't you? Look here! By the look of those order-sheets, you have done a good lot to-day. Well, do as I am going to do—keep some of them back, date them for to-morrow, and get the Boots to post them for you."

"Don't you think that is a bit rough on your house?"

"Oh, they're rich enough to stand it, and I'll make it up to them later on. It's half the fun of a trip to feel you're getting your 'exes' paid."

And the holiday-maker did work the trick, with the result that the delay caused through his holding back one of the orders lost a good customer to the firm. Tradesmen nowadays when they give orders want the goods quickly more often than not, and some of them consider that they are unfairly treated if their orders be not despatched on the day on which they are received.

It was now past 9 p. m., which in the commercial room is the orthodox time for lighting up, and pipes and cigars, with accompaniments of whisky and soda, were going freely, while there was a general buzz of conversation. Two travelers, who had not met before for some time, were comparing notes about mutual friends and acquaintances. "I was told," said the younger of the two, "that you told some one that you had been working this ground for over forty years, and were thinking of knocking off altogether."

"That's quite true," rejoined the senior. "I came here on my first journey when I was nineteen, and I shall be sixty-two next month, and if all's well I shall be giving up for good at the end of the year. I've got some house property, which will give me just enough to do, and I think I've stuck to work



# HOLIDAY ANNOUNCEMENT

Our Travellers will be off the road 1st to 15th Aug.

Wire, Phone, Mail us your orders and get low prices and quick despatch.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.**

PHONES 447 488 } AT YOUR SERVICE  
1258 899 } AT OUR EXPENSE

**The Original Quick Shippers.**

## Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

**Camp Coffee, Lime Juice, etc., etc.**

**James Turner & Co., - Hamilton**

BRANCH CANADA GROCERS LIMITED

The Boys are away Holidaying  
—Ring us up.

Our Telephone

We Pay Charges.

# 596

Ask Central to reverse check.

Have Some Plums for You.

**BALFOUR & CO.,** Branch Canada Grocers Limited **HAMILTON**  
Wholesale Grocers



# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

**THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto**

The Summer Resort Trade is usually an important trade with grocers. Cottagers and campers want reliable goods, which will give satisfaction when they are away from the base of supplies.

## MacLaren's Imperial Cheese

and

## MacLaren's Roquefort Cheese

are household words throughout the Dominion. They are "delicate necessities" and "necessary delicacies" in thousands of Canadian homes.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,  
MANUFACTURERS AND AGENTS  
51 COLBORNE STREET  
TORONTO, ONT.

close enough all these years to have earned a bit of leisure."

"By jove! what a lot of changes you must have seen in your time!" said the other, and then added in a regretful tone, "Well, I wish I were you, that's all. There are too many of us out nowadays. And things get so cut, because a lot of these new firms haven't got much capital, and they must turn it over quickly or they can't go on, so they offer at ridiculous figures and spoil the trade. My people are continually getting worried, and so am I, because men that have done with us for years are always saying that they are quoted lower figures, and asking for reductions. You see, they get these other houses' prices. They don't trust them but they do us; so they want to drive us to take the same prices for our articles that the others quote, because they know our goods will be all right. And what's more, a lot of them want three months' credit from us at the same figures that these men quote for prompt cash payment. It's just sickening! Well, it's no use grumbling, I suppose; only it's very discouraging to do a bigger turnover and have so little to show for it in the way of profits. And what I maintain is, that if there is much more business to be done than there was forty or fifty years ago, the increase is not proportionate to the numbers that are trying to get slices of it."

"Yes, that's true," said the other, "though it is rather hard to get men who have left off traveling themselves to realize it. When I began, I had to cover a lot of my ground with a horse and trap, and was allowed thirty shillings a day for expenses, Sundays and all, as I was often out a month straight on end. But though I back you about the increased competition, I cannot conscientiously say that nearly everything was more comfortable then. What I think made things more rose-colored than they really were, were the big pro-



# Our Travellers

*will enjoy a two weeks vacation commencing Saturday, July 30th, to August 13th, both days inclusive. During this holiday we invite you to send in your requirements either by mail, telegraph or telephone, at our expense. We can assure you of PROMPT SHIPMENT and LOWEST MARKET PRICES.*

## THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

fits we used to get. One man whom I used to meet very often traveled for a paint firm. He used to say that high prices were merely a matter of nerve. But much longer credit had to be given; six months, and then settlement by a four months' bill was quite an ordinary thing, and we made some big bad debts now and then. There was a lot more, too, of paying so much money on account and never settling up to hand till they got hopelessly insolvent. Then, again, there was no home life. It wasn't fair to the wife, when there was one, nor yet to the children, where there was a family."

"Did you miss your trap much when you took to going by rail?"

"Very much in the fine weather, but it was no joke getting soaked for hours in driving rain. I've often driven when it was so cold that I got nearly benumbed and could hardly hold the reins. Suppose we adjourn to the seats in the porch. This room is getting rather stuffy, and it is a fine evening."

The other agreed, but they had some difficulty in finding comfortable resting places, for several travelers were already sitting in the entrance hall and outside the door. Some of them were carrying on an animated but rather heated political discussion. Unfortunately, too many of the "genus commercial" are prone not only to lay down the law about the affairs of the nation, but to take a side with disregard to the feelings of those present who hold contrary views. If they have tendencies to Radicalism, the fact that they may know some of their auditors to be staunch admirers of Mr. Balfour and Lord Salisbury, will not ordinarily deter them from launching out into abuse of those ministers, and if they hold Conservative views, although someone present may have openly avowed an amount of regard for the memory of the G. O. M., that will not keep one of them from vehemently declaring how he "Hated the beast." Moreover, they wax hot, and indulge in flat contradictions, though their anger is usually

short-lived; for, deny it who will, commercial travelers are a good-tempered race—which they have need to be, seeing what many of them have to put up with from customers. That numbers of them think they could give the Government no end of wrinkles is undeniable. And so in truth they could—of a commercial kind. They become keen observers, and are quick to detect wherein commercial obstructions lie. Indeed, their power and influence would be far greater were it not that, in their struggles for trade, number one is so very much the first consideration. If Brown sells goods which a railway company will carry at rates that enable him to do a fair business, he is not likely to agitate because that same company may demand higher rates for the class of goods sold by his friend and fellow-traveler, Jones. He will listen to his complaints, and say, "Hard lines, old man! but the railway beggars treat us pretty fairly, so I must speak of them as I find them and don't see my way to help you." He is not, as a rule, long-sighted enough to see that it is to his own interest to assist his friend in this respect.

By this time many who had been elsewhere had returned and were hanging about the hotel entrance for a final smoke and chat before going to bed. Amongst them was the young fellow who had, by his customer's courtesy, been made free of the Tradesmen's Club. He had thoroughly enjoyed his evening there, having been kindly received and hospitably entertained; and, as he showed his appreciation of his reception without presuming on it or giving himself airs, he was asked to come again, as was not another commercial traveler who also came as a visitor, and from the first made himself too aggressively at home there.

One of the senior members, to whom this free-and-easy individual had been introduced, remarked:

"Well, how are they serving you?"

"Oh, very well, thank you! I've done first-rate so far," was the travel-



### Upton's

Home-made Jams

AND

Orange Marmalade

MADE FROM FRESH  
FRUIT AND  
GRANULATED SUGAR  
AND GUARANTEED  
FINEST QUALITY.



er's answer, he being anxious to convey the impression that he was a fine fellow, likely to make headway anywhere. "Serve them right!" rejoined the other, with grim facetiousness.

This (in his own estimation) heaven-born genius now thought it time to declare himself further. Lolling back in his chair, and sipping the whisky and water which his introducer had provided and paid for, according to the club regulations, he thus commenced to give the members his unsolicited views touching the harbor works of their town.

"Where you made your mistake when you built your pier was in putting it in the place where it is. It ought to have been fifty yards further to the left."

In some places a speaker who propounded his ideas on the strength of a forty-eight hours' stay in the locality would have been remorselessly snubbed. Here one of his hearers merely remarked "that it was difficult for a stranger to form a correct opinion about their harbor off-hand."

Others murmured a quiet acquiescence, but the commercial was in no way abashed, and favored the company with some more remarks for their benefit.

He knew it not, but he was effectually barring himself from being asked again to the club; for, although the good manners of those members present restrained them from setting him down in some such a manner as he would have understood—namely, by telling him straight that he was a conceited fellow who knew nothing about what he was talking of—they would certainly be sure to take the first opportunity of censuring the member, who had introduced him, for having brought such a "confounded fool" into their company, and he would probably feel so irritated that he would not only never offer to take the traveler to the club again, but would be strongly disinclined to buy goods of him on the next occasion of his calling for orders; for these things rankle.

After sitting and chatting for another half-hour the younger of the two men who had come out together, said, "Well, good night, old fellow. I may not see you again before you have left the road for good. Don't be too proud to remember old acquaintances, and say a good word for us when you can. You know all that rot that is said and written about commercials being a thirsty, gambling lot. Stick up for the order. You'll be believed when you've retired and people think you haven't got an 'axe of your own to grind.'

"Of course I will," said the other, "and there's one remark which I forgot to make when we were talking about earlier times. I'll make it now. There isn't half that stupid, senseless, practical joking that there was once. It used to be very much in the way to take down a young cub by some rough-and-ready trick. Why, you yourself must remember old Twizzler. He traveled till two or three years after you came on. Well, if there was a thing he hated, it was to see a young fellow doing the grand. Once, I was having breakfast in the same hotel with him and Jenkins; and young Cygnet, who hadn't been traveling more than a month or two, began bragging that he wasn't easily taken in. I saw old Twizzler look across at Jenkins, and wink. In another minute Jenkins feels in his pockets and then jumps up saying 'I'll be back in a minute. I've left something valuable upstairs. Just see that the waiter doesn't walk my egg off while I'm gone.' The moment he shut the door, Twizzler says to young Cygnet, 'I say! suppose you hide his egg in your waistcoat pocket, and sell him.' 'All right,' says Cygnet, and does it. Back comes Jenkins with, 'I say, where's my egg?' Cygnet tries to look knowing. 'Guess you've got it there,' says Jenkins, drives at his waistcoat, and smashes the egg all over him. It was a dirty jest rather, but at the time no one sympathized with Cygnet."

"I daresay not," said the other.

There was now a general ingress for departure to bed—a welcome place to a hard-worked commercial representative. And in these days travelers must work hard or they get out of the running. The majority of them, whatever be their faults and indiscretions, cannot be justly accused of downright laziness. On the contrary, they merit commendation for their industry, and sympathy on account of the constant obstacles and inconveniences they encounter and have to put up with in the course of their daily avocation.

#### ANNUAL MEETING OF MANUFACTURERS.

Mr. R. J. Younge, general secretary of the Canadian Manufacturers' Association, was in Montreal last week making arrangements for the annual meeting of the association, which is to be held on Sept. 20, 21 and 22. He believed that the meeting would be by far the largest in the history of the association.

#### PACKING HOUSE STRIKE RESUMED.

The big American meat strike which was apparently settled has broken out again owing to an alleged violation of agreement by the packing-house proprietors. When three thousand cattle butchers reported at the Chicago stockyards on July 22, only half of them were given places. As a direct result none were willing to go to work. They reported the fact to union headquarters and a general order for the renewal of the strike was issued immediately.

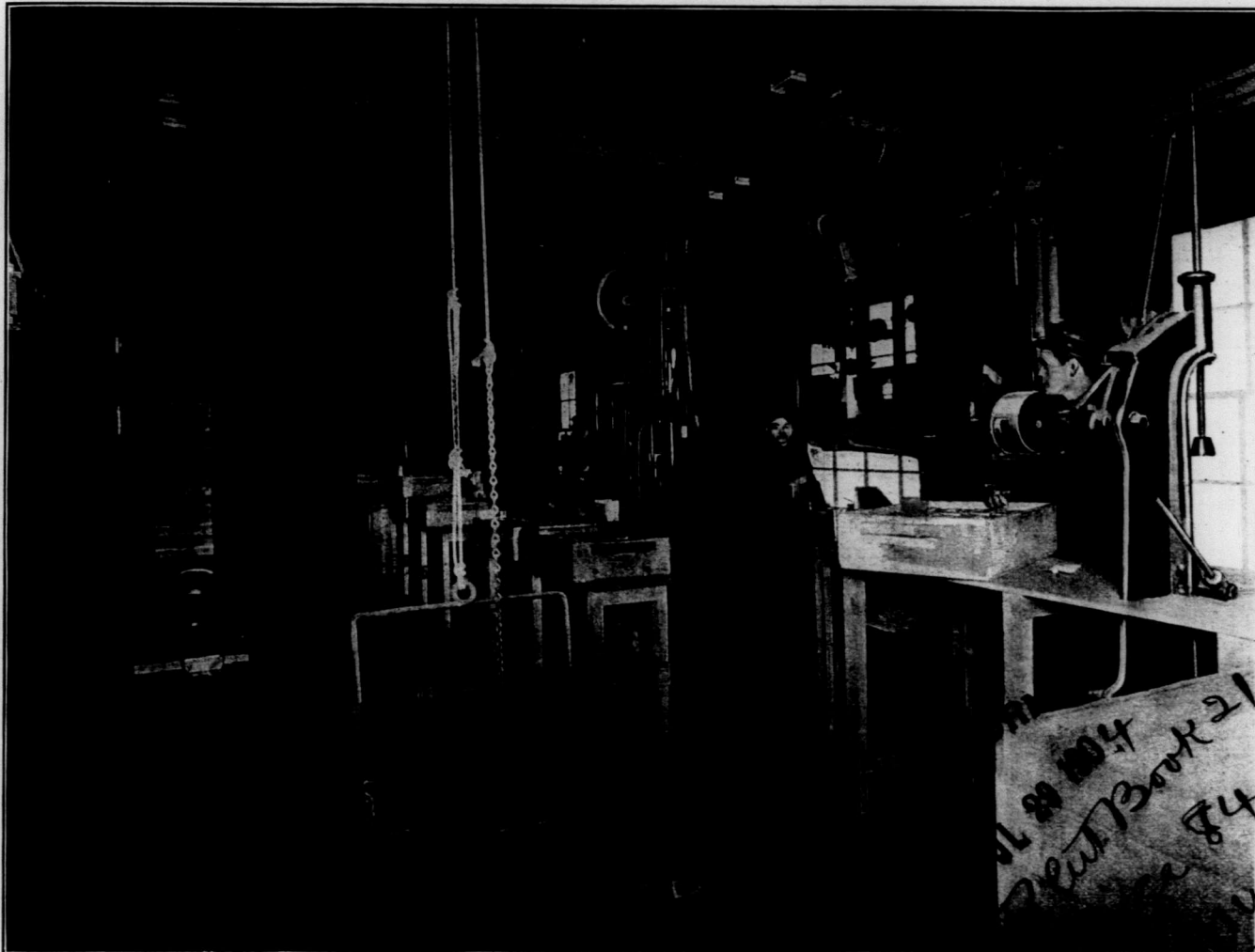
Up to the present, attempts to adjust the difficulty have been unsuccessful. On Saturday, July 23rd, the Butchers' Union and allied organizations sent an ultimatum to the packers demanding a settlement of the strike before the morning of July 25th on penalty of a general walk-out of all union employes at work in the stock yards. The Teamsters' Union have refused to sanction the decision of the packing house teamsters to join the strike and have appointed a committee to communicate with the packers in an effort to open peace negotiations.

Bradstreet's comments as follows on the strike: While it will no doubt be claimed that the strike has not lasted long enough to let its full effects be exercised, it is probably safe to say that a general strike of meat butchers has lost considerable of its terrors. So far the chief sufferers by the strike would seem to have been those members of the retail trade who loaded up freely with meat and then advanced prices heavily to take advantage of fancied public necessities. One reflection that comes to mind just now must convey considerable comfort to those who see "trust" machinations in any and all advances in prices, whether due to strikes or other causes. This is that despite the claims that the meat business of the United States was in the control of a "big four" of great packing concerns, controlling absolutely the sale, slaughter and marketing of a great public necessary, there was a very large amount of meat handled by the outside or independent slaughterers, who seem to have been able to keep at work and in a measure supply the markets in a fairly satisfactory manner. This demonstration of strength on the part of the thousand or more slaughtering concerns of the United States should certainly be encouraging to those who view with alarm the tendency to centralization of industry in the hands of a few persons or corporations.



# RED ROSE TEA WAREHOUSE

INTERIOR VIEWS, No. 5



PACKING ROOM ON THIRD FLOOR.

In this room there are seven packing machines, together with electric automatic weighing machines and an electric motor which furnishes power for operating them. The teas feed into the automatic weighers from the hoppers on the floor above, and are weighed in 1 lb.,  $\frac{1}{2}$  lb.,  $\frac{1}{4}$  lb., or  $\frac{1}{8}$  lb. packages as fast as the operator can handle the packages; the output averaging about 4,000 per day for each machine. Some of the packing machines are run by electric power and press the tea into the packages instead of pounding it as is done with the hand packers. These presses are a new machine not in use by any other firm in Canada and are a very great improvement on the old one, as the pressing does not break the leaf near so much as pounding.

The packages, when completed, are placed in trays holding about 50 lbs. each and are then sent through an iron chute, which has an automatic, self-closing attachment, to the floor below where the packages are labelled.

On this floor there is a lunch room for the convenience of the men and boys employed in the building. It is fitted up with all the necessary conveniences and much appreciated by the workmen; this room is the only place in the building in which smoking is permitted.

The balance of the third floor is used for storing teas.

Next week a description of the labelling room on the second floor will be given.

**T. H. ESTABROOKS,** TEA IMPORTER  
AND BLENDER,

Branch Offices : Toronto, Winnipeg.

St. John, N. B.



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## DAIRYING IN DENMARK.

By P. B. Ball.

**A**S AN explanation of the premier position occupied by Danish butter in the English market at the present time, the following resume of an interview with one of the largest importers of Danish butter in Great Britain is not without interest:

### Uniform Quality a Feature.

In the first place the Danes see to it that the English housewife is able throughout the whole of the year to secure an article of uniform quality and fresh made every week. Denmark has a system of balancing her milk supply. Instead of having all her cows to calve in the spring, she has almost an equal number calving in autumn, which is the source of her additional supply at a period when her competitors (of the summer) are not in a position at present to successfully compete. Her exports to Great Britain are, indeed almost as large in winter as at any other period of the year—a very great advantage.

### Government Supervises Dairies.

The first consideration when a factory (for Danish butter is factory-made) has to be erected is to find a plentiful supply of pure spring water. Then a community of farmers arrange to deliver their milk daily, the produce to be divided pro rata. The factories are subjected to surprise visits by officials appointed by the Government, and any irregularity is reported and severely dealt with. Also a dairyman can call upon an expert in his district to visit the factory and find out the source of any difficulty which prevents the production of the desired quality.

Surprise examinations are also instituted by the Government, and at any moment a telegram may be received asking for a cask of that day's make to be forwarded for analysis, points being given for quality, texture and dryness. Yearly the sum total of points is published, and gold, silver and bronze medals are awarded for them.

## Cleanliness the First Law

Cleanliness is the first law with Danish dairymen. All utensils, and the walls and floors of glazed bricks, are daily cleansed with the aid of a powerful jet of scalding water from the boilers.

### Casks Branded to Avoid Deception.

Some people have stated that large quantities of Russian and Finnish butters are shipped from Copenhagen as Danish butter, but this is absolutely untrue. In the first place there is no butter arriving as good or as fresh from those countries as Danish butter, and an expert could not be deceived. It is true that many attempts have been made by unscrupulous merchants to deceive ignorant and inexperienced buyers; but it was suggested that every cask of Danish butter should have a stave bearing a mark of origin from top to bottom, and now almost every dairy uses the special "Lur-brand" on the side of the casks, which is the "hall-mark" of Danish butter.

### How Prices are Made.

Every week a committee of merchants in Copenhagen decide the price to be paid to the dairies after receiving the reports from the various markets in Great Britain. This price, however, is only nominal, and as much as five shillings per cwt. is paid above the quotation.

### Canadian Butter not Uniform.

The Canadians do not pay sufficient attention to the regularity of their butter, not differentiating between the products of the various creameries. Some Canadian butter is quite as good in quality as any Danish. The main difficulty, however, is that if a box of such is discovered in a shipment it is a rare thing to discover another like it even when all the boxes are similarly marked. It is not unusual to find as small a maximum as two boxes in ten which are even in color and quality.

### Butter Importations to Great Britain.

The following figures represent the quantity and value of butter imported by

Great Britain for the first five months of 1904 and 1903 respectively:

	Quantity.		Value.	
	Cwt.		£	
	1904.	1903.	1904.	1903.
Russia.....	120,405	113,379	566,182	524,296
Sweden.....	92,550	89,679	475,614	469,640
Germany.....	3,230	11,486	16,639	69,956
Denmark.....	764,542	774,990	4,013,199	4,259,652
Holland.....	109,767	132,807	540,851	669,536
France.....	145,856	151,962	788,378	825,203
United States.....	26,157	25,193	114,622	115,481
Victoria.....	151,726	17,879	709,689	87,206
New South Wales.....	116,681	2,123	543,114	19,457
New Zealand.....	221,546	169,082	1,053,602	844,163
Canada.....	12,083	7,323	51,069	35,074
Other countries.....	114,002	103,348	952,181	514,109
Total.....	1,878,545	1,599,269	9,425,143	8,414,773

### Refrigerator Service.

**B**OTH the Canadian Pacific and Grand Trunk Railways have succeeded in getting their refrigerator service in working order in Ontario and Quebec. The special cars are intended for the export and local delivery trade in cheese and butter. The Federal Government has agreed until September 10th to assume the cost of icing to the extent of \$5 on any number of cars up to 50. In this connection the following regulations have been issued:

"All cars supplied are to be properly iced, but it is suggested that a ton of ice per car, or possibly slightly in excess of this, will be all that is necessary to reduce the temperature sufficiently for the safe transportation of cheese; this, however, would depend to some extent upon the distance the car is to be hauled and the condition of the weather.

The full cost of ice supplied, on the basis of \$2.50 per ton of 2,000 lbs., as provided for by paragraph 8 of Freight Traffic Manager's Circular No. 33, May 2nd, 1904, must be billed forward to Montreal, on carload shipments for export or for local delivery, unless the shipper may desire to prepay charges if any, in excess of the five dollars per car, provided for herein, in which event the five dollars will be billed forward to collect.

The agent at Montreal will collect any excess over the charge of \$5.00 per car, except where the excess has been prepaid, and will receive instructions from the accounting department as to clearance of the charge which the Government assumes.

Should the total icing charges not exceed \$5.00, no collection will be made from the consignee.



# The Dominion Packing Company

LIMITED.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

*Charlottetown, P.E.I. Canada*

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

## Our Prices

are exceptionally low at the present time on

### Barrelled Pork Compound Lard Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

## BEECHNUT



## BRAND

## Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

**F. W. FEARMAN COMPANY,**  
PACKERS AND LARD REFINERS. Limited.  
HAMILTON, ONT.

# LONG CLEAR BACON.

We can offer splendid value in this line. Our Bacon is well trimmed. Cured in Cold Storage of uniform temperature. Consequently no rust.

**Write us for Special Prices.**

**The Park, Blackwell Co.,**  
PORK AND BEEF PACKERS, LIMITED.  
TORONTO, ONT.



# ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

**Peterborough, Hull  
and Brantford.**

**The George Matthews Co., Limited**

ESTABLISHED 1868.

Peterborough Hull Brantford


**GILLET'S GOODS**  
ARE  
**STANDARD ARTICLES**

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . .

- Magic Baking Powder.
- Gillett's Perfumed Lye.
- Imperial Baking Powder.
- Gillett's Cream Tartar.
- Royal Yeast Cakes.
- Gillett's Mammoth Blue.
- Magic Baking Soda.
- Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.  
(ESTABLISHED 1852)

**E.W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

We are buyers of 

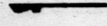
**Poultry,  
Butter  
AND Eggs.**

The best facilities for handling consignments. Up-to-date Cold Storage.

---

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.  **Toronto.**



PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—The provision market has been brisk and firm during the week under review. Prices rule at last week's level except in hams which show considerable strength and are up a half cent. There is every evidence that things are shaping for higher prices. The most interesting happening of the week was the shipment of ten cars of long clear bacon to England. It is seldom that any of this leaves this country, but it is probable that the strike in the United States has left its customers without supply and Canada is called upon to fill the demand. The price of bacon has not advanced but present quotations are firmer than last week. Things are dull in fresh meats and will be for a month. Light hogs are scarce and as a result have advanced 65 cents a cwt. We quote the following prices:

Long clear bacon, per lb.	0 07 1/2	00 07 1/2
Smoked breakfast bacon, per lb.	0 12	0 12 1/2
Roll bacon, per lb.	0 09	0 09 1/2
Small hams, per lb.	0 12 1/2	0 13
Medium hams, per lb.	0 12 1/2	0 13
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 08 1/2	0 09
Bacon, per lb.	0 13	0 14
Heavy mess pork, per bbl.	15 50	16 00
Short out, per bbl.	17 00	17 50
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07	0 07 1/2
" tubs	0 07 1/2	0 07 1/2
" pails	0 07 1/2	0 07 1/2
" compounds, per lb.	0 07	0 07 1/2
Plate beef, per 200-lb. bbl.	9 00	11 00
Beef, hind quarters	4 50	5 00
" front quarters	4 50	5 00
" choice carcasses	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	6 00	9 00
Hogs, light	8 25	8 25
" heavy	6 50	6 75

**Butter**—Receipts of butter are falling off considerably on account of poor grass and difficulties of shipping. Dairy prints are coming in much smaller quantities and in poorer quality, but there is still a great deal to be had. On account of decreasing shipments of dairy butter, creamery prints have advanced a cent a pound. There is still a large quantity of dairy tubs offering. Farmers, too, are making less butter on account of the low prices prevailing, and this has a tendency to harden the market. The following prices rule this week:

Creamery prints	Per lb.	0 18	0 19 1/2
" solids, fresh		0 16 1/2	0 17 1/2
Dairy prints		0 13	0 14
" in tubs		0 12	0 14

**Cheese**—The cheese market is showing little variation from week to week. Conditions are unsatisfactory and have been for a couple of months. The ruling price on the boards was about 7 1-2 cents. Reports from centres for the week ending July 25 are as follows:

Board.	Boxes.	Price.
Ingersoll	400	(no sales) 0 07 1/2
Campbellford	1,645	0 07 1/2
Peterboro	7,000	0 07 1/2-16 0 07 1/2
Woodstock	10,330	(325 sold) 0 07 1/2-16 0 07 1/2
Stirling	1,060	0 07 1/2
Pictou	1,655	0 07 1/2-16 0 07 1/2
Brockville	2,220	(no sales) 0 07 1/2
Kingston	1,235	(no sales) 0 07 1/2
Madoc	1,035	0 07 1/2-16 0 07 1/2
Tweed	635	0 07 1/2
Vankleek Hill	1,660	(1,200 sold) 0 07 1/2 * 0 07 1/2
Winchester	1,390	(no sales) 0 07 1/2
Listowel	2,895	(no sales) 0 07 1/2
Ottawa	1,957	(1,244 sold) 0 07 1/2 * 0 07 1/2
Perth	908	0 07 1/2-16 0 07 1/2

Perth	2,630	(few sold) 0 07 1/2	0 07 5-16
Napanee	1,385	(1,210 sold) 0 07 1/2	0 07 5-16
South Finch	1,500	(few sold) 0 07 1/2	* 0 07 11-1
Cornwall	2,042	0 07 1/2	* 0 07 1/2
Belleville	3,835	(1,730 sold) 0 07 1/2	
Alexandria	1,480	0 07 1/2	* 0 07 1/2
Lindsay	2,138	0 07 1/2	

Prices seem to be firmer at the same quotations as last week.

Cheese, new	Per lb.	0 08 1/2	0 08 1/2
" twins		0 08 1/2	0 09

Montreal.

**Provisions**—Receipts for provisions of all kinds have been heavy as may be evidenced from the fact that on Monday there arrived 100 barrels of pork, 46 packages of lard and 380 cases of tinned meat. Live hogs came in very freely during the first part of the week but there was a falling off on Tuesday, while the demand from the packers was very good indeed. The market held firm and the steadiness of last week was maintained. Selected lots sold at 5 to 5 1-2c weighed off cars. Fresh killed abattoir stock remained firm and the prices changed not, selling at \$7.75 for light weights and \$7.50 for heavy per 100 lbs. The season is good for hams and bacon and a fine trade has been done in these lines. We quote:

Canadian short out mess pork	\$17 50	\$18 00
American short out clear	16 50	17 00
American fat back	17 50	
Bacon, per lb.	0 12 1/2	0 13 1/2
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 07 1/2	0 07 1/2
" " " " tierces, per lb.	0 07 1/2	0 07 1/2
" " " " 60-lb. fancy tubs	0 07 1/2	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 08 1/2	0 08 1/2
" 12 5-lb. tins	0 08	0 08
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 53	
20-lb. tin pails, each	1 43	
Wood net, tin gross weight—		
Pure lard, pails	Wood.	Tin.
" tubs	1 57	1 70
" cases (6 10-lb. tins)	0 07 1/2	0 08 1/2
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

**Butter**—Everything is confused in the butter market. No one seems to be positive just what is being done or what is to be done. However, the situation is that extreme prices have been paid at country points by certain Montreal dealers. Mail advices say that these same folks have offered finest Eastern Townships' creamery at 17 1-2c for August-September shipment. This is fully 1-2 to 3-4c per lb. less than they have paid at country points. So there is a puzzle. To-day farmers realized 17 1-2c on spot for creamery (Quebec). Over 1,100 boxes sold at this price while for the finest Townships the ruling price was 17 3-4c. Some sellers claimed to have reached as high as 18c.

The exports of butter were heavy again last week and showed up well in comparison with those of last year at the same time; for instance, the total exports were 25,806 boxes and of this only 3,163 were through. Last season the shipments for the corresponding period were 17,870 boxes and in 1902, 28,117.

**Cheese**—There is a little better feeling in cheese. The price is now 1-8 to 1-4

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

When ordering  
**Macaroni**  
be sure to specify  
**Napoli Macaroni**  
You will get  
—a better article.  
—at a less price.  
—in a more saleable package.  
Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.  
**NAPOLI MACARONI CO.,**  
Hayter and Teraulay Sts.,  
TORONTO, CANADA

**Wilson's**  
**Fly Pads**  
(POISON)  
Sure Death to Flies  
Clean, Safe,  
Effectual.  
Stock the kind the housekeepers ask for.  
Avoid poor imitations.

**Egg Cases**  
—AND—  
**Woodboard Fillers**  
**BOTTOM PRICES.**  
**WALTER WOODS & CO.**  
Hamilton and Winnipeg.



of a cent in advance of what it was last week and not a pound has been moving at that even. Some considerable quantities of Quebec at 7 3-8 to 7 5-8e on spot were sold and on seconds there was an advance of 1-8c per pound more than they were selling for last week. Ontarios sold at 7 3-4c and Townships were selling at 7 1-4 to 7 5-8s. There were good sales of large quantities on the wharf at 7 1-4 to 7 3-8e. It is still believed that with the shipments nearly 40 per cent. behind what they were last year and with receipts less and country board offerings decreased, the farmers have no inducements to feed, which they were doing last year at this time. Some knowing ones declare that speculators are putting cheese away for future shipment as the ruling prices are extremely low and it certainly would not be a bad speculation.

The exports of cheese for the week ending July 26 were 79,034 boxes and of this

10,635 were through shipment. For last year at the same time 102,048 boxes were exported and for 1902, 138,896 boxes. The total shipments since the opening of navigation to date were 686, 718 boxes; for 1903, 950,909; for 1902, 780,178.

St. John, N.B.

**Provisions**—The market continues very dull. Pork is low. Beef seems fairly firm, but sale is very small. The continued low price of pure lard and the limited sale is disappointing to the trade. Hams and rolls have a light sale. In fresh meats, beef shows a rather smaller sale. Prices remain unchanged. Lamb has a large demand with prices lower and supply coming to hand freely. Mutton is not wanted. Veal is scarce. Little pork is offered.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	19 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 09	0 10½
Mutton "	0 05	0 06
Veal "	0 08	0 09
Lamb, "	0 08½	0 07½
Pork "	0 12	0 14
Hams "	0 10	0 11
Rolls "	0 08	0 09
Lard, pure, tubs "	0 08½	0 09½
" pails "	0 08½	0 09
Refined lard, tubs "	0 08½	0 09
" pails "	0 08½	0 08

**Butter**—The supply is large. Regular dealers have little business at this season as the farmer gets in close touch with the retailer and consumer. Prices are low.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair	0 12	0 14

**Eggs**—Eggs keep quite firm. It looks as if we would not see the usually very low summer prices.

Eggs, hennery	0 15	0 20
case stock	0 13	0 14

**Cheese**—The demand is not large for local consumption. Prices are hardly as firm.

Cheese, per lb.	0 09½	0 10½
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Winnipeg.

**Cured Meats**—The market is now firm and our quotations are as follows:

Hams, per lb.	0 12½
Picnic hams per lb.	0 08½
Breakfast bellies, per lb.	0 13
Breakfast backs, per lb.	0 10½
Long spice rolls, per lb.	0 10½
Long clear rolls, per lb.	0 08½
Short spice rolls, per lb.	0 10
Dry salt backs, per lb.	0 09½

**Lard**—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20 " "	1 80
" 10 " in cases	5 50
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails	1 75

The Brine Duty.

The United States Government has rendered a decision in the case that has been before the appraisers as to the proper duty on fish imported into the country in brine. The controversy arose over the fact that the Government collected duty on the brine as well as the

fish. The decision was favorable to the fish men. It means a considerable saving as it reduces the duty to be paid from \$3 to \$2 a barrel.

A Fine New Packing House.

A PROJECT of large proportions has just been launched in Montreal. A new packing company has been organized with a capital of \$500,000 and will carry on a meat packing business in that city under the firm name of the Montreal Packing Co. The leading shareholders will be the same as those of the English-Canadian produce house of Lovell and Christmas, Limited. Mr. R. M. Ballantyne and Mr. P. W. McLagan, who are the joint directors of the company in Canada, are responsible for carrying through the organization of the company. A large plant will be at once built at Point St. Charles and the chief energy will be devoted towards the exportation of hams and bacon. Mr. C. W. Bowman of Ingersoll, Ont., will be the new manager of the company.

Provision Notes.

A. McMaster's cheese factory at Ormond, Ont., has been destroyed by fire. The Wm. Davies Co. have purchased a site in St. Thomas, on which they will immediately erect a modern meat store.

HINTS TO BUYERS.


E. D. Marceau's offers this week should be highly interesting to buyers. Laporte, Martin & Cie's hot weather lines are very suitable now.

OFF THE ROAD.

L. Chaput, Fils & Cie., wholesale grocers, Montreal, are arranging for holidays for their travelers. All salesmen will be off the road from the 6th to 15th August, and it goes without saying that the boys will appreciate their breathing spell.

BISCUITS IN CARTONS.

Christie, Brown & Co., Limited, Toronto, are putting up their "Alexandra" and "Oswego" hard sweet biscuits in 1-2 lb. cartons packed in tins. These packages should please the trade as they are not only handy, but will avoid the breakage which sometimes takes place in biscuits when put up in bulk.



**If  
Peacock  
Mince  
Meat**

was not all we say it is it would not get repeat orders.

Get it from your wholesaler.

**The Bates, Peacock Co**  
HAMILTON, ONT.

1904 **Canadian** 1904  
**National Exhibition**  
Toronto, Ont.  
August 29th to September 12th

Largest and finest exhibits of Canadian manufactures, agricultural products, live stock, etc., ever shown. New buildings, improved facilities and greater variety of attractions than ever.

"BLACK WATCH BAND"

The Band of the "Black Watch" (the famous 42nd Royal Highlanders) will attend the Exhibition, by permission of his Gracious Majesty the King and officers of the Regiment, and will play three concerts daily throughout its entire course.

THE RELIEF OF LUCKNOW

The grandest pyro-military display ever seen in Canada will be presented before the Grand Stand each evening with hundreds of performers, brilliant costumes, gorgeous pyrotechnic setting, and assisted by the pipers of the "Black Watch."

SPECIAL ATTRACTIONS

"Dare-Devil Schreyer" in his leap from a bicycle 108 feet into a tank of water; **The Bickett Family**, world-famous aerial acrobats; **Winschermann's Wonderful Trained Bears**; **Adje's Troop of Lions**, the most remarkable group of trained animals in the world, and many other acts of equal merit.

Special Railway Rates.  
Ask your Station Agent for Particulars.

Remember the Dates,  
August 29th to September 12th

W. K. McNAUGHT, President  
J. O. ORR, Secretary and Manager



— "KOLONA" and "MAY-TECKS" TEAS —

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The  
IDEAL  
Break-  
fast  
FOOD

**WRITE, WIRE OR PHONE**

**US**

**AT OUR EXPENSE**

**FOR YOUR REQUIREMENTS DURING TRAVELERS' HOLIDAYS.**

**WE GUARANTEE**

**PROMPT SHIPMENT AND LOWEST PRICES.**

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

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— "GOLD MEDAL" and "EMPRESS" COFFEES —

## Fresh and Cured Fish

### Shrimp Fishing.

SHRIMPS are generally caught in from 25 to 30 fathoms of water where the tides are sluggish, but near a strong current, or else in the same depths near the mouths of rivers, evidencing to me they feed after the manner of oysters. They are also migratory; they become uneasy when fished and are constantly shifting their grounds, sometimes but a few rods, and at other times a mile or more. This habit of theirs makes it necessary for the fishermen to constantly study the condition of the tides and weather that he may re-discover them promptly.

The appliance used in taking them is a modification of the beam trawl constructed of iron or of pipes, with runners on the bottom. These "frames" average about sixteen feet in length by three feet in height, the sack or net averaging about fourteen feet.—Pacific Fisherman.

### Funny Fish is the Puffer.

The funniest little fellow in salt water is the puffer, or swell fish. Fishermen call him the blow fish.

When he is swimming around at ease, with nothing to alarm him, he looks queer enough, for the skin of his abdomen is all loose and wrinkled, and he has such a funny little tail and such ridiculous little fins and such a big, three-cornered head that he looks entirely absurd. His mouth, instead of being big and gaping, as most fish mouths are, is only a tiny round hole at the end of a pointed, conical snout. Out of this circular mouth protrude his teeth, like those of a rabbit.

He would be about as homely a fish as could be made if it were not for the beautiful orange and yellow and silver coloring that play all over him.

But queer as he looks when he is at ease, it is only when he is frightened or

excited that he becomes really funny. If he is hooked, for instance, he comes to the surface grinding those protruding teeth so that the sound can be heard a good many feet away. And then, as soon as the hand touches him, he begins to grunt hoarsely, and with each grunt he swells a bit, till within a few moments he has puffed himself so full of air that he is quite round and firm, like a ball. So thoroughly does he distend himself with air that when the fishermen hurl him at the water with all their force, as they often do, he will bounce just like a rubber ball.

If he is dropped into the water after blowing himself full of air he floats on it as lightly as thistledown, and he will stay that way until he has assured himself that danger has gone by. He does the same when he is pursued by other fish. And, as he floats almost entirely out of water, with only a little bit of his hard, spiny body sunk under the surface, very few fish can hurt him once he is inflated.

### Fish Notes.

The Government is contemplating the establishment of a fish hatchery on an extensive scale at some point on Lake Huron or the Georgian Bay, namely, Sarnia, Goderich, Owen Sound, or Collingwood. A representative of the fisheries department will shortly visit these places to decide where it shall be located.



**Grocers—If you want to give  
your Customers the Best  
Value for their money and  
thereby build up your Tea  
trade, give them**

## **Blue Ribbon Ceylon Tea**

Push the Red Label—40c., worth 50c.

**NONE SO GOOD**

*To every grocery traveller in the  
Dominion of Canada—*

If you are interested and would like  
to get an *endowment policy FREE*,  
or at least with small effort, write us  
particulars.

*—Wishing you all a pleasant holiday.*

**Snowdon, Forbes & Co., - Montreal**



## THE TRAVELERS AND THEIR HOLIDAYS

### HOW THE DRUMMER BOYS ARE SPENDING THEIR VACATIONS.

ON August 1 the grocery travelers enter upon their well-deserved Summer holidays, extending over two weeks.

No one place seems to have been singled out as a special favorite this year, and during the next few days our drummer boys will be making themselves scarce over the country, honoring with their presence every place that merits the title of Summer resort. The Grocer has much pleasure in wishing one and all of the fraternity of the gripsack a very happy holiday, and hopes they will not forget for the time being to cast aside entirely the load of care and worry attending the vocation of the traveling man. Many they not be afraid to stow away credentials in grips for the next few weeks, and enjoy life "according to nature" like any other holiday seeker.

The Grocer has attempted to improvise a travelers' directory, extending over the next few weeks, for the special benefit

T. A. Wilson will listen to the wee small voices of nature at Garret's Rest, Rideau Point.

R. A. Smith will continue his Summer outing at Burlington Beach, Hamilton.

J. A. Milne will go on a fishing excursion up the lakes.

J. A. Montgomery will journey to New York and Coney Island, that Mecca of pleasure seekers.

H. C. Baker will take in the river and lake trip through the Thousand Islands to Montreal and Tadousac.

D. Casey will holiday at Niagara Falls and Crystal Beach, New York.

J. W. Mabce, the coffee king, will renew his youth in Bay City, Mich., incidentally taking in Chicago and the St. Louis Fair.

M. A. Muldrew will disport himself at Roache's Point, Muskoka.

T. S. Grant expects to put in two weeks at Onondagua, New York.

J. W. Charles will take a trip to Toronto.

F. J. Blackburn will rusticate at Forest Hill, Ont.

J. H. Lehman will be found at Ringwood, Ont.

C. E. Kyle will recuperate at the Welland House, St. Catharines.

J. W. Shouldice will inhale the ozone of Honey Harbor.

W. J. Bradley will assist his brother, J. W. Shouldice, in his devotions at Honey Harbor.

F. Menzie will holiday at Niagara Falls.

\* \* \*

Representatives of Lucas, Steele & Bristol, Hamilton:

H. Hickey has left on a trip to the Northwest.

Jas. Price will enjoy the holidays at home, taking care of the baby.

Billy McPherson will be off on his usual fishing tour, but has kept everything very quiet.

Thos. Edwards is going back to his old occupation on the farm to recuperate.



Traveling Men Without Credentials.

of anxious friends at home, and presents the following list:

From the Eby-Blain Co., Toronto:

F. J. Watson will be found at his Summer cottage, Presqu'Isle, near Brighton, Ont.

J. W. Borsbry will divide his attention between the sights at the Soo and a voyage of discovery in New Ontario.

R. W. Ritchie expects to take part in a geological survey of the Georgian Bay District.

W. T. Wickham will enjoy the balmy breezes of New York City.

J. A. Taylor will enjoy the pellucid waters of Lake Simcoe.

J. P. Thompson will be found at Orchard Beach, Lake Simcoe.

H. A. Ernst will spend the holidays in Muskoka.

W. P. Eby will experiment with fishing tackle on the Georgian Bay.

\* \* \*

Representatives of H. P. Eckardt & Co., Toronto:

F. Anderson will spend the holidays at St. Thomas.

W. T. Harris will put in his time between Port Stanley and Hamilton, studying out how to manipulate some new change sheets recently received.

Nat Irvine will likely be seen a good deal around Hamilton Beach and on the Turbinia. His fishing days are over. He says he has a surfeit of it.

W. T. Orton is still a tender-foot and Hamilton has too great attractions for him to get outside of the city limits. He is held pretty tight there.

G. F. Foote, who is on the north trip,



will probably spend his time around Manitoulin Island.

Representatives of the E. W. Gillett Co., Toronto:

J. F. Holden, J. W. Powell, and other Ontario representatives of E. W. Gillett Co., will enjoy their usual two weeks' vacation, beginning August 1. The above named gentlemen will put in the two weeks at their homes in Toronto, as they do sufficient traveling during the balance of the year and do not care for any during the vacation period.

Representatives of Davidson & Hay, Toronto:

W. B. Smith will spend his vacation at his roost sur le mer.

W. Anderson will take an experimental course in farming at his Niagara fruit farm.

A. D. Leslie will join his brother travelers at Roache's Point.

W. T. Bowes will spend his holidays at Lindsay.

C. Shields will take a trip across the lake to Saratoga, N. Y.

F. C. Ramsey will holiday in Muskoka.

Sam Qua will remain in Toronto.

Representatives of John Sloan & Co., Toronto:

C. F. Sharpe will spend his time at Port Stanley.

W. H. Maxwell will go back to the wild regions of Strawberry Island, Lake Couchiching.

E. G. Williams will spend his vacation at Waterloo, Ont.

E. G. Jones will spend part of the time in Toronto, cutting the lawn, and part visiting in Michigan.

J. H. Devaney will take part in the golf tournament at Old Orchard Beach.

J. Owen will spend his time between Munro Park and the baseball grounds.

J. B. Mayled will seek relaxation among the Thousand Islands.

J. Hayden will visit the World's Fair and Arkansaw.

F. M. Tait will take daily constitutions on the Oshawa Beach.

C. S. Parsons will join his wife and family at Beaumaris, Muskoka.

H. Brett will take the Montreal and Thousand Islands trip.

Representatives of Warren Bros. & Co., Toronto:

W. Glover will indulge in sea bathing at Saratoga, to reduce his avoirdupois.

W. B. Dack is away back in the pine woods of Muskoka chasing mosquitos and incidentally picking up a bass or two.

D. J. Warren will be found at Niagara-

on-the-Lake, playing tennis and keeping an eye on the fair damsels.

Representatives of F. W. Humphrey, Toronto:

T. Dowswell will spend his holidays fishing and hunting on the Moon River.

T. L. Willis will try his luck at fishing on the Trent River.

J. B. Dingwall will go on a cruising trip to Charlotte, Bay of Quinte, and Brockville.

W. A. Mitchell will take the trip to Mackinac.

W. Corrigan will rusticate at Lucknow, Ont.

W. Totten will be found at Owen Sound.

E. F. Walker has joined a kodak party in Muskoka.

Representatives of T. B. Escott & Co., London:

W. E. Eardley will likely visit friends in the north.

W. H. Escott will spend his holidays at Port Stanley.

Erle Insley will take a quiet rest at his home in London.

J. C. Bowers is intending a trip up the lakes.

B. L. Moorehouse will spend his holidays at the Soo.

F. Mayhew will spend his holidays in Ridgetown.

Representatives of the R. & J. H. Simpson Co., Guelph:

W. H. McWatters expects to take in the Mackinac trip.

J. R. McDonald will camp at Muskoka.

E. S. Little will spend his holidays at Puslinch Lake.

A. M. Magee will enjoy the Highlands of Muskoka.

Representatives of Lind, Kerrigan & Co., London:

R. G. Lind will be found at Springbank, Ont.

W. A. Banghart will rusticate at Kilworth, Ont.

N. M. Ripley will spend his holiday with nature at Komoka, Ont.

F. Kerrigan will take a trip to Pond Mills, Ont.

Representatives of James Lumbers, Toronto:

J. H. Lumbers will spend the holidays with his family at Beaverton.

A. Dilworth will enjoy the scenery on the Welland Canal.

#### Condensed Sentiment.

The English custom of abbreviating familiar phrases by using the initial letter of each word is one of the first to arouse the interest, and occasionally the amusement, of Americans.

"R. I. P.," signifying "Rest in peace," is frequently inscribed on monuments; and recently on a very old stone a tourist discovered an epitaph which read something like this:

"Here lieth my beloved wife,  
ELIZABETH ANNE,  
Born— Died —  
Let her R I P."

#### Story of the Green Ticket.

Jenkins had left college, where he had lived rather fast, but now meditated matrimony and settling down. As an old aunt had died and left him a little money, what was more natural than that he should redeem some of his many articles of clothing which he had deposited with his "Uncle Ike" in the days of necessity?

By sad mishap, however, the obliging relative forgot to remove the tickets, which led to an embarrassing contretemps on his return home.

Full of kindness and pride for her dear boy, his mother, on his return to the parental home, insisted on unpacking his boxes. In doing so she first discovered an overcoat with an ominous looking label upon it.

"What a nuisance!" said Jenkins in answer to her expression of surprise. "They must have forgotten to take off the ticket at the ball at Smith's when I left my overcoat in the ante room."

Mamma was satisfied, but when, shortly afterwards, she found a pair of trousers bearing a similar label, imagine the puzzled surprise with which she exclaimed:

"But surely, my darling, you didn't leave these in the ante room, too?" — Tit-Bits.

#### A Birth They Expected.

Little three-year-old William Bryans had long wished for a little baby at his home. One Winter day he said to his mother:

"Mamma, where do babies come from? Where did Aunt Jennie get little baby Allen?" His mother explained to him that God sent the babies, and if he so much wanted a little baby he must ask God, so that night he ended his usual prayer with a petition for a tiny little baby.

"It will be here when we wake in the morning, won't it, mamma?"

"No, William, God won't send it so soon; it is cold, and we would not be ready for it; we will wait until it gets warm and the leaves come out on the trees, and the grass gets green, and the flowers come, then God will send it."

Now of all this conversation the father was ignorant, and what was his consternation when one day in early Spring William was standing by the window and suddenly exclaimed:

"Look, papa, over there the grass is coming up all green; pretty soon God will say, 'It's time for Bryans's baby.'"



# HOLIDAYS

For two weeks, commencing Monday, August 1st, our travellers will be withdrawn from the road to enable them to enjoy a well-earned rest. We therefore ask our customers, who we know are in sympathy with this movement, to Telephone or Telegraph their orders at our expense.

## PROMPT SERVICE

**WARREN BROS. & CO., TORONTO**

Our reputation has been made on

## Quality of Coffees and Spices

and we don't intend to lose it.

**Todhunter, Mitchell & Co., 7 FRONT ST. EAST, Toronto**

EVERYBODY WANTS

# “FREEDOM”

**SCOTCH WHISKY**

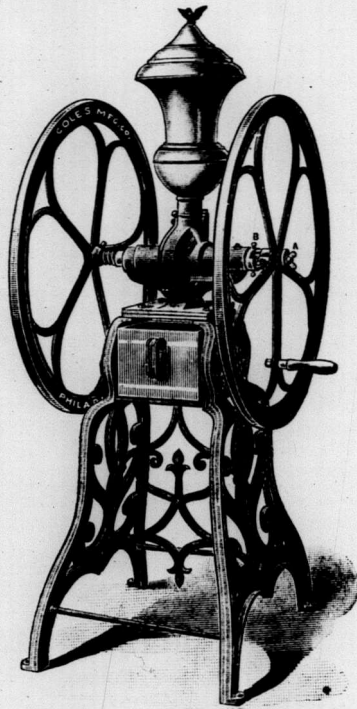
(Thoroughly matured in wood.)

**MacLEAY, DUFF & CO.,  
GLASGOW, SCOTLAND.**

**B. O. BELAND,**

**Agent, - 1684 Notre Dame Street, - MONTREAL.**





No. 17. List Price, \$40.00.

# Goles Goffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT  
LABOR-SAVER.**

*Our Grinders wear longest.*

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

**Coles Manufacturing Co.**  
PHILADELPHIA, PENNA.



## "Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

**J. H. Todd & Sons, - Victoria, B.C.**

# COFFEES



Have you realized that we use only the best Java, Mocha, Bogota and Mexican Maracaibo coffee in our blends?

The cup quality of these goods has secured, and is holding for us, the biggest and most particular trade in Canada—these buyers are making money out of our blends; why shouldn't you?

We import direct from the country of growth.

Our machinery is of the very latest and most improved type and is operated by experienced experts.

Every roast is carefully graded and cleaned and all foreign substances are thrown out.

Carefully packed in attractively labeled air-tight tins, weighing from 25 to 125 lbs.

See our salesmen, or write direct for sample tin of Brazilian, Rio or Santos grades—we will guarantee the quality of these blends or you may return the tin at our expense.

## GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Makers of Grocers' High-Class Specialties.



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Kinnear, T., & Co., Toronto.  
Laporte, Martin & Cie., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Provost & Allard, Ottawa.  
Snowdon, Forbes & Co., Montreal.  
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"Ozo" Co., Montreal.  
Upton, Thos., & Co., Hamilton.

**Jelly Powder.**  
Gorman, Eckert & Co., London, Ont.

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Napoli Macaroni Co., Toronto.  
Tippet, A. P., & Co., Montreal.

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Batty & Co., London, Eng.  
Capstan Mfg. Co., Toronto.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Downey, W. P., Montreal.  
Eby, Blain & Co., Toronto.  
Flett's—Rose & Lafamme, Montreal.  
Gorman, Eckardt & Co., London, Ont.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
Parke & Parke, Hamilton.  
Patterson's—Rose & Lafamme, Montreal.  
Taylor & Pringle, Owen Sound.

**Polishes—Metal.**  
Oakey, John, & Sons, Montreal.

**Polishes—Stove.**  
Morse Bros., Canton, Mass.

**Pottery.**  
Foster Pottery Co., Hamilton, Ont.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Rose & Lafamme, Montreal.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Shelf Boxes.**  
Bennett Mfg., Co., Pickering, Ont.

**Soap.**  
Duncan Company, Montreal.

**Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
Maiden, J. H., Montreal.

**Steel Shingles.**  
Metallic Roofing Co., Toronto.

**Store Lighting.**  
Auer Light Co., Montreal.

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Castle, F. J., Co., Ottawa.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Lafamme Montreal.  
Ratray, D., & Sons, Montreal.

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Batter's—Rose & Lafamme, Montreal.  
Downey, W. P., Montreal.  
Eby, Blain Co., Toronto.  
Lytle, T. A., Co., Toronto.  
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Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Dutch Chemical Works, Amsterdam, Holland.  
Eby, Blain Co., Toronto.  
Estabrooks, T. H., St. John, N.B.  
Ewing, S. H. & A. S., Montreal.  
Gillard, W. H., & Co., Hamilton.  
Japan Tea Traders' Ass'n.  
Kinnear, T., & Co., Toronto.  
Laporte, Martin & Cie, Montreal.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Todhunter, Mitchell & Co., Toronto.  
Wood, Thos., & Co., Montreal.

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Canadian Vinegar Co., Montreal.  
Hill, Evans & Co., Worcester, Eng.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Provost & Allard, Ottawa.  
Wilson, W. H., Co., Tillsonburg.

**Washing Compound.**  
Keen's—Frank Magor & Co., Montreal.  
Reckitt's—Gilmour Bros., Montreal.

**Wines, Liquors, etc.**  
Beland, B. O., Montreal.  
Laporte, Martin & Cie, Montreal.

**Woodenware.**  
United Factories, Toronto.  
Woods, Walter, & Co., Hamilton.

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Windsor, Ont

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The Importers, Montreal





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Montreal.

**The MacLean Publishing Co.  
Limited**

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**New Advertisements.**

Lake Huron and Manitoba Milling Company,  
Goderich.

**A HEALTH TO THE TRAVELERS.**

THE GROCER has many good friends among the commercial travelers representing the wholesale grocery houses of the Dominion. As a mark of appreciation of past kindnesses received at their hands, this week's issue is gratefully dedicated to them. At the same time the hope is expressed that the future relations of the travelers and their trade organ will be as cordial and friendly as they have been in the past.

The travelers are now about to give up the cares of business and enjoy a well-earned vacation, and certainly the ardors of the past Winter were sufficiently severe to make the present holiday a well-earned one. Possibly no vocation entails the endurance of more inconvenience and weariness than that of the commercial traveler. The change from place to place, the exposure to various climatic conditions, the poor fare, the absence of home comforts, the loss of business, are all very real evils, though the traveler seems to put up with them

all with callous indifference. A relief from these cares is certainly welcome and should be accorded ungrudgingly.

**THE DOMINION EXHIBITION.**

AS an indication of the growing importance of the Canadian west, the Dominion Exhibition, which was opened this week at Winnipeg, is significant. Such an exhibition is never held in a city or province only just coming into existence. It is only possible where a community has reached a high state of development, intellectually and materially. The Winnipeg Exhibition accordingly marks a new phase in the history of western Canada, and a turning point in its career.

That the people of eastern Canada are alive to the importance of the west has been demonstrated by the number of exhibits, as well as by the number of representatives, sent west by eastern firms. A few years ago the managers of such firms would never have countenanced such a step. To-day they are only too anxious to improve their footing in the west.

The exhibition will undoubtedly be of the greatest benefit, not only to exhibitors but to the nation generally. No better way of bringing east and west into sympathetic touch could have been devised. Visitors to the exhibition, seeing the interest taken by the east in their city and country, will appreciate their fellow-Canadians more, and easterners will understand better the magnitude and needs of the west.

**DOG FISH UTILITY.**

SOME time ago The Grocer went into a full explanation of the dogfish question. In Parliament the other day the subject was exhaustively treated. No one had a word to say in favor of the pest though it sometimes is the case that there is "a soul of goodness in things miscalled evil."

Mr. Prefontaine, for instance, said that the fish were used for food in certain parts of Europe but that on this continent they were considered too coarse to eat. Mr. Ross of Victoria, N. S., was of the opinion that they might be used for canning purposes and the

"results" could be sent to China or Japan where the inhabitants were not so sensitive as to what they took for food. Mark the word "results." Perhaps Mr. Ross used the word judiciously, for why should not the fish be canned?

The extraction of oil is not exactly profitable because it only sells for 15 cents a gallon, but Mr. Macpherson of British Columbia pointed out that out there the people had not waited upon the Government but had established oil refineries and had made a success of oil extracting, while the offal was used for fertilizing purposes.

If the pest is as bad as is reported from the Atlantic coast then the bounty system is certainly the best possible method of getting rid of it.

The discussion in the House was very interesting, though it would appear as if certain members made rather a joke out of a very vital issue as far as Canadian fisheries are concerned.

**THE HIGH PRICE OF LIMES.**

QUITE a stir was caused in the green fruit trade of Montreal by the exposure in The Grocer of the extortionate price of limes in that market. Further details were supplied regarding the causes for these fruits being so expensive. For instance, in a case of limes, there are about 60 dozen. A case costs originally \$1.50. If imported direct they would cost about \$1.67 a case, with freight of course to be added. Barrels of limes cost \$3.50 originally, and the average barrel contains about a little over 800 limes. It was in this manner that Mr. Russel-Murray imported his limes from Dominica, and which were sold at the low price of 5c a dozen, and at that price made a handsome profit.

Even fruit that is not imported direct can be sold at a great deal less than 25c a dozen, as may be proven by the following figures: There is a duty of 1c a pound on the arrival of the limes in New York, and an additional levy of 30 per cent. on the value of the package. When these goods are reshipped to Canada another duty of 25c a case has



to be paid, and 55c on barrels (specific). Thus with freight, duty, and all charges included, limes can be laid down in Montreal at \$2.45 a case.

These figures were supplied by an importer and he stated that that was exactly what it cost him. Hence it will be seen readily by dividing \$2.45 by 60, that it leaves the cost of limes at about four and a fraction of a cent, per dozen. Why then should such a price be asked as \$1.25 per hundred? Wholesale fruit men will say that their limes are cultured limes, that they are specially grown, and that they are of fine quality. This all may be true, yet the British commissioner from the West Indies in Montreal, states that the lime is a fruit that grows wild in the tropics, and that it requires little culture, and that there are no such things as cultivated limes, which are sold in Canada under this falsified pretext. This gentleman has no intention of antagonizing the lime trade, but on the other hand is ambitious to broaden the sale of the fruit. If the price could be reduced, a more general consumption would at once set in, and it would be better both for producer and consumer. At any rate the trade has had its eyes opened to the situation, and it is the duty of the fruit men to do something. Enquiry at different groceries during the week elicited the fact, that in several instances limes had been reduced in price.

#### CALIFORNIA FRUITS.

THE outlook for California fruits this season is a very good one providing there are no drawbacks. Reports from all sections are very favorable. The fire which recently destroyed some 800 tons of raisins will help to reduce carry-over stocks some and clear the market for new fruit. Any old fruit carried over will very largely be used up for wine making.

Prices of new crop to hand are such as to augur good business, in fact, they are so low that the question of profit to packers is a very doubtful one.

The new crop seeded raisins, taking the average all through, will run fully as low, if not lower than old crop seeded. Loose muscatels can be bought for delivery in October and November, 3 crowns at about 6 1-2 to 7c duty and freight paid, though it is highly probable that the present excessively low prices will cease as suddenly as they were made. Apricots are firm and opening prices for jobbers will be equal to about 13 to 15c according to grade. Peaches also are reported as limited, prices ranging from 9 1-2 to 12c, according to grade.

In prunes a considerable number of orders have been placed already and prices will rule about 1-4c below last year's figures. There is little doubt but that many old prunes will be sold as new crop and buyers will have to rely entirely upon the character of the shippers. It will be wise for Canadian buyers to stick to standard brands and well-known responsible shippers.

Over-grading may be expected to be resorted to and 2-crown mixed with 3-crown and 3-crown with 4-crown. Taking the California market on the whole it offers very favorable inducements to the Canadian trade.

In California canned goods, generally speaking, prices are somewhat higher than last year, the advance in peaches being the most striking on account of the scarcity of lemon clings. Orders for canned goods are reported as being about the same as last season.

#### NECESSITY FOR KEEPING BOOKS.

AN important amendment has been made to the law regarding fraudulent debtors, which has just received the signature of the Governor-General in Council.

It provides for the imposition of a fine of eight hundred dollars and one year's imprisonment on any person who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not, for five years next before such inability, kept such books of account as, according to the

usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors.

In other words, the Act shows the necessity of keeping books of account of sufficient clearness of detail to give a proper explanation of the course of any business.

#### A TITLED BILLHEAD.

Billheads bearing the names of titled men are so rare in Canada as to be a matter of note. In fact there is probably only one man in the Dominion who makes use of such a billhead, and that is Sir William C. Macdonald, of Montreal, the great tobacco manufacturer. In England, on the other hand, firm names are frequently seen bearing the names of men of title. There the conferring of a title is looked upon as an appropriate way of recognizing a man's prowess in business.

#### CHANGE IN SELLING TERMS.

The retail grocery trade of the Province of Quebec will be interested in proceedings taken by the wholesale grocers of Quebec at the last meeting of the executive of the Dominion Wholesale Grocers' Guild. With the object of rejuvenating trade, and after hearing reports from experts on the subject, as well as the advice of a number of the leading Quebec grocers, the Quebec section of the guild decided unanimously to sell all groceries, wines and liquors, with the exception of teas, on a basis of 30 days' net, or one per cent. 10 days.

It is anticipated that the new arrangement will profit the grocery trade generally. A leading wholesale grocer who attended the executive meeting in Montreal, when questioned by The Grocer, said the whole thing had been brought about by one man, who at the risk of personal sacrifice compelled the majority to fall into line.

It is thought that a similar scheme will be adopted by the wholesale trade of Ontario, it being manifestly an advantage where as high a percentage as 75 of the goods sold is on a basis of 30 days' net.



### DEFECTIVE FRUIT JARS AND LAMP CHIMNEYS.

A CORRESPONDENT in the Montreal Herald this week calls attention to a complaint of the quality of fruit jars. He states that a close examination will show that a jar on which the rubber ring is laid will reveal two little ridges, one on each side. These are mould marks, due to badly fitting moulds, or carelessness in making the jar. It is claimed that when the fruit is put in and the top screwed down, there will be a leak at these mould marks. He also claims a defect in the glass tops, stating that a roughness on the top tears the rubber ring.

He also calls attention to poor lamp chimneys, the principal fault being found with the fact that they are not evenly finished, and would not stand if placed on a perfectly smooth table, or counter, and when put on the lamp cause the light to flicker and smoke the chimney, from naturally improper combustion.

In conclusion he writes as follows: "It is a pity that manufacturing concerns that are granted protection, as against imported articles, cannot be compelled to turn out a better quality of goods. Our Government should have the power to admit goods free of duty when it is shown that our manufacturers are taking advantage of the tariff to produce inferior goods."

A representative of The Grocer called upon the John L. Cassidy Co., Limited, and Barnard & Holland, two leading crockery and lamp goods houses in Montreal. Mr. Boyle of the former company stated that the complaint, as far as their house was concerned, was a new one, and added that during the past few years they had not heard of a single fault in connection with the jars handled by them. The same also applied to lamp chimneys. In company with the representative of The Grocer, an examination was made of their stock, and it was found that the jars were as stated, perfect in every respect. Mr. Boyle very appropriately remarked that if there was any complaint their travelers would certainly have heard of it before this.

Canadian manufacturers have every facility and experience in turning out jars equal to those imported. The only reason for complaint on the part of the Herald's correspondent would appear in the fact that possibly he has had passed off on him, either a cheap lot of

culled goods, or secured some very old stock.

Mr. Barnard, of Barnard & Holland, stated that they did not make a specialty of handling fruit jars, and also said that from his personal experience he had found no reason to complain of Canadian manufacture.

The writer of the letter, from his concluding paragraph, is evidently a representative of some American, or other foreign concern, undoubtedly imbued, from business reasons, with free trade ideas.

The Grocer would be pleased to have those interested, throughout the country, favor it with their views on this question. If there should be any cause for complaint the attention of the Canadian manufacturers of fruit jars and lamp chimneys will be called to the matter.



The late Mr. D. J. Kelly.

#### DEMISE OF MR. D. J. KELLY.

As The Grocer was going to press last week a message was received announcing the sudden death of Mr. D. J. Kelly, at Ponoka, Alberta, on July 19. Mr. Kelly was a comparatively young man, being only 35 years of age, and until last July had spent practically his whole life in the grocery trade of Toronto. When a mere youth he entered the firm of T. Kinnear & Co., wholesale grocers, where he served an apprenticeship of five years. In 1890 the present retail grocery firm of Kelly Bros., at 90 Queen street east, was started with Messrs. D. J. and H. D. Kelly as partners. Mr. Kelly continued in business with his brother until last Summer, when, on account of ill health,

he was compelled to seek a drier climate. Moving to Alberta he bought and stocked a large ranch. From time to time encouraging messages were received by eastern friends of Mr. Kelly's improving health and prosperity in business, and on this account the news of his death came as all the greater shock.

Mr. Kelly was president of the Toronto-Retail Grocers' Association in 1901, the year in which the association voted down trading stamps and secured early closing, but before and since, up to the time of his removal from Toronto, he was considered one of the most active and influential members of the association. Mr. Kelly was also past master of Orient Masonic Lodge, Toronto, a member of McKinley Orange Lodge, and prominent in A. O. U. W. circles. He took active interest in athletics, having served on the racing board of the C. W. A. for years. He was also a member of the Atheneum and Ramblers' Clubs.

The funeral was held from the residence of his brother, 44 St. James avenue, Toronto, on Tuesday, July 26th, to Mount Pleasant cemetery.

#### IMPORTANT VISITORS COMING.

At the annual convention of the Canadian Manufacturers' Association, to be held in September next in Montreal, many distinguished visitors will attend. Among these will be the Hon. A. B. Morine, and Sir Robt. Bond, of Newfoundland. It has been officially stated that the mission of these visitors will be to discuss with the business men of Canada the question of confederation with the Dominion. For years the officials of the association have watched the development of trade between Canada and Newfoundland. In all their workings they had in view a still higher purpose, namely, the rounding out of confederation by bringing Newfoundland into the Dominion. It is firmly believed that the time now is opportune for bringing in Britain's oldest colony. Much enthusiasm has been created in commercial circles by the announcement of these facts, and the final outcome of the conference will be waited for anxiously all over Canada.

Another feature of the convention will be the visit of Hon. R. H. McCarthy, Comptroller of Customs of Trinidad, who has been specially invited. His visit will create a better trade understanding between Canada and the West Indies, and it is hoped it will result in the formation and passing of a reciprocity treaty between Canada and the islands. Following this consummation, so much to be wished, it is likely that a modern steamship service will be immediately inaugurated between Canada and the Indies, and it is said that the Elder-Dempster Co. will be only too willing to talk over the matter with the Canadian representatives.



# Annual Outing of Toronto Retail Grocers.

NIAGARA FALLS AND BUFFALO, WEDNESDAY, JULY 27, 1904.

At the outset The Grocer wishes to congratulate the Toronto Retail Grocers' Association on the huge success of their annual Summer excursion to Niagara Falls and Buffalo, on Wednesday of this week, without a doubt the most enjoyable excursion that has gone out of Toronto this season. The retail grocers have now held eighteen of these outings, each seemingly eclipsing the one before it. That of Wednesday, July 27, 1904, however, must be considered in a class by itself, according to the verdict of over 750 holiday seekers, grocers and their friends, who were enthusiastic and even demonstrative, which is saying a great deal for a sedate Canadian grocer, over the jolly time provided for them by the



F. W. Johnston, President, Toronto Retail Grocers' Association.

Toronto association. Much credit is due to the committee for the admirable way in which they handled the big crowd. The stalwart form of President Johnston was to be seen everywhere and all the time, except for a brief period after Buffalo was reached, strange to say, looking after the comfort of his guests. It was like a big at home instead of an excursion, where every one seemed to know everyone else. Some one on the boat was heard to say, "Why that big man shows quite as much interest in the crowd as if he were the mother of a brood of chickens." Secretary Nettlefield ably assisted the "big man" in his arduous task, and it is in

no small measure due to the indefatigable efforts of this "duo" that the day went with such eclat.

The excursion committee was composed as follows:

F. W. Johnston, president.  
H. Kelly, vice-president.  
J. T. Schoales, treasurer.  
E. B. Nettlefield, secretary.  
R. B. Snow, D. Bell, B. Panter,  
R. W. Davies, F. Thorne,  
R. VanLoon, T. Clark.

The excursion left Yonge street at 7.30 a. m., by the Niagara Navigation Co.'s boat Chippewa, arriving at Niagara-on-the-Lake at about 10 o'clock, after a delightful sail across the lake. By the time this stage was reached the party had become gay and resplendent with badges of all kinds and colors, prominent among them "Grocer" souvenir badges of white silk embossed in blue. The latter were in particular demand among the ladies—because they were so artistic, as many of the fair damsels remarked. That every grocer wore one goes without saying, but the small boy, by fair means or foul, succeeded in obtaining whole strings of them, which he proudly pinned on his diminutive form wherever a pin would stick.

At Niagara-on-the-Lake the party separated, about 250 taking the Gorge route to the Falls, while full 500 boarded the Special Michigan Central train for Buffalo. For the benefit of special friends of the grocers it may be remarked that this train was a whopper, consisting of 10 cars, every one filled to its utmost capacity. By the time Buffalo was reached the pangs of hunger were beginning to gnaw pretty badly, and no one lost a moment in making Statler's restaurant in the big Ellicott square building, Main street. Here a delightful table d' hotel dinner was expeditiously served to 500 Canadian appetites.

About 2 o'clock the crowd was again "rounded up." It may be mentioned that a number of the grocers were missing at first, and that they were located only after diligent search. The event of the day was a tally-ho ride through Delaware avenue, North street, and the other principal residential sections, the park and Forest Lawn Cemeteries. At special points of interest the drivers stopped and allowed the sight-seers to dismount and inspect critically to their heart's content. One is inclined to wonder how other visitors to Buffalo on Wednesday made out, since there isn't the slightest doubt but that the grocers

took up the majority of available conveyances.

Buffalonians evidently appreciated the grocers' visit. At any rate the evening dailies had leaders on "An Interesting Event," welcoming the retail grocers of Toronto to their city, and hoping they might be sufficiently well impressed to come again soon. They were not far wrong, either, when they said the Toronto grocers numbered ten big train-loads. About every other man on Main street for blocks around the Ellicott square building Wednesday wore a grocer's badge. When asked their opinion of Buffalo, the grocers were unanimous in their praise of the big city. They were gracious, however, as only grocers know how to be, and refrained from instituting comparisons, although they



H. D. Kelly, Vice-President, Toronto Retail Grocers' Association.

knew they might have, and not unfairly either.

The coach drive terminated at about 5.30 p. m., giving the excursionists time to catch the 6.30 train, which connected at 8.30 with the Chicora at Niagara-on-the-Lake. En route a goodly number of stragglers were picked up. From all appearances the grocers must have pretty well populated the whole Niagara and Buffalo District for the day. A sail of two and a half hours brought the Toronto retail grocers to the Yonge street wharf at about 11 o'clock. Tired enough every mother's son of them was to be sure, but tired because they had crammed into one day what pleasure



seekers usually are content to do in two. Not a complaint or grumble was heard the whole day through, and what better evidence could there be that everybody had a good time? Of course it would be a libel on the Toronto grocers to presume that a kicker could be found among them, and even if there had happened to be on Wednesday he would have been converted within ten minutes after leaving Toronto. The Toronto retail grocers are all right, and the best thing of all is that hundreds of Toronto citizens who were ignorant before, now have experimental knowledge of the fact. Among the travelers present were the following:

- From T. Lytle & Co. — T. Stirling, Sam Richardson.
- Doyle Fish Co.—Billie Anderson.
- Canada Brokerage Co.—J. Wilson.



J. Schoales, Treasurer, Toronto Retail Grocers' Association.

- From Comfort Soap Works — Herb Moore.
- Pure Gold Mfg. Co.—Crowley and Gordon.
- Eby-Blain Co.—Muldrew, Joe Taylor, Sam Grant, and Dan Casey.
- H. P. Eckardt & Co.—W. T. Coote and F. Blackburn.
- From United Factories—W. Smythe.
- From Blue Ribbon Tea Co.—McNichol.
- From Edwardsburg Starch Co.—Graham.
- From P. McIntosh & Son—J. F. Howitt.
- From Lever Bros.—Raymond.
- From Dalton Bros—G. J. Manning, E. P. Nettlefield.
- From D. Gunn Bros & Co.—Ben Cope.
- From Davidson & Hay — Charlie Shields and Sam Qua.

- From McWilliam & Everist—S. McGiffin.
- From Dawson Commission Co.—H. W. Dawson.
- From Clemes Bros.—Ted Oake.
- From Canada Biscuit Co.—W. Booth and H. Scully.
- From Todhunter & Mitchell—Crom Wilson and Parkes.
- From MacLaren's Imperial Cheese — Wright.
- From J. J. Fee—Fee.
- From J. Taylor & Co.—Alex. Hutchinson.
- From Chas. Wilson—J. Wilson.
- From John Sloan & Co.—Harry Brett.
- From Perkins, Ince & Co.—F. Hayes.
- From James Lumbers—Lumbers.
- From T. Kinnear & Co.—Stokes.
- From F. W. Humphrey—W. Totton.
- From Nicholson & Brock—Denton.
- From F. F. Dalley Co.—Jones.
- From Douglas & Ratcliffe—Sewell.
- From McBride Bros—McBride.
- From Ogilvie Milling Co.—McLaren.
- From McArthur & Ewing—McArthur.
- From Taylor, Scott & Co.—Chas. E. Rupert.

- From J. J. McLaughlin—Alfred King, R. S. Kirkland, J. Wainwright, R. Dawes, J. Wright and W. R. Cameron.
- From Robinson Mfg. Co.—E. Robinson.
- From Rutherford & Marshall—D. Murphy.
- From White & Co.—J. R. Manser.
- From Fleischmann's Yeast — Jno. Thompson, Jno. Powers, Wm. Priestman, and Geo. Burt.
- From Warren Bros.—E. Richardson and B. J. Warren.

- From Toronto Salt Works — George Cliffe.
  - From Cowan Co.—J. A. McLean.
- Representatives were also present from Husband Bros., Gowans, Kent & Co.; Howland & Elliott; E. W. Gillett, and Willard & Co., the Cowan Co., and J. A. McLean.

**Picnic Notes.**

T. Stirling, of T. A. Lytle & Co., found it convenient and necessary to leave the party at Niagara-on-the-Lake.

Billie Anderson, of the Doyle Fish Co., went broke in Buffalo and had to borrow a "buck."

The presence of Robert Snow was especially appreciated by all who went as far as Buffalo.

VanLoon smuggled a box of the toughest stogies you ever saw.

H. W. Dawson has recovered from his recent illness, and took his first outing

after convalescence with the Toronto retail grocers.

W. H. Millman went on the excursion by mistake and wasn't sorry.

Mr. Keller, ye host of ye tally-hos, was resplendent with a "Canadian Grocer" badge.

The crowd was so big that the M. C. R. station at Niagara-on-the-Lake was cleaned out of tickets. President Johnston tided over the difficulty with his usual consummate skill and diplomacy.

Dan Whetstone did some good vaudeville stunts on the evening boat for the entertainment of the crowd.

Crowley, Wilson and Thorne decided that Buffalo was too slow, and did the Fort Erie races.

Frank Johnston and Dave Bell led the tally-ho procession in a victoria.

The Buffalo Express took special photographs of the crowd on the Niagara waterfront.



E. P. Nettlefield, Secretary, Toronto Retail Grocers' Association.

Small boy on the home boat—"The whole bunch is sick."

During the thunder storm — "Lead Kindly Light."

Upon arriving at the Toronto wharf—"We Won't go Home till Morning," and "For They are Jolly Good Fellows."

**TRAVELERS' HOLIDAYS.**

According to a leading Ontario wholesale grocer the travelers' holidays, which run as usual during the first two weeks of August are a boon to all concerned. He trusts that all concerned will look at it in the same way. An odd house here and there intend sending out men; if such be the case, it is to be hoped that they will receive the same treatment that some of these fellows had meted out to them last year.

Mr. H. P. Eckardt of H. P. Eckardt & Co., Toronto, is spending his holidays at Sans-Souci Hotel, Georgian Bay.



# What do the Readers of this Journal Think

of a firm who issue a challenge, *name the judges and conditions* and have the matter decided against them, *then pay over \$500 00 and all expenses without dispute*, and after all this **SAY IN AN ADVERTISEMENT** that they were the winners. This is the exact position taken by the Blue Ribbon Tea Co.

The following letter we received from the judges *chosen by the Blue Ribbon Tea Co.* themselves. It speaks for itself :

*"We hereby certify that the sales within the Dominion of Canada during the calendar year of 1903 of 'SALADA' Ceylon Tea exceeded those of the Blue Ribbon to the extent of 419,141 lbs.*

*"CLARKSON & CROSS."*

Does the Blue Ribbon Tea Co. hold in contempt the intelligence of the readers of THE GROCER? **We do not.**

**" SALADA "** Toronto, Montreal, New York Baltimore,  
Chicago, San Francisco, etc.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



## DRUM UP YOUR STARCH TRADE

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

### Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum Package is the latest.

THE BRANTFORD STARCH WORKS,  
LIMITED,  
BRANTFORD, CANADA.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, July 28.

### Groceries.

**L**ITTLE occasion has been given the big houses for complaint this season regarding dullness. From all the big markets east and west the news comes that Montreal houses are selling immense quantities of goods. Distant orders are numerous and things are looking well. Sugar has again absorbed full interest in commercial circles and advanced another five cents. This takes effect in Ontario, Quebec and the Northwest while in the Maritime Provinces an advance of ten cents has been made. Sugar is certainly getting stronger, too, and with the fruit season at its height and the excellent demand for sugar of all kinds generally the chances are that sugar will tend to rise further. There is a scarcity of Carolina rice on spot and sago is also scarce and dear. Cloves have held the high rate of 20 to 22c and as the next year's stock is not available until January the statistical position of cloves is strong. Canary seed is strong at 5 and 5 1-2c and the Turkish supplies being limited, there may be some interest later. Sago is selling at 4 1-2 to 5c. Molasses is rigidly strong and at 28c has held good demand for the week. All kinds of Barbadoes molasses is very firm. In canned goods the same firmness has been maintained and tomatoes and corn have not relaxed any on their attitude of some time ago. The receipts of green fruits have been excessive and the big dealers are doing a fine business. Raspberries have come in so freely that a drop in the price has taken place and 10 and 11 cents are the prices. In vegetables considerable activity has been noted and green peas have dropped in price from 50 to 25c for a 12 qt. bushel basket. Green cabbages are selling at 70c a dozen head, being a drop of five cents. Green house water cress is selling for 30c, an advance of five cents. Home grown cauliflowers have brought as high as \$2 a dozen. Fish of all kinds are scarce and the trade at this time is dull owing to the change of seasons being at hand. Gaspé salmon is still firm at its old price, 17c, and halibut is somewhat easier. Country produce of all kinds has sold well. Eggs are keeping strong and the prices keep up well for the time of year; quality has improved in some of the eggs arriving lately. Collections are good.

### SUGAR.

Still another advance of five cents has greeted the public in refined sugar.

This makes granulated sell at the remarkable price of \$1.50. However, those who have been watching the markets are in no manner surprised at the fluctuation, as they have been long since anticipated. In fact it is thought that before this week is out an advance of another five cents may be recorded. The weather generally is reasonable for a large consumption of sugar and the fine fruit crop will simply accentuate this situation. We quote:

Granulated, bbls.	\$4 50
"    "    "    "	4 65
"    "    "    "	4 40
"    "    "    "	5 00
Paris lump, boxes and bbls.	4 65
"    "    "    "	5 00
Extra ground, bbls.	4 85
"    "    "    "	5 05
"    "    "    "	5 15
"    "    "    "	4 85
Powdered, bbls.	4 40
"    "    "    "	4 25
Phoenix	4 20
Bright coffee	4 20
"    "    "    "	4 20
"    "    "    "	4 00
No. 2	4 00
No. 1	3 30
No. 1	3 80
Raw Trinidad	3 30
Trinidad crystals	3 40

### SYRUPS AND MOLASSES.

With Barbadoes molasses a cent higher, and that being the high price of 29c, molasses a cent higher than last week and that being the high price of 29c, things look very well for molasses dealers everywhere in the east. The strong position is no longer doubted and the big dealers, who were unprepared for the advance, do not feel pleased with the condition of the market. No corner has been held. It has been just a natural outcome of a peculiar occurrence which was quoted in The Grocer last week. It was that the English and Madeira markets, which heretofore took scarcely anything from the Islands, have stepped in this season and purchased over 6,000 puncheons. We quote:

Barbadoes, in puncheons	0 28
"    "    "    "	0 30
"    "    "    "	0 31
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02
"    "    "    "	0 03
"    "    "    "	0 30
"    "    "    "	0 90
Bbls., per 100 lb.	2 75
"    "    "    "	2 75
"    "    "    "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
"    "    "    "	2 35
"    "    "    "	2 25
"    "    "    "	2 10

### COFFEE.

There is still a confirmed feeling in the coffee market that we shall see much higher prices in the Fall. The bears are reporting that a very large visible supply is the best argument possible for them and that the statements about damaged crops are all premature and that we shall have a very large crop similar to that of 1900 when similar forebodings were current regarding the then growing crop. The bullish feeling is on the other hand pretty well backed up. They claim that the crop indica-

tions are anything but favorable and the stocks in the country of production are about exhausted. Here are the best points from both sides as furnished by an authority like Frederick J. West:

**Bull Points**—For the last three years trees have been weakened or destroyed by too much rain, frost or drouth.

Owing to low prices obtained, many plantations have been neglected, being unprofitable. Many imported laborers have left Brazil owing to inability to secure payment of wages; for the same reason.

Recent cables from reliable Santos houses state harvesting of present crop impeded by wet weather; that the growing crop is damaged by severe frosts; that the quality of the new crop will be below the average as to size of bean, and inferior roasters.

For the first time in several years, the maximum estimates for the crop of 1904-1905 are below consumption. On and after July 1st, the world's visible supply is expected to show substantial decrease each month. The quality of the present very large visible supply is largely poor roasters and of grades above 3's, which are hardly practicable from the roasters' point of view.

The present low price of 7 1-4c for Rio 7s, as compared with previous years and with record high price of 21c. The wide public interest in the article as an investment or for speculation; the confidence which financial interests have in the article as collateral security, and the comparatively small stocks held by distributors in the interior, they having taken but small supplies since February 1st. Small stocks carried by retailers, and their ability to absorb a large quantity of the article. The large demand which appears when Santos 3s reach 8 1-4c.

Europe is buying freely at prices above our market.

**Bear Points**—December options are 250 points above same date 1903. Rio 7s are 7 1-4c as compared with 5 3-4c same date last year. Largest visible supply in the history of the coffee trade.

Recent cables relative to harvesting the present, and prospects of the growing crop, premature; too early to secure reliable information.

The most powerful interests in the coffee trade are opposed to an advance at the present moment, and believe a considerable advance would be unfortunate for the trade at the moment. This is not the season of the year for a considerable advance.

The present buying is principally by interests outside of the coffee trade. The cables of crop damaged by wet weather and frosts are similar to cables received



relative to the growing crop in 1900; this crop yielded 15,500,000 bags of Brazils. The bears say that frost in May and June is good for the growing crop and does no harm to the crop being harvested. We quote:

Good Calcuttas	0 10	0 10 1/2
Choice "	0 11 1/2	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

A better tone is prevailing in tea at the Colombo auctions, and a more general demand. The quality however, in many cases, is disappointing being somewhat inferior in appearance, but in spite of this, prices are well maintained. There is more activity in greens, chiefly due to the smaller quantity offered, and probably on account of the anticipated shortage, this season, owing to several large estates being reverted to blacks.

The Calcutta market is without much alteration; common kinds, showing a tendency to an easiness, maintained previous rates.

There have been a few parcels of new Japan teas sold locally the past week on actual samples, but outside of this the market remains about the same.

Japans Fine	0 25	0 28
Medium	0 20	0 24
Good common	0 19	0 21
Common	0 17	0 19
Ceylon Broken Pekoe	0 25	0 28
Pekoe	0 17	0 20
Pekoe Souchong	0 15	0 19
Indian Pekoe Souchong	0 15	0 18
Ceylon greens Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens Pinyon gunpowders	0 12	0 12 1/2
Congous Kalsows	0 12	0 12
Packing boxes	0 12	0 14

CANNED GOODS

The condition at present of all kinds of canned goods is strong and interesting. New pack stock of peas, blueberries and small fruits is coming in freely and the demand is better than it was last year at this time. Tomatoes and corn are the strongest two of the old stock and corn is remarkably scarce. Canned meats have strengthened a little and there is a good demand for all kinds of tasty productions. Canned fish are attracting a good deal of attention with salmon as the leader. Holders of old stock salmon are lucky, for good prices can be obtained for it anyway. The run on fresh fruits of all kinds has affected the fruit in preserves, etc., but not so much as in former years. California canned fruit is in excellent demand and is selling freely. We quote:

Fraser River salmon	5 75
Skreena	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sock eye	5 00
Colicos	4 00
Hampacks	2 75
Tomatoes	1 05
Corn	1 20
Peas	0 87 1/2 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 10
Blueberries	1 47 1 50
Raspberries	1 57 1 60
Lawtonberries, 2s	1 42 1 45
Raspberries, black	1 63
Gooseberries	1 63
Peas, 2s	1 52 1 67 1/2
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77 1/2
" 3s	2 37 2 72 1/2
Plums, Lombard 2s	1 35
" Green Gage 2s	1 47 1 50
Cherries, red pitted, 2s	2 30

Baked beans, 3s	1 03 1/2
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" 1/2-lb. flats	3 25 4 00
Canadian Sardines, 1s	4 50 5 00
California asparagus	3 50 4 00
Asparagus tips	3 50 3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES		Per doz.
2 s Asparagus Tips		82 50
2 s Beans, Golden Wax		0 80
2 s " Refugee or Valentine		0 82 1/2
2 s " Crystal Wax		0 92 1/2
2 s Peas, No. 4 "Standards"		0 82 1/2
2 s " No. 3 "Early James"		0 85
2 s " No. 2 "Sweet Wrinkled"		0 95
2 s " No. 1 "Extra Fine Sifted"		1 30
2 s Table Spinach		1 40
FRUITS		
2 s Cherries, red, pitted		2 20
2 s " not pitted		1 75
2 s " black, pitted		2 20
2 s " black, not pitted		1 75
2 s " white, pitted		2 40
2 s " white, not pitted		2 00
2 s Currants, red, heavy syrup		1 57 1/2
2 s " red, preserved		1 77 1/2
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2 s " black, heavy syrup		2 65
Gals. " black, preserved		4 25
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2 s Gooseberries, heavy syrup		1 62 1/2
2 s " preserved		1 85
Gals. " standard		7 25
2 s Lawtonberries, heavy syrup		1 57 1/2
2 s " preserved		1 87 1/2
Gals. " standard		4 25
2 s Pineapple, sliced		2 35
2 s " grated		2 50
2 s " whole		1 00
2 s Plums, Damson, light syrup		1 30
2 s " heavy syrup		1 30
2 s " " " " " " " "		1 57 1/2
3 s " " " " " " " "		1 85
Gals. " " " " " " " "		2 95
2 s " Lombard, light syrup		1 65
2 s " heavy syrup		1 35
2 s " " " " " " " "		1 32 1/2
2 s " " " " " " " "		1 90
Gals. " " " " " " " "		3 15
2 s " Green Gage, light syrup		1 15
2 s " heavy syrup		1 47 1/2
2 s " " " " " " " "		1 72 1/2
3 s " " " " " " " "		2 00
Gals. " " " " " " " "		3 45
2 s " Egg, heavy syrup		1 52 1/2
2 s " " " " " " " "		1 80
2 s " " " " " " " "		2 10
3 s " " " " " " " "		1 40
2 s Raspberries, red, heavy syrup		1 60
2 s " preserved		1 60
Gals. " standard		5 10
Gals. " solid pack		8 00
2 s " black, heavy syrup		1 35
2 s " preserved		1 50
Gals. " standard		4 75
2 s Rhubarb, preserved		1 15
3 s " " " " " " " "		1 00
Gals. " standard		2 62 1/2
2 s Strawberries, heavy syrup, 1903 pack		1 47 1/2
2 s " 1904 pack		1 60
2 s " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Business in these is reported as quiet. Encouraging reports re currants continue to come in from Greece and everything points to a satisfactory crop. Valencias are in good demand with prices firm. All dried fruits are in good demand. Evaporated apples are firm at 7c. We quote:

New, finest off-stalk, per lb.	0 06	0 06 1/2
Selected, per lb.	0 07	0 07 1/2
Layers	0 07 1/2	0 07 1/2

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 90	

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 12 1/2
Peaches "	0 09 1/2
Pears "	0 12 1/2

MALAGA RAISINS.

London Layers	1 75	1 90
" Connoisseur Clusters		2 00
" Royal Buckingham Clusters, 1/2-boxes		1 00
" Excelsior Windsor Clusters, 1/2s		4 25
" " " "		1 25

CALIFORNIAN RAISINS.

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

PRUNES.

	Per lb.	Per lb.
30-40s	0 09	
40-50s	0 08	
50-60s	0 07 1/2	
60-70s	0 06 1/2	
70-80s	0 06	
80-90s	0 05 1/2	
90-100s	0 05	
Oregon Prunes (Italian style) 40-50s		0 08
" " " " 50-60s		0 07 1/2
Oregon prunes (French style), 60-70s		0 06 1/2
" " " " 90-100s		0 04 1/2
" " " " 100-120s		0 04

CURRANTS.

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 06 1/2	0 08
" 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

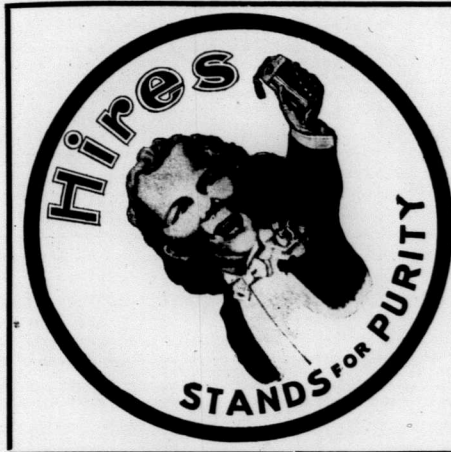
Everything is reported lively in the green fruit business. Plenty of arrivals and good demand are the two requisites for good trade. Raspberries have been piling up in immense quantities and hence they have dropped away down to 10 and 11c. Tennessee tomatoes have dropped from a dollar down to 80c and are in good demand. Limes have dropped from \$1.25 per 100 to \$1, and this was explained by abundance of supplies. Jersey tomatoes are away down to \$1.25 per crate and they were quoted only last week at \$2.25 to \$2.50. Bartlett pears are down to \$3 and new potatoes are selling freely at \$3.50 per bbl. We quote:

Cocoanuts, per bag of 100	3 50
Canadian apples, in bbls	6 00
Apples, new Tennessee, half bushel baskets	1 10
Pineapples, 24 to case	5 00
" 30 to case	4 50
Bananas	1 25 2 50
Bananas, red, per bunch	1 50 2 05
New Messina lemons 300's	2 75
300's	2 50
Tennessee tomatoes, 4 baskets in crate	0 80
Peanuts, Bon Tons	0 12
" Sun brand	0 11
" Diamond G brand	0 09 1/2
" Coon brand	0 08
New Brazils	0 13 1/2
New potatoes, per bbl	3 50
Limes (100)	1 25
California cherries, per 10-lb. box	2 25
California peaches, per crate	1 50
California apricots, per crate	2 25
California plums, per crate	1 75 2 25
Canadian cherries	1 25 1 50
Cantaloupes, California, per crate	6 50
Gooseberries, per basket	0 75
Mediterranean sweets, per box	4 00 4 50
California late valencias, per box	4 00 4 25
Messina lemons, new, 300's, per box	3 00
300's, per box	2 25 2 50
Sorrento lemons, new, 300's, per box	3 00 3 50
Verdelli lemons, 300's, per box	3 50 4 00
Jersey tomatoes, per bushel	1 25
Watermelons	0 25 0 40
Raspberries, Canadian	0 10 0 12
California Bartlett pears, per box	3 00
" per half box	2 00

Vegetables.

The vegetable crop of all kinds in the Province of Quebec is excellent and the big markets are a scene of activity every other day. Green peas are coming in freely now and are by no means so dear





## Why don't you make your customers buy Hires' Root Beer?

—It is a ready seller and a profit-maker, and customer-gainer.

It has made friends with the consumer wherever sold—  
For sale by all up-to-date jobbers—  
Write for particulars to

**W. P. Downey, Agent, 26 St. Peter Street, Montreal**

as they were. Cabbages are selling cheaper than they were and the quotation now is 70c for a dozen heads. Cauliflowers are in good demand and are bringing the very good price of \$1.50 to \$2.00 per dozen. We quote:

Egyptian onions, per sack	1 75
Bunch lettuce, per doz. bunches	0 20
Radishes, per doz. bunches	0 20
Mushrooms, per lb.	0 75
Mint, per doz. bunches	0 20
Parsley, per doz.	0 20
Sage, per doz.	0 15
Savory, per doz.	0 15
Carrots, new, per doz.	0 25
Beets, new, per doz.	0 25
Egg plant	0 15
Rhubarb, outdoor, per doz.	0 20
Green onions, per doz.	0 15
Green house water cress, per doz.	0 30
Green cucumbers, per bush, hamper	1 25
per half bushel hamper	0 60
per doz.	3 50
Asparagus, outdoor, per doz.	1 00
Florida new potatoes, per bbl.	3 75
Green peas, per bush, 12 quart basket	0 25
cabbage, per doz.	0 75
beans, per bush.	0 75
Waxed beans, per bush.	1 00
Cauliflowers, small, home grown, per doz.	1 50
Green peppers, per basket	0 75
Canadian new potatoes, per bush.	1 25
Michigan celery, per doz.	0 50
Canadian celery, per doz.	0 50

### Fish.

This is the time of the year when all kinds of fish are scarce and, as it is what they call between seasons, no one is surprised. Demand has been fairly good for the popular varieties and the Gaspe salmon has held its price of 17c all the week; halibut has dropped a cent owing to the abundant supplies while dore and some other kindred fish have stiffened a little owing to the shortage. We quote:

Haddies	0 07 1/2
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 04 1/2
Pike, " round and dressed	0 07
Halibut, fresh, per lb.	0 12
Gaspe salmon, fresh per lb.	0 17
Fresh steak cod	0 05
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 09
Fresh mackerel	0 10
No. 1 Labrador herring in 20-lb. pails	0 75
No. 1 Herring, Labrador, per bbl.	4 75
half bbl.	2 75
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring	6 50
per keg	0 95
Holland herring, per keg	0 65
No. 2 gr en cod bbls, 200	5 00
Salt mackerel, pail of 20 lbs.	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05
loose, in 25 lb. boxes	0 04 1/2
Boneless fish, in crates 12 1/2-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 07 1/2
Skinless cod, cases 100 lb. (new)	5 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 50
Canned cove oysters, No. 2 size, per doz.	2 25
Standard bulk oysters, per gal.	1 50
Selects	1 75

### Country Produce.

#### EGGS.

A good solid price is still well maintained for eggs. Consumption has been slightly curtailed by the warm weather but the prices are still strong. The demand seems to be for small lots and keeps about steady. Straight gathered stock sold at 15 to 15 1-2c, candled at 17c and the seconds keep at 12 to 12 1-2c per dozen.

#### BEANS.

The bean market continues slow. In a jobbing way, choice primes were sold at \$1.35 to \$1.40 a bushel, while ear lots of choice primes were quoted at \$1.30, and primes at \$1.25 per bushel.

#### HONEY.

The consumption of honey is always very small at this time of the year, and the market remains unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

#### MAPLE PRODUCTS.

No change has taken place in maple products. We quote:

Maple syrup, in wood, per lb.	0 05 1/2
Maple syrup, in large tins	0 80
Pure sugar, per lb.	0 07
Pure Beauce sugar, per lb.	0 08 1/2

#### POTATOES.

The old stock is still selling at about 60c a bag and new stock is bringing from \$1.50 to \$3 while barrels are selling at \$3.50.

### Flour and Feed.

#### FLOUR.

Considerable interest is still being taken in flour, but the prices refuse to change to suit either the western or eastern millers. Flour, nevertheless, is interesting as a jump is expected any minute. We quote:

Manitoba spring wheat patents	4 80
strong bakers	4 60
Winter wheat patents	5 10
Straight rollers	4 85
Extra	3 80
Straight rollers, bags	2 30

#### FEED.

Feed is featureless—and quiet. We quote:

Ontario bran, in bulk	19 00
shorts	21 00
Manitoba bran, in bags	19 00
shorts	21 00
Mouillie	26 00

#### OATMEAL.

The prices in oatmeal remain unchanged. We quote:

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated	2 90
Rolled oats, bags	2 55
bbls.	5 30

### ONTARIO MARKETS.

#### Groceries.

Toronto, July 28, 1904.

WHOLESALE grocers claim that July trade has been quite up to the average, and a reasonable demand is reported in all lines, particularly in sugar and canned goods. It is expected that during the next two weeks there will be more or less of a lull as the travelers will be off on their annual fortnightly outing. Sugar is the feature of the week, a rise of 5c per hundred lbs. having taken place since last report. Howell and Arbuckle advanced prices, and owing to the strong statistical position of sugar at the present time the Canadian refined market advanced in sympathy. Canned goods remain firm and active; new pack peas have already been delivered on the market. Coffees and syrups and molasses remain quiet, as well as tea, in the latter of which Ceylons, Indians, and Japans are showing good quality. Spices exhibit a firmer tendency. Foreign dried fruits are brightening; new crop California seeded raisins show a decline since the opening prices of last week. Sales of peanuts are reported to have been considerably above the average during the week under review.

#### CANNED GOODS.

Canned goods continue to lead along with sugar in the grocery trade. Business for the week is reported to be surprisingly good, particularly in canned fish and vegetables. New pack canned vegetables are gradually making their way on the market, new canned peas having been delivered during the week. The canned meat trade is also a big







watermelons. The California fruit market is active, a large number of weekly car shipments being received regularly. This market will last until about September. California Bartlett pears are cheaper, also blueberries. The raspberry season is almost on the wane, and another ten days is likely to see the end of it. The crop is about an average one but prices have so far ruled higher than usual. Stocks are arriving from Clarkson, Oakville, and Burlington, and show good quality. Blackberries are on the market for the first time this week. Our quotations are as follows:

California late valencias, per box	4 25
Mossini lemons, new, 300's, per box	3 00
Verdelli lemons, 300's, per box	2 25 2 50
Florida pineapples, per crate	4 00 4 50
Bananas, large bunches	1 75 2 25
Bananas, 8's, per bunch	1 25 1 50
Bananas, red, per bunch	1 50 2 70
Apples, new Baltimore, bushel baskets	1 00 1 20
Canadian cherries, per basket	1 00 1 50
Limes, per box	1 25
Jersey tomatoes, per bushel	2 25 2 50
Watermelons	0 25 0 40
Cantaloupes, Baltimore, per crate	2 00
Gooseberries, per basket	0 70 0 65
California peaches, per crate (4 baskets)	1 00 1 25
plums	1 50 1 75
Raspberries, Delaware, per box	0 10
California Bartlett pears, per box	2 25 2 75
per half box	1 50
Blueberries, per basket	1 00 1 10
Red currants, per basket	0 75
Black currants	1 00 1 10
Blackberries, per box	0 08 0 09

Vegetables.

During the week everything has become scarce. Trade is brisk and there is a good demand for everything, especially cauliflower. The demand for old potatoes, asparagus and imported cucumbers is over. Added to our list is something new, "vegetable marrow." Our quotations are as follows:

Egyptian onions, per sack	2 25 2 50
Head lettuce, per doz. bunches	0 20 0 25
Radishes, per doz. bunches	0 20
Mushrooms, per lb.	0 75
Mint, per doz. bunches	0 15
Parsley, "	0 20
Sage, per doz.	0 15
Savoury, per doz.	0 15
Carrots, new, per doz.	0 20
Beets, new, per doz.	0 20
Rhubarb, per doz.	0 20
Green onions, per doz.	0 15
Green house water cress, per doz.	0 30
Green cucumbers, per basket	0 25
Green peas, per peck	0 25 0 50
" per bush	1 00 1 25
" cabbage, per case	1 25
" cabbage, per doz.	0 35
" beans, per basket	0 50 0 60
Waxed beans, per bush	0 60 0 90
Cauliflowers, per doz.	0 50 1 50
Green peppers, per basket	0 75
Canadian new potatoes, per bush	1 00
Michigan celery, per doz.	0 50
Canadian celery, per doz.	0 40 0 50
Vegetable marrow, per doz.	1 00

Fish.

During the week under review the trade in fish has been better. Prices remain the same with the exception of halibut and lake herring. Our quotations are as follows:

Halibut, "	0 14
Sea salmon, "	0 18
Whitefish, fresh caught, per lb.	0 09
Haddock, " per lb.	0 06
Cod, steak, "	0 08
Perch, "	0 06
Trout, lake, per lb.	0 08
Herring, lake, per lb.	0 06
Pike, per lb.	0 05

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues good, the demand is stronger and trade moves briskly along. Oats are firmer. Manitoba Northern No. 1 has advanced 1c, while Nos. 2 and 3 have each advanced

2c; otherwise the prices are unchanged. Our quotations are as follows:

Manitoba wheat, Northern No. 1	0 99 0 94
" " " No. 2	0 97 0 92
" " " No. 3	0 94 0 89
Red, per bushel, on track Toronto	0 95 0 90
White	0 95 0 90
Barley	0 44 0 47
Oats	0 36 0 30
Peas	0 68 0 69
Buckwheat	Nominal
Rye, per bushel, "	0 63 0 64

FLOUR.

The demand for flour continues to be good. The prices are unchanged, though they are a trifle firmer, which is caused by the high price of wheat. Trade is brisk and the outlook is good. We quote the following:

Manitoba wheat patents, per bbl.	4 80 4 90
Strong bakers	4 50 4 65
Ontario wheat patents	4 50 4 80
Straight roller	4 40 4 55

BREAKFAST FOODS.

The prices of breakfast foods remain unchanged. The trade is brisk and the demand is good. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" " " " " in wood	4 00

Hides, Tallow, Skins and Wool.

Trade in hides, tallow, skins and wool has been brisk during the week under review. The demand is steadily growing. Prices remain the same. We quote the following:

HIDES

No. 1 green, per lb.	0 08
" 2 " " "	0 07
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " " "	0 08
" " " 1 " 15 to 20 lb "	0 09
" " " 2 " " " "	0 07
Deacons (dairies), each	0 05
Sheep skins	1 00 1 25
Lamb skins	0 40
Shearlings	0 35

TALLOW.

Rendered Tallow, per lb.	0 04 0 04
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WOOL.

Unwashed wool, per lb.	0 11 0 13
Fleece wool, new clip, per lb.	0 19 0 20
Pulled wools, super, per lb.	0 19 0 21
" " extra	0 22 0 23

THE RECENT TEA CONTEST.

Editor CANADIAN GROCER:

Since the investigation made by Messrs. Clarkson & Cross of our books, the books of Messrs. G. F. & J. Galt and the books of the "Blue Ribbon" Tea Co., of Toronto, and the decision given by Messrs. Clarkson & Cross that we sold in Canada in 1903, 419,141 lbs. more "Salada" tea than was sold of "Blue Ribbon" tea, Messrs. G. F. & J. Galt over their own signature have published the following: "Whilst the issue left to the decision of Messrs. Clarkson & Cross

was decided against us owing to Messrs. Clarkson & Cross feeling bound by the terms of the submission to exclude large quantities of our teas, etc., etc."

We want to distinctly state that this is not so, that it is an attempt to convey a wrong impression. Messrs. Clarkson & Cross left nothing whatever out of consideration that was involved in the issue of Messrs. Galts' challenge, that Messrs. Galt have not disputed, to Messrs. Clarkson & Cross nor to us, the decision, but the money was paid over without a word, and to now make such an assertion as the above we consider most unsportsmanlike. Messrs. Galt should accept their defeat in the way any firm of gentlemen would accept it, and if they have other challenges to issue, we are prepared to entertain them. If they have not they will gain nothing by making such assertions as the above.

P. C. LARKIN & CO.  
Toronto, July 27, 1904.

NEW CATSUP FLAVOR.

Parke & Parke, Hamilton, are putting on the market a new catsup flavor which they have pleasure in recommending to the trade at this season of the year, which is the season par excellence for catsup-making. Parke & Parke claim for their catsup flavor that catsup made with it will not sour, and that the natural flavor of catsup is thereby much enhanced.

WHO WANTS A HALIFAX AGENT?

A business man in Halifax, who is in close touch with the trade, is in a position to look after the interests of a few firms, handling their goods on commission. Address the editor of The Canadian Grocer for further information.

HINTS TO BUYERS.

Buyers of valencia raisins should communicate with H. P. Eckardt & Co.

E. D. Mareau, Montreal, has just received shipment of 88 half chests fine Sun Dried Fannings, beautiful large leaf, which he is offering at 8 1-2c.

H. P. Eckardt & Co. are selling Carlo Niernack's pure olive oil. It is the finest quality.

Porto Rico molasses may be had from H. P. Eckardt & Co.

PERSONAL MENTION.

The Grocer office, Montreal, was favored with a call this week from Mr. A. W. Caldwell, representing Geo. Sparrow & Co., Toronto. Mr. Caldwell was on a business trip to Montreal and Ottawa.

FOR SALE.

FOR SALE—Good grocery business, including dwelling; a bargain. Address Postmaster, Orr Lake, Ont.



## Window and Interior Displays

Timely Hints  
and Suggestions

### Use Your Own Window.

WITH their window space at their disposal to use as they please, the merchant is too apt to place too low an estimate on its value. Perhaps from a sense of its object, he uses some endeavor to fill the space with the goods he is selling, or it may be from the

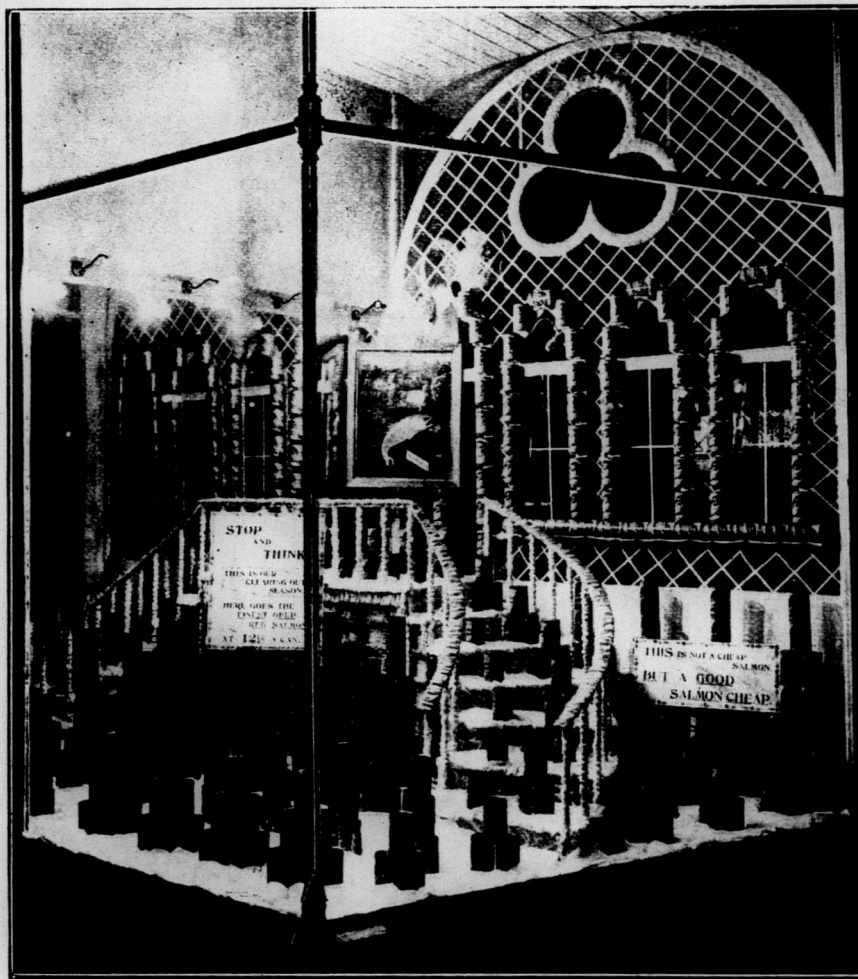
But if circus is coming to town, or the theatre is engaged for the week, or the church is giving a social, or a lacrosse match is coming off, those who have the advertising of the event to look after are not slow to show how great a value they attach to a couple of square feet of the window space. They know that there is scarcely any method of advertising that is so effective as

eyes of the citizens than the show window.

The inconsiderable value placed on the window by the merchant is taken advantage of by these advertising agents, and in most cases they find it of little difficulty to obtain the desired space, providing it is not too large, and the event of such a nature as to interest the merchant himself. The bribe offered is almost always a free ticket in the case of a circus or play, but in local entertainments and games, there is nothing given at all, the agent counting upon the storekeeper's unwillingness to refuse the insertion of such a bill. In fact the poor merchant is in such cases usually held up for a few tickets at the same time.

If the merchant starts to allow this setting up of advertising bills and posters in his window, he will, in some towns, find that he is seldom without one or two defacing his store front. There are many who allow only the insertion of announcements of events of particular local interest, such as a church entertainment or a game, and this is much to be preferred to a promiscuous permission, where a choir concert and a melodrama are advertised side by side. But the only safe method is to forbid the placing of a bill or dodger of any kind. The window belongs to the merchant and is his most useful advertisement, accordingly it should not be sold at any price, nor given away for any cause. By establishing the precedent of refusing all advertising matter the annoyance of petitioners for a small space will soon be stopped.

And one of the most serious objections to this disposal of the window space is the losing of caste which results to any store that allows it. No first-class place of business in any town or city will hesitate to refuse any and every agent that calls, for they are well aware of the "cheap impression" given by a window filled with bills. A customer is going to deal where business is business, and where interest in business is displayed at every turn. He will trade where an effort to obtain his trade is apparent, and where events outside of the business circle of the store are kept outside. A store that retains its window space for the purpose for which it was built, will have far greater prestige among the residents of the town than the one that thinks so little of this space that he is willing to dispose of it to any advertising agent that asks for it.



A canned goods display, shown by Geo. Hasenflug, Waterloo, Ont.

knowledge that his competitors are doing so. He may dress his window simply because it is there and must be filled, or he may have some faith in its selling powers. But whatever his reason, he too often treats it in a half-hearted way, as though it was a disagreeable necessity rather than a valuable opportunity.

these few feet they can secure from the local merchants. Almost the first thing they do is to solicit the stores for their permission to post up a few dodgers or bills that tell when and where the event occurs, and a few details in connection with it. They know that there is no spot in town more likely to attract the



### TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B. C., July 21, 1904.

HERE is a quietness in the general market conditions here just at present, the cause of which is difficult to assign. The weather has been very warm and, while possibly this may have a little to do with it, general activity should not be lessened on that account to any great degree. The only thing that would really affect the market is the depression in the lumber industry. There is no denying the fact that immediately business is poor in this industry, it is felt generally. Particularly does this affect business when the loggers are not operating. There is a great trade done in supplying the camps tributary to Vancouver, but there is little doing in them this Summer, and the prospect is that the depression will continue.

Fruits are moving briskly. Local stocks are cleaning up. Cherries are scarce, while raspberries are plentiful at \$1.50 to \$1.75 a crate. Red and black currants are scarce, and sell from 6 to 8c per lb.

California fruit is arriving in fine condition, owing to the very good refrigerator car service. Watermelons are now well on the market and sell from \$30 to \$40 per hundred, with the demand good; peaches, \$1.25, a slight reduction from last week; plums, \$1.50 to \$1.75; pears, \$2.25 to \$2.50, a reduction of 25c; canteloupes, Fresno, \$3 per crate, and Cochillas, \$5.25 per crate. The scarcity of oranges is causing an advance in price, and valencias are now at \$4.

The failure of the local crop of plums is creating a very good demand for the California product, which is now on the market and of excellent quality.

In apricots there is a short crop and heavy demand this season, and consequently the prices are very high, especially in California. In the Wenatchee Valley, in eastern Washington, the crop has been better. The apricots grown there are of very fine quality, large in size and excellent for preserving. Small shipments of these have been received during the past week or two, and the first carload is due here to-day.

No changes worthy of mention have occurred in general groceries, with the exception of a rise in the price of eggs to 24c. Fresh eggs are worth 30c.

Dawson advices of the 8th instant show a steady market, now that Summer shipments have reached there. The first peaches are on the market in that distant part, and are selling at \$4.50 a box; strawberries, 75c and \$1 per box; rhubarb, 25c to 35c per lb.; bananas, \$12 a bunch. The fresh apples and onions they have on that market now are all from Tasmania, Australia.

Mr. R. M. Palmer, freight rates commissioner of the Provincial Government, and Mr. W. J. Brandrith, secretary of the B. C. Fruit Growers' Association, have left for Winnipeg. They have charge of the fruit exhibit from this province, which consists mainly of this season's cherries and strawberries, and which cannot be surpassed in any way

by the product of any other country. In fact, the fruit in these lines this year is simply perfect. After the exhibition at Winnipeg, the jars will be sent to London, England, where they will be placed on view in the office of the agent-general.

Turtle soup and turtle jelly may soon be on the market here, the importations to be made from Japan. A short time ago Richard Chester, of Tanegashima, Kagoshimaken, Japan, was in Vancouver, and was making inquiries here concerning the demand for these products. In a letter written subsequent to his return to Japan, he noted that he was about to establish turtle ponds, and at the time of writing his men were at Tokio. In Great Britain, turtle soup sells for \$1.75 for 1½ lb. tins, and \$1.25 for 1 lb. tins, while turtle jelly made from parts not suitable for soup, is worth 60c a lb. in bottles.

There is general dissatisfaction in the interior over the new rates recently levied by the C. P. R., which line has a monopoly of the traffic so far. An idea of the condition of things in Sandon may be imagined by a couple of recent transactions. When the advance was announced it was discovered that the Great Northern increase, not quite so heavy, would not come into effect for a day or two later, and though that railway is not so convenient, the business men of that town immediately ordered several cars of goods from Vancouver, billed out at the old rate. The C. P. R. made a change back to common points as soon as it heard of this action, but was too late, and the result will be that the Great Northern will likely receive most of the merchant trade from Sandon.

Potatoes were scarce there a week or two ago, and they were only obtainable in Enderby or Vernon. Under the new schedule the rate from these towns to Sandon was \$15.40 and \$16.20 per ton, so high that it startled even those people in the interior mining camps who are accustomed to pretty high figures.

Revelstoke, too, is kicking; in fact most of the towns. The average increase on fourth class freights is 50 per cent., and on sugar alone \$1.60 a ton. Evidence in the matter is being prepared for presentation to the railway commission.

Imports of sugar, raw material for the refinery here, have been made of late. The Kosmos liner Luxor brought in 1,200 tons from Peru, and was followed by the steamer Crusader, 2,774 tons, from Java, the latter arriving this week.

The cargo manifest of the Australia liner showed large lines of Australian products, including another shipment of maize. It was on the liner previous that the maize arrived which was ordered to be sent back because of being infested with the weevil. The consignment was sold before arrival.

While provisions remain unchanged, a general rise in the price of cured meats was being looked for because of the strike among the meat packers in Chicago. Now that a settlement is in sight it is not expected this will take place.

Prices in flour, grain and feed will not likely rule higher than at present. The dry weather may affect the hay crop on the high land, but in swampy places grass will be cut where it is usually impossible in ordinary seasons. Prices of all brands of flour show a slight reduction, which may, perhaps, be accounted for by the good crop prospects in the Territories and Manitoba.

### NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,  
St. John, N. B., July 25, 1904

BUSINESS is quite good. The interest of the week has been in California fruits. Prices have been settled much earlier than usual and are very low. The loose muscatels are lower than for some years, and the seeded are offered at a price lower than ever before.

There is some complaint that payments are not satisfactory. The Maritime Board of Trade will meet next month at Moncton. Our local board has already decided on some of the matters they want taken up. Among them are the following: Government ownership of telegraph lines and cables, provision that the full preference to British goods shall only be allowed when such goods are imported via Canadian ports, provision for the weight of canned goods being stamped on the tins, and a motion to the effect that a united effort be made to induce retail dealers to carry at least enough insurance on stock to cover their liability. This is considered most important. There are many cases now where the wholesale man for protection has a policy made payable to himself for at least the amount of his account.

A number of our wholesale men have applied for incorporation as an importing company, with power to carry on general business. The particular object, it is believed, is the handling of the molasses business.

Prices show little change. Cream of tartar is rather easier. In dry fish the price is very high for the season. Perhaps the continued low price of lard is the next important feature of the market.

#### Oil.

There is an improved consumptive demand for burning oil. The low price tends to free buying for future delivery. In lubricating oil there is a steady sale at even prices. Paint oils are unchanged but linseeds are very firm. Turpentine, on the other hand, seems easier. Cod oil is being received. Prices are somewhat lower.

#### Salt.

There is a steady sale for Liverpool coarse salt ex store at firm prices. There is none due to arrive for some time. Liverpool factory filled has but a fair sale. In Canadian fine there is a good business being done.

#### Canned Goods.

The association have named some prices, including peas and strawberries, the two important lines, and also a large variety of small fruits. Prices are firmly held at quite full figures. The wholesale trade are largely under agreement to sell canned goods at the association price, having the discount for profit. This, it is expected, while not giving a



large profit, will prevent the price cut-tion of previous years. Salmon are very firm at full figures. Domestic sardines, haddies and kippers are all held at full figures.

#### Green Fruits.

Dealers are very busy. California plums, peaches, and particularly pears, occupy much attention. Some very good apples begin to arrive. Lemons and oranges are rather higher. Bananas are plentiful. Melons have only a fair sale. Nova Scotia cherries are to hand. Berries have kept at full figures. At this season the fruit men are busy with early vegetables, such as cabbage, squash, etc., received from Boston. Georgia peaches have quite a large sale.

#### Sugar.

While there has been no further advance, the market is very firm. There are still a few importers outside the guild and quite a little foreign sugar continues to be received.

#### Molasses.

There are continued receipts of Porto Rico molasses. There is quite a full stock held and full prices are still asked. In Barbadoes the supply is rather short. It is selling well below Porto Rico and there is a steady demand.

#### Fish.

Dry cod fish are very scarce and high—much higher than usual at this season. Pollock show a light sale but full figures are asked. Few herring have yet been received. Prices are high. So far there is limited inquiry for alewives, of which quite a large stock is held. Fresh salmon season is about over. Halibut are very scarce.

#### Flour, Feed and Meal.

In flour, while the market is firm there is no change. Feed is quite freely offered. Cornmeal is hardly as firm. Oatmeal seems in a strong position; the high prices have held better than the trade expected. Beans are rather lower and dull. Barley is scarce and shippers have found difficulty to get barrels. Split and blue peas have but a light sale.

#### Dried Fruits.

The early naming of prices on California fruits, particularly raisins, was a great surprise to the trade, as for some years prices have not been named till late, in fact too late. The great surprise, perhaps, was the low price named on seeded raisins, the lowest in the history of this line. When the low price on old fruit were quoted a short time ago and the trade found they could buy freshly seeded stock for later shipment quite a few were sold. But the price quoted on new choice seeded is a half-cent lower than the price then named. The price is at least two and a half cents below last year. Loose raisins, while quoted low, have been quoted lower, but not for several years. Prunes are still quoted at extremely low prices. Spot business in dried fruit is light. Evaporated apples are scarce and high. Some shipments of French peanuts have been received. The quality is quite satisfactory.

### NOVA SCOTIA MARKETS.

Halifax, July 25, 1904.

**B**USINESS has been rather quiet of late. All are rejoicing that the strike at Sydney has terminated and that the usual conditions will shortly be restored throughout Cape Breton. The Nova Scotia Government crop report just published indicates a shortage in the hay crop owing to drought, but copious rains have since fallen and the general belief is that the crop will not fall far below the average. The apple crop promises to be very good indeed. The fisheries are yielding good returns, and people along the shores will have plenty of money next Fall and Winter. The outlook is not at all discouraging.

\* \* \*

The Maritime Wholesale Grocers' Guild met in Halifax last week, and officers for the current year were elected as follows:

President, Henry G. Bauld, Halifax; 1st vice-president, Chas. H. Peters, St. John; 2nd vice-president, W. H. Aitken, Charlottetown; secretary, A. C. Pyke, Halifax.

The president was empowered to make an assessment on the provincial guilds in the proportion of 40 per cent. to New Brunswick, 40 per cent. to Nova Scotia, and 20 per cent. to Prince Edward Island. A resolution was passed asking the local banks to cash at par all bank agency cheques presented for deposit by their customers.

It was also decided that all orders for sugar taken after the close of navigation for shipment by water to closed ports, at the opening of navigation, shall hereafter be invoiced at the prices ruling on the date of shipment.

The secretary was asked to write the Montreal and Quebec Guilds to secure uniformity in the selling of canned goods. All the local wholesale houses have signed the following:

"We, the undersigned wholesale grocers, agree to sell our stock of canned goods in assorted lots of ten cases and upwards, irrespective of brand, at not less than the list prices of the Canadian Cannery, Limited, terms 30 days net. When sold on three months' we agree to add not less than 2½c per doz. to the list prices of the Canadian Cannery, Limited.

"On orders for less than ten cases we agree to charge not less than 2½c per dozen over the list of the C. C., Limited, when sold at 30 days' net, and not less than 5c per dozen over the list when sold on 3 months. Three months' prices to be subject to a discount of 2 per cent. if paid for within 30 days."

\* \* \*

Prices on canned fruits have been announced. Canned strawberries are 15 to 20c per dozen higher than at last year's opening, and other canned fruits are 10 to 15c higher. Some lines of vegetables have also been priced, but these show little change from last year. Evaporated apples are costing 1½c more than last month. Molasses is very firm and dealers here think it likely to advance. Some brands of flour are slightly higher than at last report.

\* \* \*

There is some consternation among druggists and others who deal in pro-

prietary articles. The dumping clause affects over 200 articles in the stock of a wholesale drug house, many of which are handled through the country by the grocery trade. A delegation is now in Ottawa to have this class of goods exempted from the dumping clause. Otherwise they will have to retail at a higher price than that printed upon the labels.

### MANITOBA MARKETS.

Winnipeg, July 23, 1904.

**T**HERE is now quite a noticeable stir on the streets of Winnipeg.

The great Dominion Fair is about to open its gates to the public, and the many strangers that are visiting the Chicago of the Northwest will be well rewarded by the numerous and magnificent displays of exhibits which are to be seen within the bounds of this agricultural and industrial exhibition.

Business for the past week has been bright and trade in general is reported by the jobbers as being good and quite up to their expectations.

**Sugar**—The market is firm and Montreal granulated is quoted at \$5.10 in barrels and \$5 in sacks; yellows at \$4.50; Wallaceburg at \$4.95 in barrels and \$4.85 in sacks.

**Canned Vegetables**—The market is firm and prices in all lines are generally well maintained, but the different brands of canned corn are now very scarce and the market quotation is still holding corn at \$2.75 a case.

**Flour**—The market is firm and the flour situation still holds No. 1 patent at \$2.45, No. 2 at \$2.30, and No. 3 at \$1.80.

**Rolled Oats**—The market is quite firm. 80 lb. sacks are quoted at \$2.25; 40 lb. sacks at \$2.30; 30 lb. sacks at \$2.35; 8 lb. sacks at \$2.65, and 6 lb. sacks at \$2.85.

**Cornmeal**—The market is steady and prices firm, quoting cornmeal \$1.75 per sack and 90c per ½ sack.

**Evaporated and Dried Fruits**—The market is very firm, but all kinds of evaporated fruits are scarce, more especially evaporated apricots, while evaporated apples are just about off the market and are now quoted at 7½c per lb.

**Green Fruits**—The market is a little easier on some lines. Oranges are quoted at \$5 a case; lemons \$4.75 a case; bananas \$2.75 to \$3 a bunch; peaches \$1.75 a case; pears \$4 a case; plums \$2.25 a crate; Washington apples \$2.50 a box; watermelons \$4 to \$5 a doz., according to size; raspberries in pints \$2.25 a case of 24 quarts; tomatoes, \$2 a crate; blueberries 11c a lb.; cucumbers 65c a doz.; rhubarb 2c a lb.; cabbage 3c a lb.; radishes 45c a doz. bunches, and lettuce 35c a doz. bunches.

**Canned Fish**—The market is now quoting canned fish as follows: 1904 pack salmon, Fraser River and sockeye, \$6.75 to \$7 per case; cohoes \$5.25 to \$5.50 a case; humpbacks \$3.75 to \$4 a case; finnan haddie \$4.50 to \$4.60 a case; and the 1904 pack lobster will be on the market in the course of a few weeks, and the market will then quote 1 lb. lobster at \$3.65 to \$3.75 a doz.; ¾ lb. lobster \$2.65 to \$2.75 a doz.; and ½ lb. lobster at \$2.10 to \$2.15 a doz.



# DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**John C. Kirkwood,**

**TORONTO.**

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

## DOES ADVERTISING PAY?

**T**HIS question is being continually asked, both by men who are advertisers and by men who have not yet entered the arena of publicity. Some say "yes" without an instant's hesitation; others will say "no," and some others will answer, "We don't know." Experience has provided the answer for many; others never having ventured,

period he has twice been in financial straits, and his known surplus to-day is less than \$3,000. I know another young man who began life without a dollar; drove a delivery wagon; served behind a grocery counter; later became a dry goods salesman in a large departmental store; was speedily promoted to an important executive position, and in a year or two was crossing the ocean buying merchandise in the great centres of Britain and Europe. His career was one of steady progress, attended by an ever enlarging income. To-day he has a business, a wholesale business, of his own. Such histories are not rare. The point I make in narrating these contrasted experiences is that it is the man, rather than the business or the opportunity, that makes for success or failure.

So it is with advertising. It pays or does not pay, according to the quality

tastic designs as to give us eye-strain. Fourteen sizes and styles of type are used to make an impression on people who all their lives are accustomed to reading from type of one size and style at a time. Advertising is necessary not only to the merchant, but to the consumer, and it deserves better treatment. It cannot be done with success "in any old way." Advertising should have ginger and dash and spirit. It shouldn't have to be peddled about to find readers. Good advertising pays; but only when it endorses quality and merit."

### Notes.

There is given this week an example of a grocery advertisement of a New York department store. The space devoted to this advertisement is small, but as an example of compact yet satisfying grocery advertising, it is to be commended.

The man who prepared the advertisement for Ramsay's Biscuits is ignorant, one is forced to conclude, of the essentials of effective "copy." Rarely does one come across a more labored and senseless example of advertising. It is intended, doubtless, to be clever, but I venture to say that most people will judge it too puerile. Ramsay's Empire Cream Sodas are surely deserving of more sensible and stronger advertising.

**BREAKFAST BACON**—Mild sugar Cured, nice, lean strips, especially selected for Simpson Crawford Co.; 2½ to 4 lbs. each; lb. ..... **11c**

**CERA-FRUTO**—Carton, 5c.; 4 cartons ..... **18c**

**Beans**—White or Red Kidney, Marrow, or hand-picked Navy Beans; 5 lbs., 25c.; 10 lbs. .... **47c**

**Rice**—Extra fancy Carolina whole head, lb., 8c.; 2½ lbs. .... **25c**

**California Asparagus**—Saratoga brand; large white tender stalks; 2½-lb. can, 28c.; doz. **\$3.25**

**Whole Tomatoes**—Compass brand extra selected; small can, 5c.; dozen ..... **55c**

**Tomatoes**—Standard quality; 3-lb. can, 6c.; dozen ..... **90c**

**Sugar Corn**—Minnesota Valley brand, creamy tender corn, 2-lb. can, 12c.; dozen ..... **\$1.40**

**PREMIUM HAMS**—Swift's finest. These Hams are superior to the ordinary kinds that are offered in other stores. We offer the best without additional expense; 10 to 12-lb. size; lb. **12½c**

**Apples**—Fancy evaporated bright halves, lb., 14c.; 4 lbs. .... **50c**

**Potted Meats**—Libby's Ham or Tongue, 1-lb. can, 5c.; 6 cans, 25c.; 1-lb. can, 9c.; 6 cans. .... **50c**

**Patent Flour**—Royal Stuart Premium Patent; barrel in wood, \$5.75; 4-bbl. sack ..... **72c**

**India Ceylon Tea**—Formosa, Oolong, English Breakfast and all our regular 55c. Teas. 3 lbs. in Tea Caddy, \$2.00; 1 lb. in Fancy Tea Chest ..... **45c**

**Mocha and Java Coffee**—A popular blend of fine imported coffees; lb., 28c.; 4 lbs., \$1.00; 25 lbs., in Coffee Drum ..... **\$6.50**

**Fresh Butter**—Royal Stuart Extra Quality, the sweetest and freshest butter obtainable, 3 lb. pail, 75c.; 5 lb. crock ..... **\$1.25**

## Ramsay's Biscuits

### "One" on New Goods

**R**ich, crisp, fresh; three in one  
**A**sk your grocery man, dispel all gloom  
**M**ade in town; you're not asleep  
**S**ave your pence; a big tin full, I  
**A**nd only a quarter spent it's o'er  
**Y**ou have nature food; not a bore  
**S**WELL CREAM SODAS.

Old ideas—We don't sell our name, only a big tin, 2 lbs. Ramsay's Empire Cream Sodas for 25c. All grocers.

of the individual who directs it. Blind ignorance of its principles and practice is likely to result in waste and loss. Enlightened knowledge of its nature and preparation, supported by good judgment, will make advertising profitable—how profitable depends upon the conditions governing each individual case.

A bright writer has said in answering this question, "Does advertising pay?": "Good advertising is news; presented at the right time, in the right place, and in a readable way. Much of the advertising of to-day is put in front of us so that we may by chance stumble over it; shoved at us as street hawkers shove gewgaws in front of passers-by; or so muddled with pictures and type and fan-

have no positive views on the subject.

Does farming pay? Does manufacturing pay? Does merchandising pay? To such questions it will be perceived that there is a double answer—one affirmative, one negative. So is it with the question, does advertising pay? So much depends upon the advertiser; upon his courage, his caution, his sanity, his experience; something depends, too, upon local conditions. The history of advertising abounds with examples of remarkable successes, and likewise of grievous failures.

Advertising is a force in business-building—a subtle force resembling the electric current; in the hands of novices, its employment is fraught with danger; in charge of the trained man, it accomplishes its work surely and safely.

I know of a young man engaged in the wholesale dry goods trade, who three years ago began with \$15,000—a bequest from his father's estate. Within this

## Higher Quality is Our Constant Endeavor.

No food can be too pure, no staple of too high a grade, and no article of household consumption too good for our trade. We sell straight from the producer to the consumer. Not a cent extra profits sticks to anything you buy. That is the reason we outstrip all competition. We have the most economical system, working on the largest scale, for distributing to families the choicest entables and drinkables. If occasionally an odd package escapes us and falls below our high standard, the purchaser will favor us by returning it. Let us rectify it promptly.

Three of our specials this week—NEW POTATOES, CREAMERY BUTTER and CHEESE are particularly attractive to housekeepers because of their superior quality. Buying them at the low prices is like finding money for the next three days.

A good introduction, in the form of a general statement, is a good feature from time to time in connection with any firm's advertising,—a sort of declaration of policy, of purpose. Such a statement, if not too long, and if well said, does much good in the line of inspiring confidence.



**TESTING A WATER CURTAIN.**

CHRISTIE, BROWN & Co., Limited, of Toronto, have just completed putting in a water curtain system on the Frederick street side of their large factory. The curtain protects the five storeys of the building. On Thursday of last week a test was made. A large number of business men who were considering the advisability of putting in such a system were present as well as the representatives of the leading fire insurance companies. The first test was made direct from the city water service by means of a 6-inch hose, and was successful. Each of the five rows of piping threw a good stream. As in case of a big fire the pressure on the water mains would be decreased it was also decided to make a test by having one of the fire engines pump directly into the curtain. This did not prove successful. From the three storeys a good curtain of water was thrown. From the fourth storey pipes scarcely any water was emitted, while from the fifth storey there was none whatever. This was somewhat disappointing to all concerned, but it is expected that with some alterations each range of pipe will be made to work.

It should be explained that while the pressure from the fire engine was five pounds more water than from the water mains direct the diameter of the hose through which the water was forced from the engine was much smaller. Christie, Brown & Co. put in a water curtain system on the south side of their building some time ago.

**A GOOD REPORT.**

The Duncan Mfg. Co, Montreal, manufacturers of "Chaser Soap," report being very much behind in their orders. The demand in fact has increased to such an extent that they are again compelled to look out for larger premises. This company's profit sharing scheme is an entirely new one and has met with ready acceptance by the trade in the east. They are looking for five representatives in Ontario.

**VICTORIA, B. C., MERCHANTS' PICNIC.**

On Thursday, July 28th, was held the 3rd annual merchants' picnic, including the grocers, butchers and bakers of Victoria, B. C. The grocers were the first to inaugurate these successful and now

much looked for annual outings three years ago. Last year the butchers combined with them, but on this occasion the bakers have decided to fall in line; it is also understood that other trades are looking in the same direction. This necessitated changing the name to merchants' basket picnic.

**PERSONAL MENTION.**

Mr. A. McNeill, chief of Fruit Division Commissioners' Branch, Ottawa, is in Toronto this week, offering his services to the Ontario Fruit Growers' Association in connection with their annual Fall meeting.

Mr. W. A. MacKinnon, commercial agent of the Dominion Government in England with headquarters at Bristol, is in Toronto this week for the purpose of consulting with the leading exporters in regard to the extension of Canadian trade in England.

Mr. Valentine Deollogui of St. John, N. B. has been appointed assistant to Mr. Walter C. Gayden, Montreal agent for Red Rose tea.

Mr. Albert N. Reay, manager for the Force Food Co., Toronto, was in Montreal Tuesday on his way back from the Maritime Provinces where he stated that he had been most successful.

Mr. Archie Snowdon of Snowdon, Forbes & Co., Montreal, has just returned from what might be called a rattling trip in the Maritime Provinces.

Mr. D. J. Byrne of the firm of Leonard Bros. leaves this week on an extended business trip to their eastern fishing grounds. Mr. Byrne will be joined at Newfoundland by one of his partners, Mr. Leonard.

The Montreal offices of The Grocer were favored with a call this week by Mr. T. B. Nicholson, representing the Keystone Mfg. Co., Buffalo. Mr. Nicholson, who is an old Toronto boy and an old grocery traveler, having represented the Eby, Blain Co., Limited, and T. Kinnear & Co., has done remarkably well since leaving for the United States.

Mr. Albert Neuberger representing the Preservaline Mfg. Co., New York, was a visitor to the Montreal trade this week.

Mr. Wm. Lamb, Omence, passed through Montreal last week on his way to Ste. Anne de Beaupre. While here, he was the guest of Mr. Arthur Bryson of the C. P. R. Mr. Harry Lamb, also of Omence, was another Ste. Anne excursionist.

**BORAX IS FOOD.**

OF late years the use of borax as a preservative is increasing somewhat. In dairying countries, particularly, the modern butter-maker uses borax freely in the preservation of dairy products. It is well known that in Denmark borax is used extensively in butter. It is largely on account of the pleasing flavor imparted to butter by the boric acid that the Danish article finds favor in England. In view of the fact that boric acid is beginning to take the place of salt to a considerable extent in the preservation of food, the Department of Agriculture in the United States recently arranged for some tests of its use.

Twelve young men at Washington submitted themselves to the test. As the effect of boric acid is not regarded as dangerous, or of a poisonous nature, the American authorities decided that a practical as well as a positive method of ascertaining the results was to practice on the human system. The twelve young men, for a time would use food preserved with salt, and for a time they would eat the food containing borax in varying quantities. The effects upon their systems were carefully noted by experts. Week after week for six months the experiment was tried under various circumstances, in order that the American Agricultural Department would definitely arrive at the effects of boric acid on the human system.

A full report of the experiment on the twelve young men has been submitted for the department's consideration. The report shows that boric acid taken in food is eliminated from the system almost entirely by the kidneys. It is not stated that the drug is directly injurious to the kidneys, but there are obvious reasons for caution in its use. It was found that the long use of the acid, which rarely produces immediate injurious effects, and is not noticeable to the taste, ends in loss of appetite, bad feeling, fullness of the head and stomach trouble. Habitual users of borated food often lose weight. It was further shown by the analysis that a smaller proportion of borated than of natural food is digested and assimilated by the body.

The report does not condemn the use of borax, but points out the need of greater attention to its excessive use. This applies particularly to meat and dairy products. Meats shipped raw and



not kept too long may be given a coating of the preservative which prevents germs from affecting the meat. But it should not be allowed to go too far below the surface.

It is thus pointed out that the habitual use of the acid is apt to produce an injurious effect. The drug may not affect a healthy person, but for delicate people and children the safest rule is to exclude it. While the human body may endure considerable quantities of boric acid, without harmful effects, its long usage is liable to produce injury to a delicate system.

**EFFECT OF WAR ON SUGAR VALUES.**

"It is an ill wind that blows nobody good" is an old saying and it seems that even the war in the Far East is not without beneficial blasts. In particular it is doing a good turn for the beet-sugar growers of Europe. Hitherto, about 300,000 Poles have been accustomed to flock into the German beet fields every spring to work, but owing to the war Russia has announced its intention rigidly to enforce the police regulations along the Russian frontier; so this year, at least, these Poles will be compelled to stay at home—perhaps to be sent to Manchuria to fight for the Czar, or otherwise to earn money enough to pay the heavy war taxes. It cannot be thought that the good wind is blowing in the direction of these Poles. No, it is all for the German laborers, whose wages will now go up in a lively fashion owing to the absence of the Poles, and the consequent dearth of hands. It is thought, too, that the scarcity of help will be so great that it will compel beet-growers to reduce their acreage. This again will reduce the yield and enhance prices. So it appears that the Russo-Japanese war may blow good to the German laborer, and, let us not forget, to the British West India sugar producers. For if it reduces the European beet acreage, it will likely mean a better market for the sugar production of the British West Indies.—Exchange.

**COMPANIES INCORPORATED.**

**T**HE Canadian United Milling Co., Montreal, have been incorporated to carry on a flour, cement and saw-milling business. The share capital is \$150,000 and provisional directors are H. J. Pidgeon, Grand Caspédia, Que.;

**It Has Paid Us \_\_\_\_\_**

as manufacturers to strive for excellence in the quality, style and appearance of our Meats. All our facilities and experience are directed to this end.

**It Will Pay You . . .**

as a dealer to examine our line and to satisfy yourself as regards the Quality and Price of

**Clark's Meats.**

 <p>This design a guarantee of quality.</p>	<p><b>GREY BREAD WRAPPER</b> <small>A SPECIALTY</small></p> <p>ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING</p>
	<p>SAMPLES AND PRICES WITH PLEASURE.</p> <p><b>CANADA PAPER Co.</b> Toronto LIMITED Montreal</p>

**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**

C. Broudeis, W. A. Weir, E. A. Schmidt, D. Mahaffy and J. B. Vosbough, of Montreal, and J. Earle, of Lacuhte, Que.

The firm of Armour, Limited, Toronto, have been incorporated with share capital of \$25,000, to carry on a general mercantile and manufacturing business. The provisional directors are J. S. Loveli, W. Bain, R. Gowans, E. W. McNeill and R. Richardson, all of Toronto.

The Hygiene Ice Co., of Ottawa, has been incorporated to manufacture and deal in ice, etc. The share capital of the company is \$100,000 and the provisional directors are R. P. Gilmour, E. A. Rumions, L. E. Rumions, T. Regg and C. B. Pratt, all of Ottawa.

The Grafton Fruit & Produce Co., Grafton, Ont., with share capital of \$25,000 has been incorporated to deal in fruit, vegetables, and farm produce; to manufacture preserved fruit and produce; and to prune and spray trees. The

provisional directors are A. T. Cole, R. Z. Rogers, G. R. Hare, M. J. Gillard and R. A. Newman, all of Grafton, Ont.

The Ontario Crude Oil Co. of Toronto, have been incorporated with share capital of \$300,000 to carry on mining, milling, reduction, and development operations, more particularly mining, refining and dealing in petroleum oil. The provisional directors are J. W. Stokes, Sarunia; W. D. Earney, J. Kynoch, A. Mac L. Miller and E. Miller, all of Toronto.

A. H. F. Randolph, Fredericton; J. F. Edgett, Moncton; F. R. Schofield, W. C. Cross and A. Malcolm, all of St. John, are applying for incorporation as the New Brunswick Importing Co., to carry on a general importing and exporting business in flour, molasses, provisions, etc. The share capital is \$25,000.

The B. C. Fruit & Commission Co., Vancouver, has been incorporated to take over the commission business of W. J. Wight, carried on under the name of The California Produce Co. The share capital is \$5,000.



## CROCKERY DEPARTMENT.

### Open Stock Patterns.

“MY experience with open-stock patterns,” commented the uptown buyer, as he called the writer’s attention to a table heavily laden with these goods, “has taught me that careful judgment in selecting must be exercised. Too many buyers, carried away by the increasing popularity of open-stock lines, choose patterns with little or no consideration of the present or future requirements of their patrons. They seem to think that any thing in open stock will move, and if disappointed they sweepingly denounce the selling proclivities of the patterns in general.

“In ordering an open-stock line the buyer should remember that he is virtually inaugurating an endless chain of china. The moment he or his assistants make a sale, that pattern becomes a permanent adjunct of his display. He must be ever afterwards prepared to replace a missing or damaged piece of that particular set, no matter if it has been dignified by but one order. It can be readily seen, therefore, how easily a buyer might burden himself with a lot of ‘dead stock’ merely to preserve an open stock pledge with some patrons who had taken kindly to slow-selling lines.

“Do you see that green border pattern over there?” the buyer inquired, pointing out a neat, tasteful design. “Yes, that’s it. Well, I thought I had a bad one in that pattern for a long time. Why, it actually lay around this department for several months before any one ordered it. About that time I had begun to feel rather fearful of its future, and was seriously entertaining the idea of taking it away from my open stock assortment. When I at last heard of the woman visitor who had honored it with the initial order I felt rather regretful, for I had been convinced that I would be forced to maintain possession of it for the sole reason of fulfilling our contract with that lone buyer. But after a time some one else condescended to order it, and later others came along, until now it is the best seller among all my open-stock lines.

“That one instance,” he explained,

“merely illustrates the uncertainty of shoppers’ likes and dislikes, and indicates how innocently, too, a buyer might permanently burden himself with an open-stock pattern for the sake of one or a few purchases.

“But the buyer who selects open-stock patterns judiciously,” he added “could do nothing more beneficial to the interests of his house than to establish several patterns in his department. The margin of profit on them is considerably larger than on the ordinary dinner service, which is quite deserved by reason of the much greater risk assumed. I have found, too, that the ordinary run of shoppers, when they become fully acquainted with the significance of an open-stock pattern, waste little time in deciding upon one of them. To my mind the popularity of the open-stock pattern is really in its infancy. All that is necessary to nurture its growth is the exercise of discretion on the part of the buyers, who, by ordering patterns that will prove popular, will insure the permanency of their stay upon the display tables.”

### Non-Crazing Ware.

IT goes without saying that the wide-awake crockery dealer has discontinued filling up his stock principally with a large variety of dinner sets, but instead selects one or more open stock patterns. This enables him at once to supply his patrons with just as few pieces as may be wanted at the time or an entire dinner set.

While some discretion is generally exercised in the selection of a stock pattern, it is, however, frequently based only on price, color and design without regard to quality. This is a fatal mistake. The first recommendation must be the quality of the ware, and not until that is assured should other considerations come into play. The necessity of having the best obtainable ware is quite apparent when one reflects but a moment upon the object of carrying a stock pattern; it is to supply patrons with their immediate wants whether large or small, and at the same time afford them an opportunity of providing them with their future requirements in the same

pattern, shape and color, as previously supplied. Now, if the ware originally supplied was not of good quality, no matter how tasty the pattern may have been, the customer will either not come back at all, or come only to make complaints—that ware breaks or chips too easily or, worse than all, is badly crazed. Handling such goods there is but one result, loss of business to the dealer and disappointment to the customer.

There are several good makes of dinnerware in the market and one of the best is Maddock’s Royal Vitreous. Of this now celebrated non-crazing ware, E. W. Klotz, the sole agent for Canada, shows a large range of samples at 24 Wellington street west, Toronto.

### Fine Crockery Show Rooms.

The intending visitor to the warehouse of the John L. Cassidy Co., Limited, of Montreal, naturally expects the surroundings there to be in keeping with the standing of the house, claimed to be the largest in its line in the metropolis. But despite all this, he will hardly be prepared for anything so imposing as he will actually find. Covering an area three warehouses wide, the showrooms are filled to their utmost capacity with the samples required to represent the enormous stock carried. Elaborately mounted vases shown on mirrors, cut glass arranged on plush, silverware in cases, and table after table of exquisitely decorated china, all go to the making up of a striking exhibition of all that is best in the potters’ and glass cutters’ arts. Lovers of fine pottery, as well as those in search of special values—to all of whom the house extends its cordial invitation—will be well repaid by a visit.

### New China Firm.

The Fleming-Hutton Co., Toronto, have been granted a charter to sell and deal in, as manufacturers’ agents and otherwise, earthenware, china, lamps and glassware. The share capital of the company is \$25,000 and the provisional directors are T. C. Fleming, Toronto; E. W. Hutton, A. E. Hutton, M. A. Rumsey and S. C. Bartlett, all of St. Mary’s, Ont.

### Crockery Notes.

G. Hasenflug, grocer, Waterloo, Ont., is having four 12-foot silent salesmen made, for the better display of his stock of china, crockery, etc.



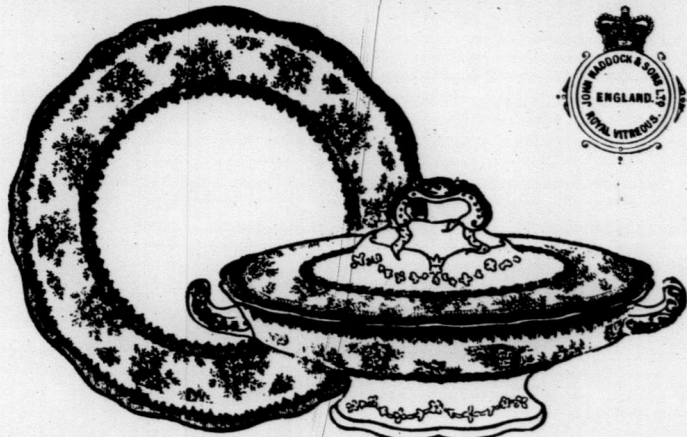


# "Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE  
PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

**THE PACIFIC SELLING CO.,** 95 HUDSON ST.,  
NEW YORK, N. Y.



## For Import only

The "Hamilton," a stock pattern winner.  
Colors—Green, Turquoise and Dark Blue.  
Remember, Maddock's is the brand that  
hasn't crazed for 40 years.

Have the best and avoid work, worry,  
dead stock, shelf warmers, dissatisfied cus-  
tomers, and losing your temper.

**E. W. KLOTZ**

SOLE AGENT  
FOR CANADA

24 Wellington St. West, TORONTO

FANCY CHINA AND GLASS IMPORT SAMPLES NOW FOR SALE

## The Winnipeg Fair

is deemed by THE GROCER worthy of a  
special number. Accordingly,

Next week, August 5th

will appear

**The Winnipeg Fair Number**

of

**The Canadian Grocer**

This number will have a special cover,  
and will contain an illustrated account of  
the Exhibition. The edition will be con-  
siderably enlarged, and will be heavily  
distributed throughout Western Canada.

## Advertisers

wishing to take advantage of this unusual  
opportunity should send in copy at once.  
No advance in rates for this issue.

Copy must be in not later than Aug. 3rd.

**THE CANADIAN GROCER**  
MONTREAL TORONTO WINNIPEG

**2** brands

that will bring you business—

**BORDEN'S "Eagle" brand Condensed Milk**  
AND  
**BORDEN'S "Peerless" brand Cream**

The best and healthiest "hot-weather" goods on sale.

For sale by all jobbers, or

**WM. H. DUNN**  
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.  
W. S. CLAWSON & CO.  
St. John, N.B.

SCOTT, BATHGATE & CO., Winnipeg, Man.  
SHALLCROSS, MACAULAY & CO.  
Victoria and Vancouver, B.C.



**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year	\$30 00
" " " " 6 months	17 00
" " " " 3 months	10 00
50 " " " " 1 year	17 00
" " " " 6 months	10 00
25 " " " " 1 year	10 00

**BUSINESS CHANCES.**

**TRY THE SOUTH**—It is prosperous and the people and the weather always genial; one of the best grocery stores in one of the best towns in Central Kentucky is offered for sale at the wholesale cost of the stock, with no charge for good will, though continuously and successfully operated since 1869; annual business, \$40,000; capital required, \$4,000 to \$5,000; present owners going into the jobbing trade exclusively. Address J. M. Kelly, Merchandise Broker, Lexington, Ky. (31)

**SITUATION VACANT.**

**CHEESEMAKER**—With some experience—or one willing to learn the business; for four months. Apply, at once, to J. W. Fotheringham, Cavanville Factory, Cavanville, Ont. f

**SITUATIONS WANTED.**

**GROCERY CLERK**, nine years' experience, desires position in Northwest; best references. Box 158, CANADIAN GROCER, Toronto. (31)

**MECHANICS WANTED**

**FIRST CLASS BAKER**—State wages. Adam Seltzer, Tavistock. f

**AGENTS WANTED.**

**OLD ESTABLISHED** English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (281f)

**FOR SALE.**

**FOR SALE**—150-Barrel flour mill; in good village, near Winnipeg; going concern; in first-class condition. For further particulars, apply T. R. Billett, commission agent, Winnipeg. f

**FOR SALE.**

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

**IRISH**

Consumers prefer Canadian products. If you want to sell communicate with

**J. H. Sheridan, 6 D'Oiler St., Dublin**

(23)

**WELL-KNOWN GROCER DEAD.**

**FULL** of years, honors and success, Mr. J. E. Mullin, one of the oldest wholesale grocers in Montreal, passed away last week. The long procession of sorrowing citizens that followed him in funeral procession last Monday morning was a sterling testimony to his record in life. He had been ailing for some time, but his friends thought that his hardy constitution and good care would combine to keep him in comparative good health and strength for some time. At 80 years of age the change came over him quickly and it was just a few days ago that the worst was feared. He passed away peacefully on Friday morning, July 22.

Mr. Mullin came to Montreal from Ireland when a very young man. He was successful in business from the very first. Of late years he gave up groceries, being interested in the cold storage business. He at one time represented St. Lawrence division in the City Council and once contested St. Ann's division for parliamentary honors. Mr. Mullin was a bachelor.

**AUTOMATIC CHEESE CABINET.**

One of the most serviceable grocery accessories recently put on the market is an automatic cheese cabinet which, it is claimed, keeps the cheese clean and fresh and free from flies. It has glass on three sides, and perfect ventilation is afforded by a front drop door. By a special contrivance the cheese is drawn out automatically by simply lowering the drop door. This novelty is for sale by Lucas, Steele & Bristol, Hamilton, who recommend it to the trade as being indispensable at this particular season. They claim that it will save its cost, viz.: \$8.75, within a few weeks.

**WINNER IN FRUIT GUESSING CONTEST.**

The award in White & Co's. fruit guessing contest was made this week, when H. A. Powers, of Picton, was declared the winner, having come the nearest to the correct number of bunches of bananas handled by this Toronto firm during the week of June 4-10. His guess was 6,013, whereas the correct number was 6,071. Over one hundred competed in the contest, and the keenest interest was manifested throughout. White & Co. will give Mr. Powers a free trip to the St. Louis fair.



**Our Sheet Metal Fronts**

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles. They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building. Think it over.

**Metallic Roofing Co., Limited,**  
Wholesale Manufacturers,  
Toronto, Canada.

**Merchants Who Buy Hides**

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market value, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

**CARROLL S. PAGE, - HYDE PARK, VT.**

**Orlan Clyde Cullen, C.E.L.L.M.**

Counsellor at Law U.S. Supreme Court.  
Registered Attorney U.S. Patent Office.

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

**Box 264, Station G., Washington, D. C.**

**GUN SHOP and MODEL SHOP,**  
Warren White Sulphur Springs,  
Totten P. O. Virginia.

**Nobody has a bad word for BROCK'S Bird Seed**

Put up by

**NICHOLSON & BROCK, - TORONTO**



# Why?

Why should our pack of goods be better than any other company's? That is a fair question and we shall answer it.

We are in the very heart of admittedly the best spot in the whole of Canada for the growing of fruits and vegetables.

Our factory and equipment are the newest and most modern to be found on the continent.

Our work people are skilled, having had many years training in this very work in the home of the canning industry in Canada.

Our head process-man has not his peer in all America. We "paid the price."

The management know the business thoroughly.

Went in for a grade of goods distinctly better than the best hitherto produced. "Where there's a will, there's a way," and they have the will.

## Old Homestead Brand of Canned Fruits and Vegetables

are in a class by themselves. Yet they can be had by every grocer who wants them if orders are given early. There is a limit to the pack, of course. Strawberries, Peas, Raspberries have been packed, and the goods are on the market. Order from your wholesaler, and order now. Later on you may have your troubles.

---

**Old Homestead Canning Co.**  
Picton, Ont.




EVERY GROCER DOES NOT SELL

# VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's**. Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's**. **Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO  
WATT, SCOTT & GOODACKER - - MONTREAL



**Canada—**

there is no  
better country

**MOTT'S—**

there is no  
better CHOCOLATE

**John P. Mott & Co.**  
HALIFAX, N.S.

SELLING AGENTS:  
J. A. TAYLOR, R. S. MCINDOE, JOS. E. HUXLEY  
MONTREAL TORONTO WINNIPEG.

**Americans**

spending their Summer in Canada have  
been getting

**Stewart's  
Fine Chocolates**

At first they wanted American-made Chocolates. Now they invariably ask for Stewart's. The quality is not only as good as the best American-made—a little better some think—but the price is lower, and when quality and price constitute the argument, there is little left to be said. Then again, the package is fully up to the best examples.

*All grocers should handle  
Stewart's Fine Chocolates.*

SEND FOR PRICE LIST.

**A. J. STEWART, Limited**  
MAKERS  
**Toronto.**

Has stood the test of every climate.



## HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.,	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

**St. CHARLES, ILL., U.S A.**

Correspondence and Trade orders solicited.

**FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**



## Business Changes

### ONTARIO.

**T**HE flour mill of H. V. Denne & Co., millers and grain merchants, Newmarket, is advertised for sale.

A. F. Dickson, miller, Atwood, has been burned out.

E. Allen, grocer, Kingston, has sold out to Wm. J. Reid.

J. C. Jones, grocer, Stratford, has sold out to A. H. King.

H. Poile, baker, Chatham, has advertised his business for sale.

Geo. Ross, general merchant, Drumbo, has assigned to A. Robinson.

C. W. Butler, grocer, Ottawa, has assigned; meeting of creditors July 26.

The business of John Hull, miller, Lakefield, has been advertised for sale.

The business of D. M. McDermid, grocer, Limehouse, is advertised for sale.

P. F. Rundle, of P. F. Rundle & Co., cheese and butter dealers, Ingersoll, is dead.

W. A. Cole has been appointed liquidator to the Dominion Supply Co., Ottawa.

W. H. Miller, general merchant, Severn Bridge, has advertised his business for sale.

W. E. Green, dealer in groceries and fruit, Toronto, has sold out to G. Hamilton.

The business of Tudhope Bros., (Geo. H. Tudhope) grocers, Woodstock, is advertised for sale.

A meeting of the creditors of Benson & Co., grocers and dry goods merchants, Watford, is advertised for July 29.

A meeting of the creditors of Williams & Son, manufacturers of pickles, Toronto, who assigned to E. R. C. Clarkson, was announced for July 23.

### QUEBEC.

Bissonnette & Giguere, tobacconists, Quebec, have assigned.

The premises of A. J. Aubin, grocer, Montreal, have been closed.

The assets of Boucher & Lesage, grocers, Montreal, are to be sold.

The assets of A. Adelson, grocer, Montreal, are to be sold on the 29th.

W. Gagnon has registered under the style of Adelina Duclos, grocer, Montreal.

The assets of J. Fisher & Co., general merchant, Jonquieres, are advertised to be sold.

H. Lamarre has been appointed curator to J. L. Seguin, general merchant, St. Simon.

Chartrand & Turgeon have been appointed curators to A. Robert, grocer, St. Jerome.

The assets of A. Saucier, wholesale produce merchant, Montreal, are advertised to be sold.

Andrew Laing has registered under the style of the Laing Canning & Preserving Co., Montreal.

Mrs. Samuel Fontaine has registered under the style of N. G. Bedard & Co., grocers, Montreal.

The assets of J. R. Gervais, general merchant, Mount Carmel, were advertised to be sold on July 27.

The assets of L. P. Lelletier, general merchant, Notre Dame Du Lac, were advertised to be sold on July 28.

A. Gauthier, W. Cole and W. Cote have registered under the style of Gauthier, Cote & Freres, general merchants, St. Cyrille.

Philip Le Dain has registered under the style of the Canadian Townships Produce Co., dealers in grocers' supplies, etc., Montreal.

### NOVA SCOTIA.

E. D. Smith, general merchant, Lower Shag Harbor, has assigned to G. A. Black.

### MANITOBA AND N.W.T.

J. W. Toogood, grocer, Prince Albert, has sold out to C. O. Conner.

A. Simpson, grocer, Snow Flake, has sold out to Wm. Rowbotham.

W. J. Robinson, general merchant, Erwood, has sold out to James L. Marshall.

Revillon Freres, general merchants and furriers, have been succeeded by Revillon Freres.

P. Nelson, grocer, Winnipeg, has taken partnership interest with his brother at Percival.

Wikie & Co., general merchants, Fort Saskatchewan, have sold out to Kimball & Co.

Cochrane Trading Co., general merchants, Cochrane, have been succeeded by Howard & Chapman.

The Cartwright elevator of McLaughlin & Ellis, grain merchants, Winnipeg, has been destroyed by fire; loss covered by insurance.

### BRITISH COLUMBIA.

D. S. Macdonald, general merchant, Northfield, is dead.

M. A. Smith & Co., grocers, Revelstoke, have been succeeded by Hobson & Bell.

C. Bean, of J. E. Rogers & Co., general merchants, Fernie, has sold his interest in the business to J. E. Rogers.

The California Produce Co., wholesale fruit dealers, Victoria, have been succeeded by the B. C. Fruit & Commission Co.

### LOWER PRICES IN WOODENWARE.

As a result of the additional protection afforded woodenware of Canadian manufacture by the increase in the duty on the foreign article entering this country, the United Factories of Toronto have been enabled to make a material reduction in woodenware quotations for the benefit of their customers. Here is an instance where increased protection has been in the best interests of the consumer.

**WE  
REMIN  
YOU**

that in addition to

**Perfection  
Cream Sodas**

we make an immense  
variety of

**Fancy Biscuits**

and

**Confectionery**

All our goods are made with  
rigid care and with every  
regard for quality.

**THE Mooney  
Biscuit & Candy  
Company,**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG and HAMILTON  
Manitoba and Ontario

TELEPHONE { MAIN 125  
" " 467

**Wm. McCann  
Milling Co.**

MILLERS

AND GRAIN DEALERS

**192 King Street East  
TORONTO.**



**A COMPLIMENTARY BANQUET.**

THE banquet to Mr. George E. Drummond, president of the Canadian Manufacturers' Association, given at the Canada Club, Montreal, was a unique affair. There were in attendance politicians of note from both parties. Race, creed, politics and nationality were all set aside and it was a gentlemen's banquet to one of Montreal's first gentlemen and in fact one of Canada's. The notable speeches were not made by ministers, but by business men, and notable among these were the terse utterances of Mr. Drummond himself. Mr. Robert McEighen, president of the Lake of the Woods Milling Co. and R. A. Donald, manager of the Pure Gold Mfg. Co., of Toronto, as well as Messrs. J. J. McGill, H. Cockshutt, R. M. Ballantyne and Robert Munro had some things to say and they all said them like level-headed business men who believed in the future of the Dominion.

**EXPORTS OF TEA FROM JAPAN.**

Statistics as follows regarding exportations of tea from Japan for the present season to June 15 have been received from C. M. Bernard, Chicago, agent for Bernard & Co., Yokohama, Japan:

To New York .....	2,859,173 lbs.
To Chicago .....	3,104,035 "
To San Francisco .....	824,240 "
To Canada .....	372,799 "
Total .....	7,160,247 "

As against 9,870,393 lbs. to same date last season. This shows a decrease to all points of 2,899,269 lbs., but to Canada there is an increase of 189,123 lbs.

**GUELPH BOARD OF TRADE MEETS.**

A regular meeting of the Guelph Board of Trade was held on Tuesday, July 19. Among the items considered under the head of business was the report of the manufacturers' committee to the effect that they were in favor of advertising the advantages of Guelph as a manufacturing, business, and residential centre and would suggest the appointment of a committee to wait upon the City Council and ask their co-operation in this important matter. The advertising medium suggested was some largely circulated trade-journal in Canada and the United States respectively. The appointment of a committee was recommended to act either in conjunction with the manufacturers' committee or independ-

ently to arrange the details of carrying the above scheme to completion. The various other standing committees reported. The remaining items of particular interest were the annual report of the Stratford Board of Trade, and an address on the local railway situation by J. W. Lyons. The question of running an excursion under the auspices of the board was also introduced and finally handed over to the banqueting committee for further consideration.

**OFF FOR SOUTH AFRICA.**

The steamer "Monarch" of the Elder Dempster line has sailed for Cape Town, Durban, East London and Port Elizabeth, S. A. She carried a large general cargo, including flour, bagged grain, lumber, frozen meats, canned goods, butter and cheese, also agricultural machinery. For the improvement of stock in the Transvaal some valuable live stock were taken.

**RETURNED JUL 29 1904**  
*H. S. G. B. Co. Montreal*

**MIXED PICKLES**  
**THE OZO COMPANY LIMITED**  
 MONTREAL, QUE.

**LION BRAND**

DEPENDS ON A GREAT MANY OUTSIDE THINGS IT EVEN BEGINS IN THE SEED FROM WHICH THE VEGETABLES ARE GROWN, THE SOIL ALSO MAKES A DIFFERENCE AND THE AMOUNT OF RAIN FALL BUT NO MATTER HOW WELL THEY ARE GROWN THEY MUST HAVE THE MOST EXPERT HANDLING AND WATCHING TO TURN OUT THE DELICIOUS, APPETIZING FLAVOR THE FIRM CRISP WELL CUT CUBES OF EVEN COLOR WHICH HAVE MADE OZO BRANDS KNOWN FROM OCEAN TO OCEAN AS THE ACME OF GOOD GOODS. THE VINEGAR USED IS THE MICHEL LEFEBVRE TRIPLE STRENGTH YOU KNOW THESE COULD BE NO BETTER. IF YOU HAVE BOUGHT THEM BEFORE YOU WILL SEE THAT YOU GET THEM AGAIN, IF YOU HAVE NOT DONT LET THEM GO.

WRITE US FOR CATALOGUE AND QUOTATIONS.  
 SHALL CROSS & MAULAY, VANCOUVER.  
 NOW. **THE OZO CO LIMITED.** MONTREAL.  
 JOS. CARMAN, WINNIPEG.

**W. S. CLAWSON & CO.**  
 ST. JOHN, N.B.

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**Want Ads.**

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. 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.

MacLEAN PUBLISHING CO., Limited  
Montreal and Toronto.

**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

An  
Irresistibly  
Delicious  
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives  
Eating  
Chocolate  
a New  
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.  
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

**Attention!**

**KLAUS'S**, the best of all Swiss milk chocolates for eating and drinking.

**KLAUS'S** marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

**Galactina** Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

**BEAR BRAND**, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

**GLARNISH GREEN CHEESE**, manufactured by G-inger Bros., Naefels (Switzerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

**Canadian Swiss Trading Co.**

17 ST. JOHN ST.,

**MONTREAL.**

Send for Samples and Prices.

**"Quality"**

is our watchword.



When you offer  
a package of

**San Toy  
Starch**

to your customers you need  
have no fear of the result—  
every purchaser of **San  
Toy** means a satisfied customer. Write for sample and prices.

J. H. MAIDEN, Agent,

Montreal.



WE SELL  
ONLY THE  
VERY BEST

# ORANGES

LATE VALENCIAS.

TORONTO, CANADA.

McWILLIAM  
**Mc. AND E.**  
EVERIST

PHONE MAIN 645.

TRY OUR  
FANCY

# Water Melons

GEORGIA STOCK.

The

## DAWSON Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets. TORONTO

## WE BUY

BRIGHT DRIED APPLES.  
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

## Pineapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.  
Florida Tomatoes. Elegant Stock.  
Strawberries. Arriving Daily.  
Oranges. Lemons. Bananas.

Give us your orders.  
We can fill them to your satisfaction.

## HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.  
82 Colborne St., TORONTO  
Phones—Main 54, Main 2426.

# GREEN FRUITS

### Fruit and Vegetable Prospects.

IN the Niagara District the fruit prospects continue excellent, with the exception of peaches, in the yield of which there will be considerable decrease. Around Port Dalhousie the loss to the peach crop will be comparatively small, while in St. Catharines District the outlook has improved considerably, and authorities on fruit say the crop for 1904 will basket up to a good average.

The crop of cherries has been good and the yield of raspberries, now beginning to be picked, will be large and of good quality. Plums are expected to be a

tario is late this year, but looks particularly well.

All along Lake Erie and north the crop of Fall and Winter apples promise to be large and of excellent quality, while plums and peaches are an entire failure.

There have been no changes in the fruit and vegetable situation in the Provinces of Quebec, Prince Edward Island, Nova Scotia and New Brunswick, since last week's report, and the prospects for apples, small fruits, vegetables and roots continue fair.

In British Columbia prospects are equally good. The famed Kelowna Dis-



How Bananas Reach Montreal—A Trainload of 17 Cars.

light crop all round. An abundance of Winter apples is expected.

The feature in the Niagara fruit belt, however, is the splendid outlook for grapes. Everywhere the vines give evidence of an exceptional yield. Plums, pears and the many small fruits grown in the Niagara District promise an abundant yield.

In the Leamington fruit district it is estimated that frost destroyed about 75 per cent. of the peach trees. Cherries have been a profitable crop, and apples promise well. The bean crop in On-

trict promises a record fruit crop of all varieties.

### Banana Traffic to Montreal.

THE average citizen of Montreal no doubt is under the impression that one or two cars of bananas a day are disposed of throughout the City of Montreal, when as a matter of fact, the quantity used is from six to ten per day.

Speaking literally, 42 cars arrived in Montreal during the week ending July

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16th. Two weeks ago the Delaware & Hudson Co. brought in a solid train of 17 cars, which would no doubt be an eye opener to the citizen who does not indulge in this fruit.

The banana trade reaches Montreal through Baltimore, Philadelphia, New York, and Boston, the shipments from New York averaging about 75 per cent.

The principal routes over which this traffic reaches Montreal, are the New York Central, and Delaware & Hudson. Up to two weeks ago the Delaware & Hudson, with its Grand Trunk connection from Rouses' Point, handled the bulk of the business, but it has now gone over to the New York Central, owing to the inability of the Grand Trunk to give the necessary service, that is, early morning delivery.

The terminal facilities for handling this ever growing industry in Montreal are considered very good and fruit merchants appear to be well satisfied, whether delivery is given on Grand Trunk or Canadian Pacific tracks.

**Exhibit of Canadian Fruit.**

Arrangements are being made for three exhibits of Canadian fruit in London, Eng., to open September 1 and to last for six weeks. This will include 500 cases of fruit and 150 bottles of preserves.

Preliminary arrangements are also being completed for a large display of Canadian fruit at the great Industrial Exhibition, which is to be held in Liege, Belgium, beginning in May, 1905.

Canadian fruit growers are also making a creditable exhibition of fresh fruits at the St. Louis Exposition, large quantities of strawberries, gooseberries, currants and cherries having been already sent forward.

**New Way of Selling Bananas.**

Within the next few weeks the United Fruit Company, of Boston, Mass., will establish throughout the scope of their distribution the system of selling bananas by weight instead of by the bunch. This will place the method of disposing of the fruit on an entirely different basis. The announcement is a most important one to commission merchants and dealers, but among them there seems to be a feeling of unanimity that the change is a good one. One prominent Boston dealer is of the opinion that the selling of bananas by the pound will prove a satisfactory arrangement, and that after dealers are accustomed to it they will find it much more equitable than the present method. The system is in operation at New Orleans at the present time, the southern division of the company's territory, where it has given perfect satisfaction.

**Result of  
Banana Guessing Contest**

6071 bunches Bananas handled by us from June 4th to June 10th—an average of 1012 per day—nearest guess 6013—won by

**H. A. POWERS, Picton**

We certify the above as being correct, having examined the books of Messrs. White & Co., and find that from June 4th to June 10th (both days inclusive), they received and handled 6071 bunches bananas, and that H. A. Powers, Picton, was the first person to guess the nearest to the correct number.

(Signed). W. H. MILLMAN, of W. H. Millman & Sons,  
J. P. WHITE, 25 Toronto St., (Yonge St., City).  
Notary Public.

**WHITE & CO., Toronto**

W. B. Stringer.  
J. J. McCabe.

**==YOU==**

Phone Office,  
Main 520.

undoubtedly see the advantage. We spend our time around the market and must see the best values - it's from these your order is filled. We may have to go to 4 or 5 houses to complete your shipment, but that's what we're here for. When we fill your order you may be sure it's the best deal Toronto market offers that day. Try us.

**W. B. STRINGER & CO., FRUIT BROKERS.**  
61 Front St. East, Toronto.  
Can. Representatives for J. C. Houghton & Co., Liverpool & London

**Arriving Daily- Almost** Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.  
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

**Hugh Walker & Son, - Guelph, Ont.**

**McDOUGAL & LEMON  
OWEN SOUND**

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

**The Canadian Vinegar Company**

HIGH-GRADE VINEGARS

Under Excise Supervision  
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,  
MONTREAL.

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**

27 St. Sacrament Street,  
MONTREAL.

Tel. Main 778.

**Apples Vegetables**

Dried and Evaporated Green and Desiccated

**FINKLE & ACKERMAN  
BOWMANVILLE.**

The bunches vary so in size that under the old method there was no way of regulating matters so that some dealer would not have a decidedly better deal than others. For instance, two dealers might bid for first, and when it came to delivery the bunches coming to one man might contain a fifth

**Ridge Hall Fruit Farm.**

Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.

**E. E. ADAMS, Leamington, Ont.**

more fruit than that which fell to the lot of the other party. It is also claimed that as long as the system of selling by bunches is in vogue such uneven apportionment of fruit cannot be avoided.



# FLOUR AND CEREAL FOODS

## Grain Situation.

**A**DVICES received from points all over the Dominion are hopeful regarding the coming harvest. In western Ontario the harvest will be late owing to the backwardness of the season, but generally a good average grain yield is expected. In some parts, particularly the south and southwest, from Hamilton to Port Dover, wheat is very poor. Reports on oats are generally satisfactory, while other grain crops are above the average. Owing to the excessive rains of the last few weeks there are continued reports of rust in certain localities. In eastern Ontario grain is on the whole progressing well, and conditions are more favorable than in the west. In Nova Scotia and the east reports show considerable falling off in average returns. Rains, however, have much brightened the prospects for grain, and the crop is estimated at 90 per cent. of a full crop.

Conditions throughout the entire Canadian west have shown marked improvement during the last few days. Parts of the Districts of Saskatchewan, Alberta, Assiniboia, and western Manitoba, were beginning to suffer for want of rain. Abundant showers, however, have relieved the situation. All grain is well headed out except in small areas where sown late. Oats and barley are progressing favorably as well as wheat; they also are in head and give every promise of an excellent crop.

Five weeks of favorable weather from now on is all that is needed to insure one of the heaviest crops of the finest quality ever harvested in the Canadian west. In some localities the heads of grain are fully 4 inches in length, while the straw generally runs from two to three feet in length. Several districts place the estimated yield as high as 40 bushels to the acre. Some barley has already been cut, but it is not expected that harvesting will be general before the middle or end of August.

The increase in the grain acreage of Manitoba and the Canadian west for 1904, as compared with 1903, is not as great as had been expected. It was expected by grain men that there would be a large increase in wheat area in Manitoba, but what increase there has been took place largely in the Territories. The number of acres under crop this year in both Manitoba and the Territories is 5,065,480, or an increase on last year of 394,710 acres, or about 9 per cent. There are 3,420,411 acres under wheat, as against 3,123,663 acres

last year, showing an increase of 9½ per cent.; 1,205,960 acres under oats, as against 1,101,333 last year, an increase of 9½ per cent.; 392,569 acres under barley, as against 381,135 last year, an increase of 3 per cent., and 46,510 acres under flax, as against 61,639 last year, a decrease of 28 per cent. The above increase of 9½ per cent. in the number of acres of oats is a fair one, and is due to the late Spring in some sections, which caused the sowing of oats in preference to wheat. The decrease in the number of acres under flax is very noticeable, but it is not surprising after last year's failure of the flax crop in the Territories.

In Manitoba alone the number of acres under wheat is 2,366,200, which shows a slight increase over last year, under oats, 551,311 acres; under barley, 280,590 acres, and under flax, 25,602 acres. The figures of crop area for the Territories are, under wheat, 1,051,211 acres; under oats, 651,619 acres; under barley, 111,979, and under flax 20,938 acres. The number of acres under flax last year was 32,131, so this is a decrease of 11,493 acres. The increase in the number of acres under wheat in the Territories is much in advance of the increase in Manitoba.

The crop situation in the United States shows improvement on the whole, though the effects of winter wheat damage are being realized. A shortage from 1903 is indicated in Nebraska, Kansas and portions of Missouri. In the majority of cases the wet harvest has had a perceptibly bad effect on the quality of the grain. On the Pacific Coast, California grain crops will be smaller than a year ago, but much needed rain has helped Spring wheat in Oregon and Washington, while affecting the quality of winter wheat now being harvested.

The Trade Bulletin of Chicago estimates the wheat crop of the United States at 610,000,000 bushels, and claims that reducing supplies to a minimum, the surplus for export may be 142,000,000 bushels. Exports last year were 121,000,000 bushels, and the average for the past fifteen years 170,000,000 bushels. Supplies of flour and wheat in America are about one million seven hundred thousand bushels less than last year, while the amount of wheat in farmers' hands is 6,000,000 bushels less.

Stocks in Europe, Argentina, and afloat are 22,500,000 bushels more. According to the Bulletin, the world's wheat crop for 1904 is 14,000,000 to 15,000,000 bushels less than last year. An increase in Asia, it is declared, will offset the decrease in the United States. The decrease is chiefly in Europe and mainly in Russia, Roumania, Austria-Hungary and Italy.

According to a London cablegram the prospective shortage in the world's wheat output this year is becoming serious. The best authorities consider that

the United States, Canada, Russia, and the Danube countries will not be able to spare Europe more than 25,000,000 quarters, compared with 36,000,000 in the past season, and as European countries need to import 58,000,000 quarters, it may become a serious question whether our requirements can be easily satisfied. Beerbohm is even more pessimistic than this: he suggests that your exportable surplus of wheat to Europe, and Canada's may not exceed 10,000,000 quarters, and adds that seldom has the outlook been so apparently in favor of a higher cost of breadstuffs than now.

### VISIBLE SUPPLY IN CANADA AND UNITED STATES.

	July 25, 1904	July 27, 1903	July 28, 1902
Wheat.....	12,775,000	12,950,000	21,391,000
Corn.....	5,778,000	7,311,000	7,468,000
Oats.....	3,007,000	5,229,000	894,000
Rye.....	792,000	634,000	10,000
Barley.....	955,000	363,000	250,000

Wheat decreased 544,000 bushels during the past week; corn decreased 306,000, and oats decreased 879,000. Last year wheat decreased 117,000.

### GRAIN ON PASSAGE.

	Wheat & Flour Bush.	Corn Bush.
To the U. K.....	25,920,000	8,560,000
To the Continent.....	13,760,000	5,680,000
Total.....	39,680,000	14,240,000
Last week.....	39,360,000	13,840,000
This week last year.....	26,800,000	16,080,000
Same week, 1902.....	25,200,000	14,840,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 51,855,000 bushels, against 52,079,000 last week, 39,750,000 last year, and 46,791,000 in 1902. The total amount of corn in sight is 20,018,000, against 19,921,000 last week, 23,391,000 last year, and 22,380,000 in 1902.

### WORLD'S WHEAT SHIPMENTS.

	July 25, 1904	July 27, 1903	July 28, 1902
Canada and U. S. . . . .	1,281,501	2,781,988	3,981,000
Argentina.....	1,592,000	896,000	40,000
Australia.....	80,000		
Danube.....	320,000	320,000	736,000
India.....	2,616,000	848,000	264,000
Russia.....	1,616,000	2,072,000	896,000
Totals.....	7,505,501	6,917,988	5,817,000

### WHEAT AT FORT WILLIAM.

	July 22, 1904	July 15, 1904	July 24, 1903
Receipts.....	482,220	484,494	200,407
Shipments.....	658,897	821,472	489,362
In store.....	1,365,794	1,582,921	677,366

### WHEAT AT FORT ARTHUR.

	July 23, 1904	July 16, 1904	July 20, 1903
Receipts.....	44,521	90,714	30,620
Shipments.....	176,662	111,854	174,071
In store.....	443,309	575,449	149,330

Given the short supplies present and immediately prospective there is sufficient strength to furnish a strong undertone to the market. In addition come steady reductions in stocks both at home and abroad, and advices of less than earlier anticipated yields of wheat in leading European countries.



**Canadian Barley in England.**

P. B. MacNamara.

THE quantity of barley imported by Great Britain during the year ending December 31, 1903, as shown by the trade and navigation returns, may prove of interest to Canadian growers and shippers, and may stimulate the former to greater efforts, to furnish a larger share of the demand that exists in this country than they at present supply. The quantity shipped by Canada is not stated in the report, but is merged with "All Other Countries."

	Cwt.	Bushels.	£	8
Russia .....	12,117,287	22,618,936	2,870,362	13,969,005
Roumania .....	3,550,536	6,627,667	877,902	4,272,456
Turkey .....	4,365,018	8,148,034	1,294,053	6,297,725
United States .....	2,826,772	4,716,641	818,804	3,984,846
Other countries .....	3,988,465	7,445,134	1,378,198	6,707,206
Totals .....	26,548,078	49,556,412	7,339,314	35,231,328

To the above quantity must be added the production of barley in England for the year 1903 from 1,858,000 acres, in order to realize the enormous consumption. There was a falling off in the acreage devoted to barley for 1903, compared with 1902, of 51,000 acres. The principal barley-growing counties are Yorkshire, Lincolnshire and Norfolk. The agricultural returns do not give the number of bushels produced from the acreage devoted to its growth. For stock feeding purposes the largest quantity is used, chiefly that from Russia and Roumania.

**ORIGIN OF BEST QUALITY.**

For malting purposes, apart from local production, the best quality and that commanding the highest price, comes from Chili and California, the Syrian coast, Smyrna and Morocco, and from Montana a high class of malting barley is shipped, the price of the latter averaging 3s 6d to 4s, or 85 to 97c per bushel. The price of Chili and California barley averages 4s, or 97c per bushel. The price of local malting barley ranges from 3s 3d to 4s, or 79c to 97c per bushel.

**MARKET FOR CANADA.**

By an analysis of the figures representing the total quantities from different countries, and the value thereof, the average price per bushel is as follows :

	Cents per bushel.
Russia .....	61
Roumania .....	67
Turkey .....	77
United States .....	84
Other countries .....	90

From the above figures it is manifest that the Canadian growers of fine malting barley have within their reach a field of great proportions for their product.

**MALT.**

In my list of inquiries furnished the department for the month of May there is one for malt by a large brewing firm of Manchester. The trade and navigation returns for Great Britain show

that there was no malt imported and only a very small quantity exported, both British and Irish, viz.:

Cwt.	Bushels.	£	8
268,916	501,477	173,134	842,683

The shipment of malt by steamship is one requiring the most absolute care as to moisture. It is usually shipped in bags by rail, but if there is the faintest doubt that if shipped in bags by steamships there is a possibility, however re-

mote, of moisture being absorbed, it should be shipped in barrels, which would add but little to the freight charges, and eliminate all chances of moisture under ordinary circumstances.

**PRICE VARIES.**

The price for malt in England varies as in the case of barley itself. If choice selected barley is malted the highest price is obtainable, ranging from



☞ Children have a hard time in the summer—mainly because they eat the wrong things and too much of them.  
☞ "FORCE" with milk or cream is the safe food. And the little ones like it as well as we do.

*Sunny Jim*

Bright, shining, merry eyes mean more than a happy disposition—they indicate a sunny digestion.  
"FORCE" takes sunshine right to the spot!  
Not only are the elements of "FORCE" scientifically combined and properly balanced for a perfect food, but the mechanical processes of digestion are partly done in advance, so that the digestive organs are spared just that much effort.

"FORCE" is made in Canada.



4s 8d to 5s, or \$1.13 to \$1.21 per bushel. I visited a small malt house here only using three kilns, and the quantity of barley malted yearly is 112,000 bushels. Some of the large breweries, and there are many such, will use as much as 250,000 to 300,000 bushels of malt yearly. The field for the Canadian exporter of malt is by no means limited, as some of the large brewers do not make the malt used by them, and others use more than their malt houses worked full time can produce.

**New Elevator Opened.**

LAST week the Steel Storage and Elevator Construction Co., represented by the president and general manager of the company, Mr. F. J. Weber, conducted a large number of distinguished guests through the new elevator at Montreal, which will be formally handed over to the harbor commissioners within a few days.

Mr. Weber and a staff, consisting of Mr. Hill, secretary of the company; Mr. H. R. Wait, chief engineer; Mr. F. S. Weber, assistant engineer, and Mr. Davidson, chief foreman, received the guests on the ground floor of the elevator shortly after one o'clock. Among the invited guests were the Hon. Mr. Prefontaine, Minister of Marine and Fisheries; Hon. Jas. Sutherland, Minister of Public Works; Hon. Louis Brodeur, Minister of Inland Revenue; the harbor commissioners of Montreal Deputy Ministers of Public Works and Marine and Fisheries, and the acting chief engineer of the Department of Public Works; Hon. F. L. Beique, Hon. J. P. B. Casgrain, Hon. R. Dandurand, Hon. L. O. David, Hon. Sir G. A. Drummond, Hon. L. J. Forget, Hon. Sir W. Hingston, Hon. R. Mackay, Hon. W. Owens, Hon. A. A. Thibaudeau, Hon. J. R. Thibaudeau, Messrs. D. Gallery, M. P.; T. G. Roddick, M. P.; O. Desmarais, M. P.; R. Bickerdike, M. P.; M. Gervai, M. P., and the Hon. J. I. Tarte, M. P. In addition to the above were invited officials of the Montreal Board of Trade, the Chambre de Commerce and the Corn Exchange, the railways, the steamship companies, the proprietors and press representatives, also representatives of the local grain dealers, Mr. Vantelet and Mr. J. O. Metcalfe.

The following friends of Mr. Weber were present from Buffalo: Mr. F. O. Elder, manager of the Great Eastern Grain Elevator; A. Haerette, manager of the Buffalo Electric Elevator; Messrs. W. H. Patterson, Konzelmann, E. H. Dickenson and Peter Will.

After examining the ground floor, where the cars are unloaded and where the electric switch board controlling all

the machinery of the building is situated, the party proceeded direct to the top flat, where the garners are situated. They then visited the scale floor beneath, and also the conveyor floor on the next flat, and the distributing floor. Here the gentlemen conducting the party showed the workings of the hoppers.

After inspecting the entire building, including the marine leg, the party returned to the scale floor, where the office is situated. Hon. Mr. Prefontaine, Minister of Marine and Fisheries, and the Hon. Robt. Mackay, president of the Board of Commissioners, simultaneously touched two buttons, which set all the machinery in the building in motion. This comprised the official starting of the elevator.

After the inspection the guests, numbering in all about 150, sat down to luncheon, which was served in the elevator.

**Wheat Yield of Nova Scotia.**

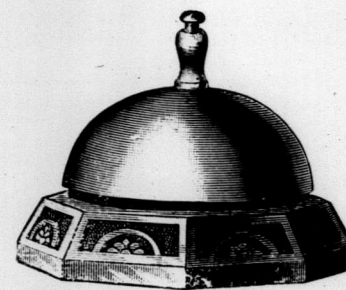
The experimental farms, carried on under the direction of the Dominion Department of Agriculture, give the results of experiments with wheat in the Maritime Provinces and in Manitoba.

Out of 58 varieties tested, both at the experimental farm at Nappan, Nova Scotia, and Brandon, Manitoba, there were 40 in which the maritime farm had the better results, i. e., more yield per acre and heavier grain. Over two-thirds of the varieties were more successful in Nova Scotia than in Manitoba.

**Wheat and Flour Exports.**

According to Bradstreet the quantity of wheat (including flour as wheat) exported from United States and Canadian ports for the week ending with July 21 was as follows, in bushels:

Week ending	1904	1903
January 7	3,369,323	5,098,951
January 14	2,771,215	4,878,624
January 21	3,538,192	3,538,757
January 28	2,917,602	4,420,065
February 4	2,604,226	3,965,916
February 11	1,746,255	2,856,439
February 18	1,657,510	2,713,792
February 25	2,091,488	2,656,879
March 3	1,643,086	3,491,486
March 10	1,834,632	3,306,796
March 17	2,606,124	2,395,598
March 24	1,801,845	2,401,987
March 31	1,267,430	3,130,974
April 7	1,854,370	2,833,285
April 14	1,213,855	2,977,777
April 21	1,645,428	3,692,643
April 28	1,010,850	3,418,289
May 5	1,192,718	3,201,680
May 12	734,736	4,097,596
May 19	1,225,763	5,293,373
May 26	1,132,157	4,677,678
June 2	1,937,208	4,708,995
June 9	1,482,032	4,191,317
June 16	2,044,251	3,617,415
June 23	1,271,437	3,518,152
June 30	1,127,885	2,996,682
July 7	878,910	2,380,410
July 14	1,412,498	3,652,784
July 21	1,281,501	2,781,988



**ATTENTION!**



We have surprised the grocery trade with our success. Naturally we didn't receive much encouragement when we put on the market

**ORANGE MEAT**

—the breakfast food.

"Too many package cereals already" said the wholesalers and retailers. However, we had to sell ORANGE MEAT, or lose a lot of money, and we knew we had something a little better than anything that others were making.

We have by dint of hard work, advertising, premiums, and so on, to say nothing of the excellence of our breakfast food, succeeded in placing

**Orange Meat**

in the best grocery stores of the Dominion.

It seems to us that we have thoroughly broken down the inevitable prejudice against a new food. Of course here and there there is still a work of persuasion to do.

If you find it wisest to buy Orange Meat, order from your wholesale grocer.

**THE FRONTENAC CEREAL CO.,**  
Limited  
**43 Scott St., Toronto.**



# ALVINA SALT

Is especially prepared, DOES NOT CAKE or get hard. Always runs free. Put up in decorated tins, to retail at 10 cents and shews a good profit. The very best value in salt upon the market. Try a case of 5 dozen tins.

WRITE US FOR PARTICULARS.

ROSE & LAFLAMME,  
MONTREAL.

## GOOD ALL THE YEAR ROUND—BUT ESPECIALLY IN SUMMER

HAVE YOU



## LIME JUICE CORDIAL AND LEMON SQUASH ON YOUR SHELVES?

AGENTS:  
ROSE & LAFLAMME,  
MONTREAL.

# VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential  
orders for early shipments.

## D. RATTRAY & SONS

General Agents

110 Coristine Bldg.  
MONTREAL

110 Dalhousie St.  
QUEBEC



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### The Plan of Japanese Monopoly.

**A**FTER the Japanese Government's plan of controlling the manufacture of tobacco for fiscal purposes was made officially known to the public, the tobacco people changed their attitude and expressed their willingness to support it if the terms could be made satisfactory, says Sajirō Tateish, Japanese representative of the tobacco monopoly. The outbreak of the Japan-Russo war hastened the decision of Parliament, and the bill was passed on the 26th of March with slight modifications. The vital point of the discussion was regarding the number of years and the basis of indemnity to the manufacturers who would be bought out. The original bill provided for a tax on the income of each individual manufacturer, but the committee who had charge of the bill reported in favor of taking the amount of sales as a basis, and favored three years' indemnity instead of four on account of the financial condition of the treasury.

The amount provided for indemnity was 9,100,000 yen (about \$4,500,000), which will be distributed among all the manufacturers in Japan, but about one-half of it will go to four prominent companies. This is at the rate of 20 per cent. indemnity per annum for three years, based on the amount of sales. If of suitable character, the factories and machinery will be bought by the Government. The administration of the tobacco monopoly by the Government will be patterned chiefly after that of Austria, and the Government expects to manufacture various brands to suit the public taste. The monopoly for the manufacture of cigarettes began the first of June, and for cut tobacco will begin a year later.

### U. S. Tobacco Acreage.

**A**REPORT of the acreage and condition of the tobacco crop in the United States has been published by the U. S. Department of Agriculture as follows:—Among those sections producing cigar types Florida and Ohio report an increased acreage. The increase in Florida is due entirely to the larger area planted to shade-grown tobacco, as the sun-grown crop of this state is 10 per cent. less than that of last year. The

largest reduction of acreage is reported from New York and Wisconsin, while New England and Pennsylvania report a reduction of less than 10 per cent.

The few counties in Virginia producing sun-cured tobacco report an increase, while all other sections producing chewing, smoking, snuff and export types report a decrease. The preliminary statement of the Bureau indicated a slight increase in the Burley district, which is composed of certain counties in Kentucky, Ohio, West Virginia and Indiana, but later reports since planting was finished show a decrease of 3 per cent. The greatest reduction in acreage has been in South Carolina and in the eastern counties of North Carolina. The dark tobacco sections of Kentucky, Tennessee and Virginia also report a marked reduction.

### East Indies Tobacco Output.

**O**FFICIAL statistics for 1902 of the production and export of tobacco from the Dutch East Indies have just been received. Part of the land in Java is held by lease from the natives and

other lands by leases from the Government. The statistics give the production for both classes of leased lands and for the lands owned by individuals. For 1902 the production in Java on native leased land of "Bladtabak" and "Krossok" is given as 16,820,987 kilograms (a kilogram equaling 2.204 pounds); on Government leased land as 2,895,346 kilograms; on private lands 4,215 kilograms; on "land ceded by the native princes" as 6,568,985 kilograms; a total of 26,289,533 kilograms. During the same year the production of tobacco in Sumatra was 21,250,689 kilograms. The production in Sumatra in 1902 was much larger than in 1893, when it amounted to only 15,210,315 kilograms, but fell below that of 1899, when it reached 23,958,367 kilograms.

The total exports from Java and Madoura for 1903 are given as 464,144 picols (a picol equaling 135 pounds), of which 462,669 picols went to Holland and 1,475 picols to Germany. In the past ten years the exportation has been exceeded only once—in 1900—when it amounted to 465,009 picols.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



# A Small-sized Show Case

stocked with PEBBLE 5 cent cigars and PHARAOH 10 cent cigars, and nothing more is needed. The grocer who follows this suggestion has a cigar department quite sufficient for every demand. The monthly income makes a nice "pot boiler."

*1000 Cigars, assorted as desired, money back for unsold stock at the end of three months—our standing offer.*

Can you name a better or a fairer?

**J. BRUCE PAYNE, Limited, Mnfrs.**  
**GRANBY, QUE.**



"If you want my opinion,  
gentlemen, I say **T & B**"  
—a wise owl, that.

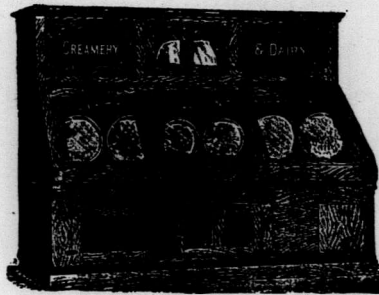
**GEO. E. TUCKETT & SON CO., Limited**  
**Hamilton, Ont.**



W. B. Reid & Co.

Wholesale  
Tobacconists,

58 Yonge St., TORONTO.



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

**C. P. FABIEN,**

Merchant and Manufacturer.

67 to 171 N. Dame St.,

**Montreal, Can.**

Write for Illustrated Catalogue.

The Grocers'  
Favorite

The

**RONTO**

5c. Cigar.

A TRADE BUILDER

Manufactured by

**T. J. Horrocks,**

176 KING ST. EAST, TORONTO.

# The Chamberlain Cigar

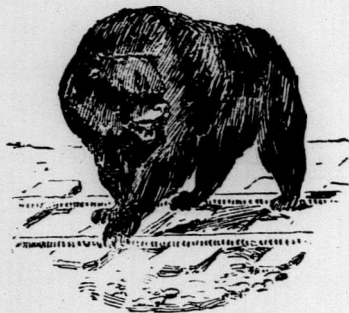
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited**  
MONTREAL.

MANUFACTURERS OF

**Cigarettes and Cut Tobaccos**



## Russia Guards the Railway

and Grocers Should Guard Their  
Profits. In Tobaccos

### McALPIN'S

are not only profitable beyond other tobaccos, but they are secure favorites with a huge army of tobacco users all over Canada. These are two reasons why grocers should give McALPIN'S TOBACCOS a preference.

**SMOKING**

Tonka  
Solid Comfort  
Pinchin's  
Hand Made

**CHEWING**

British Navy  
King's Navy  
Beaver  
Apricot

**McAlpin Consumers Tobacco Co., Limited**

TORONTO.

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**Mexican Tobacco Tax.**

In view of the probable improvement of trade relations existing between Canada and Mexico in the near future, the following information in regard to the Mexican tax on tobacco, which went into effect on the first of the month, is not without interest:

All foreign or native manufactured tobacco, such as selected leaf, granulated, long cut or chewing, must be put up in sealed packages and a special internal revenue stamp must be affixed to each package, the value of the stamp being governed by the weight of the package, in accordance with the following scale: 100 grams (1 gram—15.43 grains) or less, net weight, 2c; more than 100 and up to 250 grams, 5c; more than 250 and up to 500 grams, 9c; more than 500 grams, and up to 1 kilogram (2.20 lbs.) 18c. Snuff of native manufacture is taxed double the amount, and if it is not put up in sealed packages its sale will be prohibited.

For all imported tobacco of the classes previously mentioned revenue stamps of the same relative value but printed in a different color are to be used. The revenue stamps required will be of double the value of those required for tobacco of native manufacture. Foreign snuff also must be packed in the manner prescribed for the native article, and pays double the amount in revenue stamps.

**Tobacco Dealers at Ottawa.**

A deputation of grocers and tobacco dealers called upon the Premier and Minister of Inland Revenue last week and asked that Government legislation which aims at preventing the contracts made by the American Tobacco Co. with its patrons under which the latter agree to handle none but these particular brands of tobacco, cigarettes, etc., be not put into force.

**Cigars and How to Smoke Them.**

Buy none but new cigars, the newer the better. Old cigars that are dry and brittle are avoided in those countries and among people where smoking is a second nature.

Leave the ash on your cigar until it falls off. A cigar not only burns more evenly while the ash remains, but it lasts longer and tastes better.

If your cigar goes out be sure to blow through it as soon as possible. You will see some dead smoke leave it. That would become stale, and make your cigar stale if left in.

You cannot tell whether a cigar is good or bad unless you light it properly—that is to say thoroughly.

Do not smoke too much, and do not

smoke a good cigar while you are out of doors.

If you think smoking is injurious to your health, stop smoking in the early morning. Two-thirds of the people of this country have their stomachs out of order, and no man ailing that way can smoke in the early morning before or after breakfast.—Merchants' Journal.

**The After Dinner Smoke in London.**

In the "good old days," says the London, England, City Press, when the wine circulated freely after dinner, and every bon viveur could gauge the merits of a glass of port, to have paid homage to the goddess Nicotine would have been almost an act of sacrilege. To-day a cigar is looked upon as the inevitable sequel to a dinner. For a long while the more sedate city guilds resented this departure from precedent, but one by one they have conceded the point, and now the last of the "old guard" has fallen into line. The Goldsmiths' Co. has just granted permission to smoke as soon as the loyal toasts have been honored.

**Crop Conditions.**

The outlook for the tobacco crop in Essex, Ont., is bad, owing to the wet season and cold weather. Mayor Brault, of Amherstburg, who is an extensive tobacco buyer, says that the crop will not be as large as that of last year if the present weather continues. The rains of the last few days have helped the tobacco crop in the Province of Quebec, but more rain is necessary, as some of the farmers have only been able to put in their seedlings within the last few days.

**Tobacco Drinkers.**

"Tobacco drinking is not one of the bad habits of to-day," said a snuff manufacturer, "but several hundred years ago it was a pretty prevalent custom. A poet took occasion, in 1643 to attack it. He wrote:

To quaffe, roare, swear and drink  
Tobacco well  
Is fit for such as pledge sick healths in  
hell.

"John Swan was the name of this poet, and the place where I found his couplet against tobacco drinking was in a book of his, a book which attacked all the vices of the age.

"Till I read Swan's work I was unaware that man had ever drunk tobacco. It seems that they powdered up the herb, those old-timers, mixed a half teaspoonful of it with a whisky glass of hot

Should be in the mouth of every smoker. What

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

**"Currency"  
Plug Chewing Tobacco**

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal  
" " No. 167 Yonge Street, Toronto  
" " Cor. Richelieu, St. Claire Sts., Quebec  
" " No. 87 Bank Street, Ottawa  
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.) Winnipeg

water, and tossed off this red-brown fluid as you or I would toss off a lemonade.

"The effect of tobacco drinking was like the effect of smoking. It soothed and calmed the nerves, producing a pleasant feeling of contentment. It did not appear to be particularly harmful. Many a tobacco drinker lived to a green old age."

**U. S. Industry Changes Hands.**

The Commonwealth Tobacco Co. are reported to have bought the property of the Universal Tobacco Co., now dissolved. The Commonwealth Tobacco Co. will continue the manufacture of the former's brands of cigarettes, little cigars and tobacco. The reason for the change as given by the directors is that the Universal Co. was over-capitalized and had suffered by reason of litigation in which it had been involved.

**British Tobacco Duties Reduced.**

In the course of the debate on the Finance Bill in the House of Commons, London, Eng., on July 18, Austen Chamberlain, the Chancellor of the Exchequer, announced a reduction of the additional taxation on unstripped tobacco from six cents to three cents on stocks held previous to April 20, with the object of preventing hardship to manufacturers with large stocks in bond. The duty on other unstripped tobacco remains at six cents.

**Tobacco Notes.**

The Cigar Makers' International Convention of the United States will be held in Baltimore on September 12.



# FREIGHTS AND CHARTERS

**T**HE tone of the freight market is firm and encouraging. It is firmer than it has been for some time. Space for July shipment is practically out of the market, and only a couple of ports have any to spare. The principal quotations are for August shipment, or even September. Things are looking well for September. The record of charters will show that many boats, both steamers and schooners, are being chartered from New York to Charlotte-town and St. John, N. B.

Live stock shipments have been so

moved when the strike is declared off. However, it was declared settled and it has again broken out, so that strikes

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool .....	7½d.	9d.
London .....	9d.	9d.
Glasgow .....	7½ to 9d.	9d.
Avonmouth .....	1/	1/
Manchester .....	9d.	.....
Hamburg .....	1/	.....
Antwerp .....	1/	.....
Leith .....	1¼½	.....
Dublin .....	1/6½	1/3
Belfast .....	1/6	1¼½
Cardiff .....	1/3	.....
Rotterdam .....	1/3	.....

St. Lawrence route being very low, but there are other export markets that are undervaluing Montreal. For instance, a cargo of 120,000 bush. of Manitoba wheat was lost to this route recently, owing to it being "rigged" via Boston at the low freight of 5c per bush. from Fort William to Liverpool. If this form of rate cutting continues some action is likely to be taken by the big Montreal companies.

German ship Louise, 9,000 bbls. of naptha from New York to London, 1s 9d., p. t.; Br. str. Drumgarth, 2,353 tons from Santos to New York, coffee, p. t., July; German brk. Elizabeth, 1,734 tons, from Dalhousie to East Ire-

## BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	.....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces .....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages .....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.) .....	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	.....	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	25/	30/	30/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	.....	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles .....	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales .....	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	13/9	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple.....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse) .....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft.	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine) .....	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc.....	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour .....	Barrel	3/	.....	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb. ft.	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt .....	each	10/	1/	10/	1/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags .....	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

strong as to interfere with the shipment of important produce, and the shippers of cattle will find difficulty in getting space. This has a strengthening influence upon freights generally, and the report is among agents that all the way from five to ten shillings extra is being asked for September shipment. When the packers' strike in Chicago is settled things will look better still. But some of the pessimistic men think that the extraordinary firmness will be re-

not considered over until one party or the other involved is absolutely tired of the game.

Grain generally is being quoted at 10½d to 1s for Liverpool July, and London 10½d to 1s; Glasgow July-August, 9d. Flour to Liverpool per 100 lbs., 5c; London 6c; Glasgow 7c; Bristol 9c; and Manchester 6c. Deals, per standards, are ruling at 30s; London August 32s 6d to 37s 6d; Glasgow 35s, and the others as in the table. A great deal has been talked about the

land, deals, 38s 9d; Br. schr. Cheslie, 338 tons, from Annapolis, N. S., to the West Indies, p. t.; Br. str. Sandford, 2,053 tons, from Savannah to U. K., p. t., September; Br. schr. Annie M. Parker, 397 tons, from Philadelphia to St. John, N. B., p. t.; Br. schr. Clayola, 123 tons, from Elizabethtown to St. John, N. B., 90c; Rothesay, from N. Y. to Charlottetown, P. E. I., \$1.10; Norwegian str. Stalheim, 1,358 tons, St. John N. B., to West Coast of England, deals, 35s, August; Br. schr. Lotus, 98 tons, N. Y. to St. John, N. B., naval stores, \$1.25.

Sauce

Quotat  
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Quotations fo  
etc., are suppl  
agents, who sh  
accuracy.

Be

Cook's Friend—  
Size 1, in 2 and  
" 10, in 4 doz.  
" 2, in 6  
" 12, in 6  
" 3, in 4  
Pound tins, 3 d  
12-oz. tins, 3  
5-lb. " 4

Diamond—  
1-lb. tins, 2 doz  
1-lb. tins, 3  
1-lb. tins, 4

IMPERI

Cases.

4 doz.....  
3 doz.....  
3 doz.....  
1 doz.....  
2 doz.....  
3 doz.....  
2 doz.....  
3 doz.....  
1 doz.....  
1 doz.....





# NABOB SAUCE



The Sauce for Epicures

**Batty & Co., Limited**

Sauce and Pickle Experts, London, S.E.

# "FACTS"

THE BEST GROCERS  
POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

## Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE  
TO THE CRITICISM OF THE BEST JUDGES.

POST

CARD WILL BRING  
SAMPLE PACKAGE  
FREIGHT PREPAID.

AMERICAN

COFFEE & SPICE CO.,  
TORONTO.

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 28, 1904.

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " " "	0 75
" 3 " " "	1 25
" 2 " " "	2 25

### OCEAN MILLS.

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 Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case.	78

### ROYAL BAKING POWDER CO.

Royal—Dime	\$ 1 00
" 1 lb.	1 60
" 8 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

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

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box	\$2 25
1/2-lb. tins, 4 doz in box	1 25
1/2-lb. tins, 4 doz in box	75

### BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	\$2 25
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### HOME BAKING POWDER, CO., MONTREAL.

2 doz. case 1 lb.	\$2 40
1 to 5 cases, 5 per cent.	4 75
5 to 10 cases, 10 per cent.	



### EAGLE BAKING POWDER

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

### 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, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 to 0 10

### J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.	12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; & 1 gross, 2 oz.; or 1 gross, 4 oz.	

### JAMES' DOME BLACK LEAD.

Per gross	\$2 40
6a size	2 40
2a size	2 50

### Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 " "	3 25
" " 15 oz., cases, 48 " "	4 25

### EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 40
" 5-doz. 10c. "	0 85

### Brooms.

UNITED FACTORIES, LIMITED. doz. net.	
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " " B, 4 " "	4 40
" " " " C, 3 strings	4 10
" " " " D, 3 " "	3 85
" " " " E, 3 " "	3 55
" " " " G, 3 " "	3 20
" " " " I, 3 " "	2 85

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	0 00

### Chocolates and Cocos.

THE COWAN CO., LIMITED.	
Coccos—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1/2-lb. tins	3 50
" 1/2-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	2 25

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 2, in 6 " "	2 10
" 3, in 4 " "	0 80
" 12, in 6 " "	0 70
" 3, in 4 " "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, 4 " "	2 40
1-lb. " " "	14 00

### W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1/2-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.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1 doz.	5-lb.	19 50

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 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
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 30
1 " "	6 " "	7 30
1 " "	12 " "	14 40
1 " "	18 " "	24 85

















# MOLASSES

New Crop 1904  
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

**The Dominion Molasses Co.,**

Limited

HALIFAX - - - - - NOVA SCOTIA.

## Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE  
**SPECIAL OFFERS**

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

### "Butterfly Brands"

	1/2-lb.	3/4-lb.	1-lb.
<b>COFFEE and CHICORY</b>			
per doz. tins.....	2/3	4/-	7/-
<b>PURE DUTCH COCOA</b>			
per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

## "ACME" TABLE SALT

ALL THE CHEMISTS IN CANADA  
RECOMMEND ACME TABLE SALT  
FORBES'S BAY, HALIFAX, NOVA SCOTIA

### THE PEOPLE OF JAMAICA

Use the best quality of salt  
for their cooking purposes.  
They use  
"ACME" TABLE SALT.

### WINSTON "ACME" TABLE SALT

Use the best quality of salt  
for their cooking purposes.  
They use  
"ACME" TABLE SALT.

## BASKETS

We make them in all shapes and sizes. We have

Patent Wicker Berry Box  
Grain or Root Baskets,  
Clothes Baskets,  
Butcher Baskets.

Light, all kinds, besides being very neat in appearance, they are strong and durable. Send your orders to

**Oakville Basket Co.**  
Oakville, Ont.

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We read and clip thousands of newspapers every week. Whenever we can send you anything of interest we do so. We are especially interested in anything that is of interest to you. We will send you anything you want to know about. We will send you anything you want to know about.

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Telephone Main 100  
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The Best Grocers make  
a point of Keeping it  
always in Stock.





**Assorted  
Packages  
Fancy  
Lamps**

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

Full line of Regular Lamps now ready.

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

*at Book 4  
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YOUR CUSTOMERS appreciate the goodness of

**Wethey's  
Mince Meat**

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

**J. H. Wethey, Limited**  
ST. CATHARINES, ONT.

**Crosse & Blackwell's**

New Season's prices are right.  
Special discount for large quantities.  
Quality this year unusually fine.

**PEELS**

Lemon  
Orange  
Citron  
(Light and Dark)  
and Mixed

**C. E. COLSON & SON, AGENTS Montreal.**

**THE STANDARD OF QUALITY.**

**KKOVAH JELLIES**, real fruit flavors, all flavors.  
" **BLANC MANGE POWDERS**, all flavors.  
" **CUSTARD POWDERS**, all flavors.  
**KKOVAH HEALTH SALTS**, a healthful and delicious food.

**Lemon, Orange and Citron**

**JAS. R. GREIG, Agent.**

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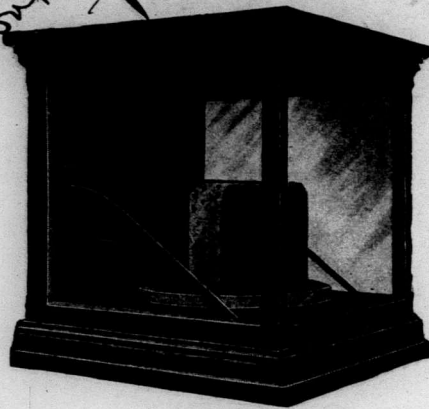




RETURNED  
JUL 29 1904

Returned to the Amick

THE CANADIAN GROCER



CLOSED

KEEPS cheese clean and fresh, and always in view. No sampling by customers. Made of oak, highly polished. Cheese is drawn out automatically by simply lowering the door.

# Just what you need

Now is the time—it will save its cost (viz. \$8.75) in a few weeks.

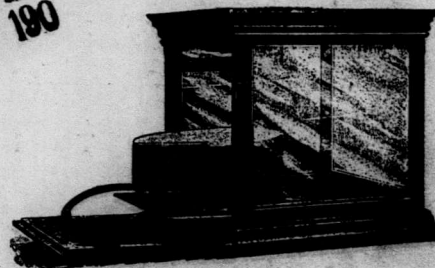
## NO FLIES

Ventilation in front drop door is perfect. Three sides are glass.

When ordering goods during travellers' holidays include an

## AUTOMATIC CHEESE SAFE

RETURNED  
JUL 29 1904



OPEN

**Lucas, Steele & Bristol**  
HAMILTON, ONT.

*For the Roasting, Grinding and Packing of*

**Coffees, Spices,  
Cream of Tartar, Cocoanut**

*there is no finer equipment in Canada than the Spice and Cocoanut Departments of our White Swan Mills.*

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

*Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the entire cost of our business.*

*For absolute merit there is nothing better than our White Swan, Orient and Phoenix brands. They can always be relied upon.*

**The Robert Greig Company, Limited**  
White Swan Mills, Toronto.