

**PAGES
MISSING**

THE CANADIAN GROCER

CIRCULATES EVERYWHERE IN CANADA
 Also in Great Britain, United States, West Indies, South Africa and Australia.

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

VOL. XVIII. MONTREAL AND TORONTO, JUNE 9, 1904. NO. 23.

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.

Pineapple Wafer

This is the name of a new biscuit which we have just placed upon the market. As its name implies, pineapple has a prominent place in its make-up. The pineapple is in the form of jelly and a substantial slice of it is laid between two biscuits, the whole imparting a delicious flavor.
 Your customers will be sure to like "PINEAPPLE WAFFER." Give them an opportunity of trying it.

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

ADOLPH G. SCHULZ
President

NATIONAL LICORICE CO.



Successors to

YOUNG & RUBIN

S. V. ...

MELLOR & ...

H. W. ...

DOMINION LICORICE & NOVELTY CO.

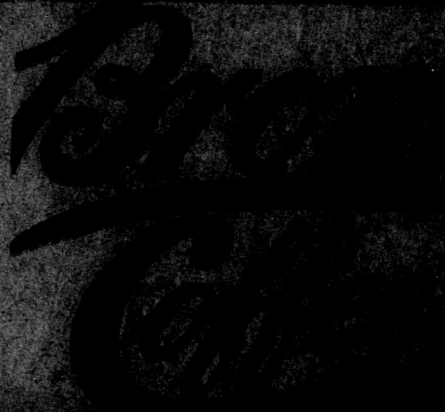
T. & S. ...
LICORICE ...
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THE ...

OFFICE—NEW YORK BY

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Illustrated Catalogue on request.

THE ONLY
ESSENCE
PRESCRIBED
BY THE
MEDICAL
PROFESSION
OF
KING EDWARD'S
DOMINIONS
FOR
PURITY AND
EXCELLENCE
OF QUALITY.



THE RESULT OF SEVEN
YEARS' STUDY OF
SCIENTIFIC EXPERIMENT
AND ANALYSIS



Instant Powdered



This is put up in packets
making one quart of rich
Gelatine.

It dissolves **instantly** in hot
water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

"HALIFAX" and "ACADIA" PREPARED CODFISH

These brands will build up your business, because they appeal to people, being tasty, clean and convenient. They are just salt enough to be nice.

They will make profits for you, because you can sell large quantities when people get acquainted with the goods and because there's a good profit for you on every package.

BLACK BROS. & CO., Limited,
Manufacturers, **HALIFAX.**

A. H. BRITAIN & CO.,
Agents, **MONTREAL.**

"Sterling" Brand Pickles

Famed the Dominion Over.

If you would hold the best family trade of your community, then see to it that you are well stocked with "STERLING" Brand Pickles and Relishes. They are better than have been, and the new specialties of this season are giving completest satisfaction to customers and adding profitably to the grocers' trade.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co. LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.



"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.

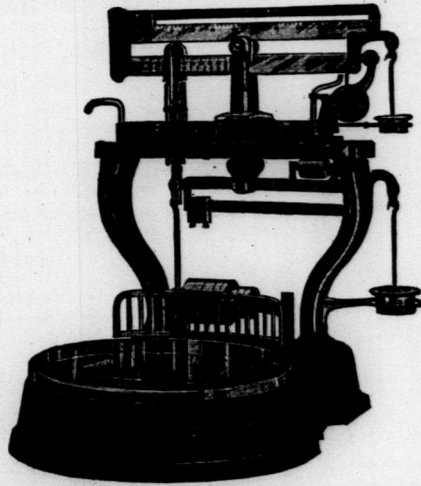
AGENTS.

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



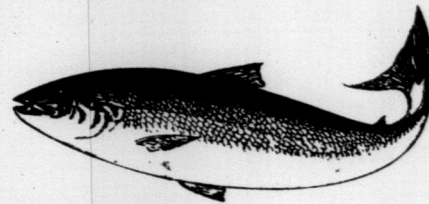
The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

**DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.**

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

S

No malt, tilled.

H. D. METCALFE, President.

C. A. MORIN, Sec.-Treas.

CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.



—the eyes of the world to-day
are upon **JAPAN**

—the taste of Canadian tea-drinkers has not
wavered in loyalty to

the pure,

clean,

fragrant,

flavory,

healthy **Teas**

of

JAPAN

—every merchant who has the
—interests of his customers at
—heart will sell them

**JAPAN
TEAS**

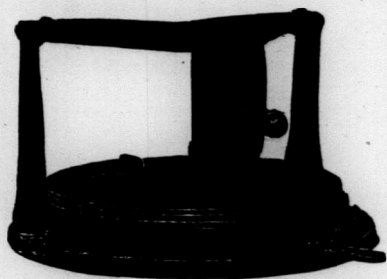
SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal.
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
Phone Main 1961.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited,

164 King St. West, Toronto.

LOOKING INTO THE FUTURE

what do you see? A mighty struggle for the almighty dollar.

Competition is becoming keener and keener. The grocer who handles the goods that give satisfaction gets his competitor's customers nine times out of ten.

"Imperial" Brand Maple Syrup



is a business getter for you. It holds your customers because of its **UNIFORM HIGH QUALITY.**

ROSE & LAFLAMME, Agents,
MONTREAL.

PERHAPS

you are selling

Paterson's Worcester Sauce.

If not, you are missing an opportunity for profitable extension of your business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

FACTS ABOUT CEYLON

Ceylon is renowned for its tropical beauty, the chief feature of which is the green groves of palm trees which in all directions meet the eye of the approaching voyager. In the interior there is high mountainous land with a delightful, healthful climate. In these elevated parts is to be found a rich loamy soil most suitable for tea and coffee planting.

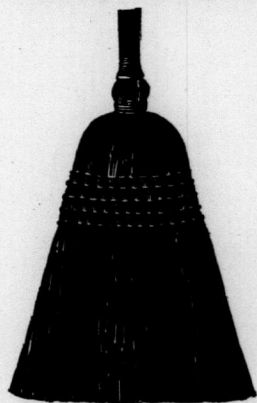
Ceylon Teas are becoming more and more famed as their use increases. The grocery trade do wisely to promote their sale.

Ceylon Teas come in Black and Green.

June 3, 1904

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

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.**



IF FLIES CARRY DISEASE

**AS YOUR CUSTOMERS
WELL 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.

You have paid \$1.05

and more this winter for canned tomatoes. Burlington customers have paid and are paying only \$1.00, and the goods are so much better that a comparison is scarcely possible. Skins, seeds and fibre all removed in Burlington goods.

SEND FOR SAMPLE LOT.

The Burlington Canning Co.

BURLINGTON, ONT. Limited

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL.**

CHAS. F. CLARK, President.

CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each	24 tins, \$1.90 per case.
5 " " " "	12 " 2.35 "
10 " " " "	6 " 2.25 "
20 " " " "	3 " 2.10 "

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

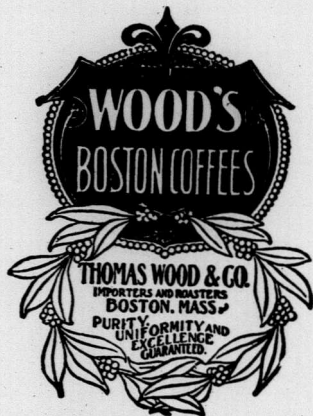


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

A QUESTION OF WORTH.

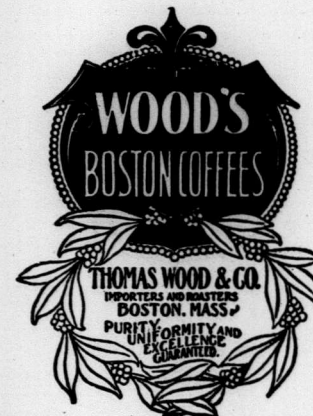


In most cases things are worth what we make them worth.

For instance, WOOD'S COFFEES are made to be worth every cent the Grocer pays for them.

Actual value is added to our various brands by the careful scientific treatment they receive before they leave our hands.

Remember that WOOD'S COFFEES possess an intrinsic value of their own.



Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.



THE LEVER OF RELIABILITY

There is no more powerful lever in business than handling reliable goods. When the dealer becomes known for reliability and reliable goods the customer sticks. This is the lever that has lifted

BOECKH'S HOUSEHOLD BRUSHES AND BROOMS

to their present popularity.

This is the power that will continue to make these goods the most sought for of any on the market. It is the characteristic upon which we as manufacturers and you as dealers rely for success—
"BOECKH'S GOODS ARE ALWAYS RELIABLE."

SEND FOR ILLUSTRATED CATALOGUE

UNITED FACTORIES,

LIMITED.

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

Head Office : TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

REPRESENTATIVE CANADIAN GROCERS

Mr. Peter Macdonald—the Pioneer Grocer of Toronto.

MR. PETER MACDONALD enjoys the distinction of being the oldest grocer in the City of Toronto, having been established in business since 1857. Mr. Macdonald has seen his own trade develop from very small beginnings until it has become one of the leading retail grocery establishments in Toronto, and at the same time has witnessed the gradual evolution of the grocery trade from the time when it was in the hands of a dozen retail grocers and two or three wholesalers to the present multitudinous array of retail grocers and numerous spacious, substantial wholesale establishments which are to be excelled nowhere in the Dominion of Canada.

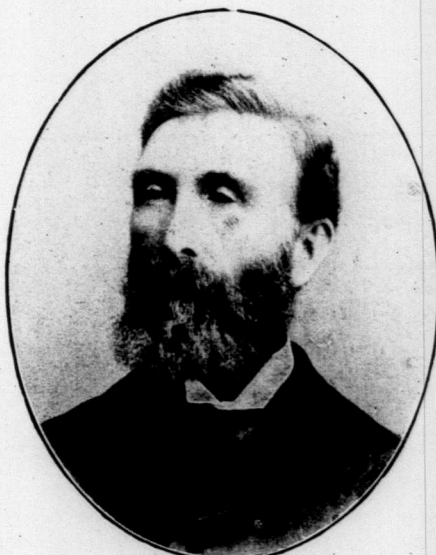
In conversation with Mr. Macdonald a representative of The Grocer learned that the first wholesale grocer with whom he did business was the late Wm. Ross, afterwards the firm of Reford & Dullen, who subsequently moved to Montreal. Other representative wholesale firms back in the fifties were: Smith & Keighley, and Howland & Fitch. The latter firm was situated on the site of McWilliam & Everist's present fruit warehouse, on Church street south, and was the predecessor of the present firm of Davidson & Hay. At this time the business section of Toronto was confined within the narrow limits of King, Wellington, Yonge and Jarvis streets. Yonge street, north of Queen, was considered out of the world. The principal residential district did not extend far beyond these limits, and a number of the business houses were situated in the midst of it, among them Mr. Macdonald's grocery, across the street from the store which is illustrated in the present article.

All this, however, has changed. The wealthier families gradually moved up town, and with the change Mr. Macdonald's trade became largely an order business. He has catered almost exclusively to the better class of trade ever since he established a reputation, as a first-class grocer, and up to the present there are to be found on his books customers of many years' standing who rank among the oldest and most prominent citizens of Toronto.

Mr. Macdonald began in the grocery business with little or no experience, and a minimum amount of capital. In the early days success on such conditions was a matter of reasonable assurance provided a man kept his eyes open and attended to trade. Only the commonest grocery staples were on the market at that time, which made it comparatively easy to master details. Compared with the technique of the modern grocery trade it was simplicity itself.

Capital and Experience Necessary.

With the advantage of many years experience in the grocery trade, Mr. Macdonald does not advise a young man to enter the grocery business as he



Mr. Peter Macdonald, Toronto.

himself did. One has only to consult Bradstreet's weekly bulletins to learn the comparatively large number of retail grocers who lead a mushroom existence and disappear suddenly from the world of trade as if by magic. The demands of trade have grown too complicated for an inexperienced man to cope with. Moreover, the time has come when a fair amount of capital is absolutely essential. A grocer has to be able to take advantage of the market and buy at the proper time—in bulk if necessary—which he most certainly will not be able to do if he has not some surplus capital at his disposal. Mr. Macdonald's motto has always been

“to buy sharp,” and a very good one it is for the enterprising young grocer of to-day to have continually before him.

At the same time Mr. Macdonald does not recommend the struggling grocer to allow heavy credits to pile up against him. Quite likely such a one will be in an embarrassing position when he finds himself face to face with a famine in a certain line, and no stocks laid in beforehand, but he is in a worse position if he is stocked up with goods and suddenly discovers he cannot meet his bills, for which there is usually but one remedy—a remedy, however, that very often breaks a man's spirit, even allowing that it is the result of carelessness—and spoils him for future success in business. The grocer who is shy of capital has a serious proposition to face. He had better, however, reconcile himself to the situation and pay as he buys. Ultimately the day will come when his financial and moral independence will serve as a support and safeguard in the trade against the toils and snares set to trap the unwily even in the grocery trade.

The city grocer must have capital, because he has to compete with the large departmental stores. This necessitates buying to the best advantage in the cheapest possible market with a close margin for profits. Mr. Macdonald thinks the days of the departmental store are numbered, as far as their grocery department is concerned. The whole thing is a fad and will run itself out. Latterly the better class of trade, if indeed any of it, has ever left the grocery for the departmental store, has tended to return to the legitimate grocery. It is nothing more than a case of “the chickens coming home to roost.”

Tea and Liquor Departments.

The two most striking features of Mr. Macdonald's business have been his tea and liquor departments. In the early days trade in tea was one of the most important factors in a retail grocery business. Mr. Macdonald achieved an enviable reputation as a direct importer of teas from Glasgow via London, Eng. Every year, directly the new crop arrived on the European market, samples were forwarded to Mr. Macdonald, who selected what he wanted after thorough testing, which was done quite as scientifically as one sees it done to-day in

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DORABLE
3000 TONS SOLD

STOVE POLISH.
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.

any wholesale tea warehouse. After some years, package teas were brought on the market and by some means or other the trade were persuaded to take to them to the detriment of trade in bulk teas. This latter feature has become more and more exaggerated, but Mr. Macdonald managed to hold his own and his old customers continued to prefer his importations to anything on the market. Mr. Macdonald's advice is always to supply your customers with what they want. If you haven't it, it is surely in your best interest to endeavor to secure it from outside. Never allow a customer to depend upon an outsider.

The other department which gave big returns in Mr. Macdonald's business was his liquor department. Here again Mr. Macdonald imported direct. His Scotch whisky was known far and wide, and came unadulterated from the distiller at Campbelltown, Ayrshire, Scotland. The liquor trade grew steadily and became increasingly successful. Several years ago an alteration in the liquor law made necessary a separate store for the sale of liquors. About this time Mr. Macdonald dispensed with his liquor department.

One of Mr. Macdonald's hobbies is undoubtedly specialties. When asked as to what he had found especially valuable in his business, he said it was to have one's own special brands—and instanced his teas, his Scotch and his Wenona brands of flour, cornstarch, etc. "Have your own flour, your own bags, get the best material available in the market, and your customers will use none other."

Handling Pork.

Before the time of pork packing plants and provision and commission merchants, the grocery trade in Toronto was largely interested in the handling of pork and provisions. One grocer vied with an-

other in his hams and bacon, which not only adequately met the demands of trade, but brought in big returns. Mr. Macdonald succeeded in establishing a connection in the provision trade which



Peter Macdonald's Retail Grocery,
114 Church St., Toronto.

extended far beyond the City of Toronto. Many of his customers came from Guelph, and as far away as Collingwood and Sault Ste. Marie, and continued his patrons for many years.

The subject of this sketch has also made a feature of the jobbing trade. Until the last few years he made a specialty of selling teas, sugars, confectionery, etc., to smaller grocers in the city and suburbs, as well as out of town. These were the palmy days in the grocery trade. Profits were big and the business end was comparatively easy to manage. With the gradual change in the general character of trade, namely, a large increase in the number and variety of luxuries or fancy gro-

ceries, and lowering of prices in consequence of increased production and better facilities for transportation and handling, all this has changed. Imagine a grocer ever having to go all the way to Montreal to buy certain lines of goods, and bring them back with him on the next boat, or purchasing by the mail-order system. How a retail grocer of to-day would scorn the latter proceeding! There was no alternative, however, in the early days, in the comparative absence of the knights of the grip-sack.

Window Display.

Mr. Macdonald is very emphatic on two particular features in connection with the grocery trade, namely, the importance of window display and the value of trade journals. In his opinion "a grocer's windows are his best sellers to the transient trade." Very few can withstand the temptation of a tastefully dressed window. This applies not only at holiday seasons but throughout the year. Whenever a grocer has a certain line which he is anxious to place on the market he should make a window display of it, not in the crude and careless fashion adopted by some however. Care in window display means dollars in the pockets of a grocer. A regular customer visits him on the usual market day. She sees something new in the window and is almost certain to have her grocer send it up on trial—no matter whether she actually requires the article or not.

Trade Journals.

It is even more important, however, for a grocer to keep in close touch with trade conditions, and here is where The Canadian Grocer is of inestimable service. If he wants to get a forecast of the tea market, an idea of the sugar situation, or of what's doing in canned goods, all in a nutshell, he has only to

FLIES are about **ORDER** Tanglefoot
due... Bacon Fly Pads
Wilson " "
Smith " "

Try a sample order of "Old Virginia" Catsup, "quality pleases."

Cases, 2 doz., 14 oz., \$1.75 doz. Cases, 1/2 doz., 1 gal. jars, \$9.50.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

James Turner & Co., Wholesale Grocers **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also will shippers please note the following:

Mark address of consignee in full.
Send typewritten copy, giving memorandum of contents and weight of each package.
Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

OUR MOTTO—Quality first.

OUR AIM—To please.

OUR BRANDS—Unequaled.

OUR TELEPHONE—No. 596 reserved for outside customers.

THE HOME OF

TARTAN
BRAND

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

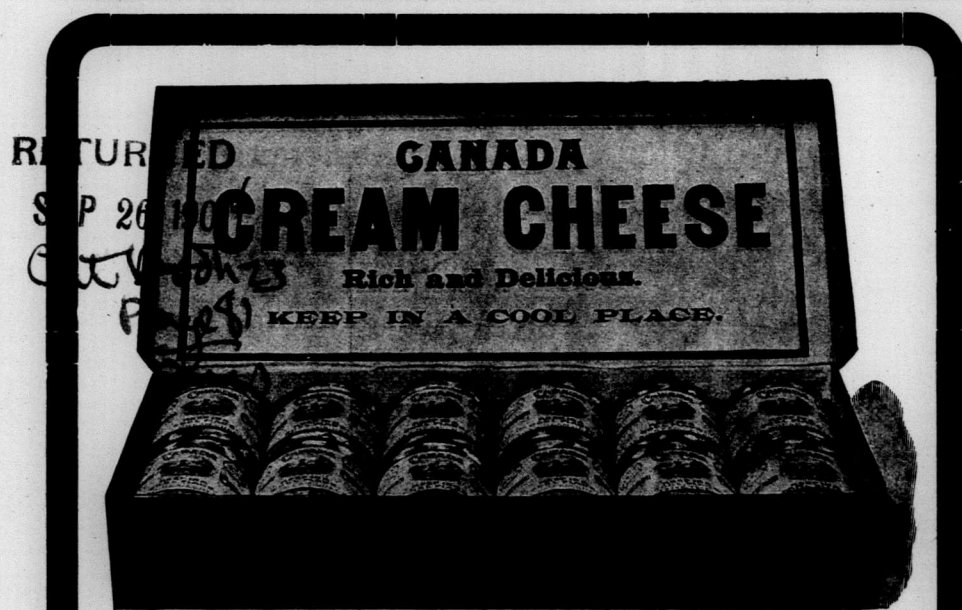
CEYLON

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



One of the
Daintiest
of
Table Delicacies.

CREAM CHEESE must be of the highest quality in order to give satisfaction.

CANADA CREAM CHEESE

is superior in flavor, texture and richness to any other cream or package cheese on the market. In furnishing it to your customer you are sure of pleasing. It is never anything but perfect.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO.

Imitations of our package are numerous. We have recently called your attention to them. Don't handle imitations—it never pays. You can make just as much money and have a much better time selling standard high-grade goods.

consult his trade journal. I have not been without The Canadian Grocer for years, and have no hesitation in saying it is indispensable to a tradesman who desires to buy right, which is the one point on which much of a grocer's success depends. He must be able to buy sharp—to take advantage of the market at the right time—or he is no good.

The grocer is ordinarily too busy a man to keep in touch with the galaxy of newspapers and journals published nowadays, and The Canadian Grocer gives him within small compass just what he wants.

Advantage of Credit Business.

Mr. Macdonald is a firm believer in the advantage to be derived from conducting a grocery business on a credit basis. The city grocer who is well established in business finds it absolutely necessary to give credit. Modern conditions are such that the "order" trade has become a leading feature in the majority of large businesses. Of course capital is a necessary concomitant if a credit trade is to be pushed for all it is worth, and there are conditions where a credit trade cannot be carried on successfully, for instance in the poorer districts of a city. The most successful grocer, however, is he who is able to make the wisest use of credit and at the same time avail himself of the cash system whenever he finds it necessary.

Within the past month Mr. Macdonald has retired from active business, and friends and patrons of The Grocer, as well as his fellow tradesmen, seize this opportunity to offer heartiest congratulations and best wishes to him of their number, whose efforts in the business world have been crowned with success in the truest sense.

RICE

Rangoon, Japan, Patna, Java, and Carolina.

WE CARRY THE RICE YOU WANT.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE assets of J. E. Hettenhausen, grocer, Brockville, are advertised to be sold.

M. H. Killoran, grocer, Stratford, is dead.

D. Gillies, general merchant, Elmvale, has assigned to C. Drury.

J. Brunner, grocer, Sebringville, has assigned to B. F. Kastner.

T. Dagleish, grocer, Sault Ste. Marie, is giving up business.

A. A. Lusty, of the firm of Lusty Bros., grocers, Rodney, is dead.

B. Bradbury, tobacconist, Oakville, has assigned to C. A. Bradbury.

P. J. Stewart, grocer, Palmerston, has assigned to J. Watt, Brantford.

P. Apostle, grocer, Sault Ste. Marie, has been succeeded by N. Pelletier.

The assets of I. Moquin & Co., general merchants, Crysler, have been sold.

R. C. McKay, confectioner, Hamilton, has assigned to F. H. Lamb, of Hamilton.

W. J. McKenzie, general merchant, Kagawong, has assigned to E. H. Jackson.

J. Thompson, general merchant, Lloyd, has been succeeded by E. Tennant.

J. C. Pinch & Co., grocers, Sault Ste. Marie, have been succeeded by Hand & Pinch.

A chattel mortgage has been placed on the goods of P. A. Vaillancourt, grocer, Ottawa.

D. R. Pollock, Jr., general merchant, Linwood, has assigned to E. R. C. Clarkson.

QUEBEC.

A. Roy, grocer, Longueuil, has registered.

G. Hamel, grocer, Montreal, has registered.

Seguin Freres, grocers, Montreal, have registered.

C. Fregeau & Co., grocers, Montreal, have registered.

E. Simard, general merchant, St. Paul's Bay, is dead.

A. Perrault, grocer, Montreal, is offering 35c on the dollar.

The assets of B. O'Connell, grocer, Montreal, have been sold.

The assets of J. O. Harbour, grocer, Montreal, have been sold.

Boucher & Lesage, grocers, Montreal, have dissolved partnership.

Fire has damaged the stock of A. Yon, tobacconist, Montreal.

J. Magnan, general merchant, Point Aux Trembles, has assigned.

The assets of T. E. Flynn, general merchant, Perce, have been sold.

F. Monette, grocer, Montreal, has assigned to Chartrand & Turgeon.

The stock of E. F. Lavoie & Cie., grocers, Hedleyville, has been sold.

The assets of J. A. Michaud, general merchant, Chicoutimi, have been sold.

The assets of Z. Forget, grocer, North Temiscamingue, have been sold.

The assets of P. Ouellette & Co., general merchants, Hebertville, have been sold.

J. B. Turner & Co., general merchants, Montreal, have dissolved partnership.

V. E. Paradis has been appointed curator for J. Perron, grocer, St. Paul's Bay.

V. E. Paradis has been appointed curator for P. Morin, general merchant, St. Thuribe.

V. E. Paradis has been appointed curator for J. Gagnon, general merchant, Pontbriand.

A meeting of the creditors of J. L. Sequin, general merchant, St. Simon, was called for May 30.

The Ava Co., tea and coffee dealers, Montreal, have dissolved partnership, and H. W. Stroud has registered the same.

NEW BRUNSWICK.

D. Vaughan, general merchant, St. Martins, is dead.

Finnis & Mathews, grocers, Fairville, have been burnt out.

R. Flanagan, grocer, Chatham, has advertised his grocery stock for sale.

The house of J. McKinnon, grocer, Fairville, has been destroyed by fire.

MANITOBA AND N.W.T.

A meeting of the creditors of J. H. Saunders, general merchant, Wawanesa, has been held.

The assets of Westway & Skelton, general merchants, Battleford, are advertised for sale by tender.



Upton's

Home-Made

Jams and Orange Marmalade

Are guaranteed finest quality. They are trade winners for the grocer who sells them.

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

Fresh and Cured Fish

Disappearing Fish.

VARIOUS species of fish that formerly visited North Atlantic shores regularly every year in vast numbers have now almost disappeared.

The thinning out of mackerel in the North Atlantic and Gulf of St. Lawrence is to be traced to the use of destructive gear, precisely when the fish were schooling for spawning purposes. As the Americans were the inventors and principal users of the purse seine, they are responsible for the ruin of this industry on the Canadian coast as well as on their own. No Canadian vessels have been engaged in mackerel seining for some years, and in the palmy days of this fishery they never fitted out more than half a dozen seiners, although some years ago Gloucester used to have a hundred or more vessels seining in the Gulf of St. Lawrence. The disappearance of the caplin from considerable stretches of the coast of Canada may also be attributed to destructive methods of capture. The disappearance of the gaspereaux or ale-wives may be attributed to the same cause. The disappearance to a large extent of cod from the immediate vicinities of the coast is doubtless due to the destruction of these small fish. The Canadian Government, however, by the adoption of wiser fishing regulations, and by an ever-improving system of fish culture, is doing much to remedy the evils caused by the reckless improvidence of fishermen. The department has now over twenty hatcheries in operation in various parts of Canada and more attention is being given every year to the artificial reproduction of salt water food fishes.

Salmon Exports Affected.

A VICTORIA, B.C., exporting firm is reported to have received advices from its Yokohama representatives to the effect that the Japanese Government has secured from Korea a concession granting fishing privileges along the entire Korean shore line. Importance is attached to the communication for the reason that it may have a bearing on the exports of fish from the United States, and particularly the Pacific coast, to Japan. This business was a large and particularly welcome one during the month of March, result-

ing in an advance in the price of pink salmon and the practical cleaning up of stocks in hand.

Just what the effect of the new fishing arrangement will be is uncertain, but the firm receiving the advice and the agents in Japan regard it as having adverse potentialities, as possibly curtailing expected exports from this country. The Japanese are great consumers of fish, and have been accustomed to depend upon Russia largely for their supplies, taking thousands of tons from that country. The war, of course, cuts off that source of supply, and the Mikado's Government has been negotiating with Korea for some time for the fishing privileges now secured.

Smoked, dried and salted fish have formed the principal demand in Japan, and the stoppage of imports from Russia in a manner compelled the use of other kinds, and was a principal factor in the placing of orders for canned salmon.

Great Future of the Halibut Industry.

IT would be almost impossible to overestimate the value and extent of the fish resources of the Pacific Coast, particularly from the Columbia River north," says the Pacific Fisherman.

"While a great deal of capital and labor have been expended in developing the cannery business of the coast to bring it to its present position of the largest fish canning section of the world, very little has yet been done to develop the fresh fish industry. A great many reasons may be assigned for this, but the principal ones have been the perishable nature of the product and the great distance from any large market; but as necessity is the mother of invention, so necessity is often the mother of enterprise.

"The ever decreasing supply of certain of the better grades of fish foods in the East, particularly halibut and salmon, compelled the dealers to 'go West,' where it appears nature has given us such abundance of fish, particularly the two species referred to, that it would be impossible to make any perceptible effect on them for legitimate food purposes for a great many years.

"To get an idea of the abundance of halibut on the coast one has but to

know of a phenomenal catch made by Capt. H. B. Joyce of the steamer Kingfisher, who in six days from the time he left Vancouver returned with 240,000 pounds. During last year the entire amount of halibut landed at Gloucester and Boston was 3,631,640 pounds, while one company shipped to Boston from the West about 10,000,000 pounds during the same year."

Scottish Herring Curers.

J. J. Cowie, the Scottish herring expert, has arrived in Canada with his staff of herring curers. The necessary barrels and salt have already arrived, and as soon as the new fishing boats are here active operations will be begun to test whether or not Canadian herring can be cured to equal the renowned Scottish herring.

Americans May Buy B. C. Salmon.

It is reported that in spite of the promise of the Government of British Columbia to Canadian canners that American canneries would not be allowed to buy fish on the Fraser River, unforeseen influences have forestalled the measure, and the only restriction now imposed is that fish caught in traps in British Columbia shall not be imported to the States—a measure not asked for. The Canners' Association is endeavoring to bring pressure on the Government to accede to its first request.

The Canadian Sea.

The Minister of Marine has introduced a bill providing machinery for asserting jurisdiction over the whale fishery in Hudson Bay, where for many years the industry has been monopolized by Americans. Ten years ago notices were sent to American ports on the Atlantic, where whalers outfit, that Canada claimed jurisdiction in the Canadian Sea. By the new bill the Minister of Marine is authorized to exact a license fee from whalers. Regulations are made with a view to preventing the wanton and wasteful slaughter of whales, and also in regard to the establishment of stations where oil and bone may be extracted. In accordance with the same policy, the Canadian Government will send out expeditions for the purpose of claiming jurisdiction and hoisting the British flag on various points.

Arrangements have been made at Ottawa for submitting a test case to the Supreme Court of Canada to decide the claim of the Maritime Provinces for a portion of the Halifax fishing award.

RETAIL MERCHANTS!

It will be about two months yet before we get possession of our new building, and about four months before everything will be in smooth running shape. In the meantime our two temporary factories will be run day and night with the object of keeping you supplied with

**MAGIC BAKING POWDER, GILLETT'S PERFUMED LYE,
ROYAL YEAST CAKES, Etc.**



ADVANCE IN PRICES—Only affect cost of ROYAL YEAST (5c. per box) and GILLETT'S LYE (10c. per case) and both articles are still cheaper (Yeast 10c. per box, and Lye 50c. to 75c. per case) than same class of goods in the United States.

REFUSE SUBSTITUTES—Be wise and have nothing to do with them. They will **NOT** do the work, and, therefore, will **NOT** please your trade. **REMEMBER FORMER EXPERIENCES WITH THEM.** You want saleable goods—not stuff which will remain on your shelves, and later require to be thrown out. As to values, there is as much difference as in Teas or anything else you handle.

ORDER DIRECT FROM US if you are unable to get **Gillett's Goods** from your wholesale house, and shipment will be made promptly.

E. W. Gillett Company Limited
TORONTO, ONT.

Keen Buyers

We don't mean Keen's Mustard and Blue ; but, still, we handle these too, and they are **the best.**

We mean men who are looking round all the time where they can buy right. This is a

Progressive Age

and we claim to be strictly up-to-date ; in fact, sometimes we go ahead so fast that we get a little ahead of the times.

Fierce Competition

That's about what the Grocery business means, and while we admire the good old slow, conservative way of doing business, still this is the time when energy and push counts and will win out all along the line.

We are in it

You will meet our customers every day. Ask them about us. We leave the verdict with them.

The Opportunity

to serve you is what we want. The Active Season is close at hand and we will save you lots of money if you give us the chance.

WE HANDLE EVERYTHING IN GROCERIES.

Canada Brokerage Co.

LIMITED

9 Front St. East, Toronto.

PHONES 2282 MAIN
870 "

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S

High-Grade **COFFEES**

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

First New Japan X Teas^{and} Coffees
NOW IN STORE.

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.

DIRECT IMPORTERS

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MONTREAL.

D. RATTRAY & SONS

IMPORT AND EXPORT

Commission Merchants.

MONTREAL :

110 Coristine Bldg.



QUEBEC :

110 Dalhousie St.

REPRESENTING SHIPPERS OF

Patna and Rangoon Rice, West Indian and European Sugars, Raisins, Currants, Filberts, Almonds, etc., etc.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Asparagus Crop Disaster.

FURTHER particulars regarding the destruction of the asparagus crop of 1904, in California, have come to hand. About 3,000 acres of asparagus are included in the flooded area along the Sacramento Valley. The entire crop has been lost in most cases, and in others the asparagus beds have been greatly damaged.

The outlook for the asparagus pack in California, owing to the flood and rust, is far from good for years to come. Outside of the flooded country there are about 4,000 acres of asparagus in California, but much of this is too young to be productive. About one-half of the crop used for canning has been destroyed, while much of the remainder has been reduced by rust.

New Potato.

THE French National Society of Agriculture has recently had its attention called to a new potato, which some French journals say will not only play an important role in agriculture, but will supplant the Irish potato. The technical name of the new vegetable is *Solanum commersonii*, but it is now beginning to be called the Uruguay Irish potato, as it comes from the banks of the Mercedes River, in Uruguay. The yield is said to be enormous, and it appears to be immune from any disease. This potato is cultivated like the common vegetable of this name, or, at least, has been so cultivated in the trials made in France since 1901.

Potato Famine.

There is almost a potato famine in Vancouver, B. C., at the present time and potatoes are likely to soar away up to a record price before the arrival of the new California and local crops. "The area planted in potatoes last year was smaller than usual, despite the increased growth of population, while the Fraser Valley potatoes have not kept well. Ashcroft is practically out of the market. Choice potatoes are now held firmly at \$28 to \$30 per ton and owners are not anxious to sell even at

those figures, as they are confident the price will reach \$40 at an early date. There are very few Fraser Valley potatoes now obtainable and they are of poor quality, large quantities having had to be thrown away."

Coffee Dyed Eggs.

British egg dealers are greatly interested in Lord Onslow's advice to use coffee to dye home eggs for competition with the tinted article from abroad. Colored eggs run a shilling higher per 100. The majority of colored eggs on the British market come from France, but Canada is her keenest rival.

Names Too Much Alike.

The Laing Packing and Provision Co., Montreal, is seeking to restrain another company from doing business under the name and style of the Laing Canning and Preserving Co.

They claim that the new company constitutes an infringement of the rights of the Laing Packing and Provision Co., long established, and allege that the similarity of names is such as to cause confusion. They are asking that the declaration and registration of the new canning and preserving company be declared null and void.

Fancy Price for Potato.

It is stated that the new potato, Eldorado, has been sold in England at the rate of \$1,000 per pound. This potato was recently originated by a large seed firm at Essex, England, and is supposed to be very resistant to certain potato diseases prevalent in England. At this price the seed potatoes bring three or four times their weight in gold. The excessive prices are probably a craze, which will make some people richer and finally help to make many others poor.

Supplies for South Africa.

The Extension of Markets Division, Department of Agriculture, Ottawa, has received from the director of supplies, Pretoria, South Africa, a list of the successful tenderers for the supply of bread and flour, meat, groceries and for-

age at all the military stations throughout South Africa for twelve months dating from April 1, 1904. Canadian firms doing business with South Africa, in the lines mentioned above, would do well to communicate with these contractors with a view of furnishing a portion of the supplies that will be required. Their names and addresses will be furnished on application to W. W. Moore, chief Markets Division, Department of Agriculture, Ottawa.

Low Prices for Canadian Produce.

The depression in trade conditions in England is likely to mean that Canadian exporters of provisions will have to be satisfied with much lower prices than they have been used to getting. While Canadian exports of butter, cheese and bacon may not be appreciably decreased, much lower prices than last year now prevail, and are likely to continue for some time.

In many districts English workingmen are only on half time, and it is impossible for them to pay the old prices. It is what the consumer is able to pay that regulates prices, and at present this means that little or no profit is to be obtained in bacon, butter and cheese.

Important Legal Decision.

Judgment has been given in favor of O. Wade, liquidator of the Pakenham Pork Packing Company, in his suit against J. Pakenham, J. Byer, J. Kendrick, R. Forsyth and the Standard Bank. The liquidator claimed that \$50,000 of the company's money was paid the bank by the directors of the company in discharge of their own indebtedness. This contention has been upheld, but the details of the settlement are left to be arranged by the parties to the suit, subject to the approval of the court.

Ingersoll Cheese Board.

The new officers of the Ingersoll, Ont., Cheese Board, are as follows: President, Geo. A. Boyes; vice-president, A. Tuttle; secretary, W. R. Smith.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

We can fill your require-
ments promptly from our
warehouses in Halifax,
Sydney, Pictou or Charlotte-
town.

Special prices for quantities.

Write us for quotations.

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

THE DOMINION PACKING COMPANY, Limited.

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 super-
vision. They will please you, they will give satis-
faction 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 tem-
perature. Consequently no rust.

Write us for Special Prices.

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

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

USE ONLY THE BEST


GILLETTS
PERFUMED
LYE

Is the **STANDARD** article
READY FOR USE
IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of 

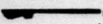
Poultry,
Butter

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 dulness of last week has continued into this week, and the movement has been rather slow. The same condition has prevailed throughout the entire provision market, butter, cheese and eggs being anything but satisfactory. Nothing has occurred to change prices in any line. A fair trade has been doing in fresh meats. Fifty points' rise developed in the middle of the week in hind quarters. We quote the following range of prices:

Long clear bacon, per lb.	\$ 0 08	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 11	0 11½
Large hams, per lb.	0 09	0 09½
Shoulder hams, per lb.	0 13½	0 14
Beaks, per lb.	16 50	17 00
Heavy mess pork, per bbl.	18 00	18 50
Short out, per bbl.	14 50	15 00
Shoulder mess pork, per bbl.	0 07½	0 07½
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 07½	0 07½
" pails	0 07½	0 07½
compounds, per lb.	11 00	11 00
Plate beef, per 200-lb. bbl.	8 00	10 00
Beef, hind quarters	4 50	5 50
" front quarters	6 50	7 50
" choice carcasses	6 00	7 00
" medium	6 00	6 50
" common	7 00	9 00
Mutton	10 50	11 50
Lamb, yearling	14 00	14 00
" spring	6 00	8 50

Butter—The stock of butter forwarded is as large as ever, and the market dead. There is still some fodder butter offering, but the quantity is rapidly diminishing, and by next week will have disappeared entirely, it is hoped. That means, of course, that the quality is better, and with any encouragement of demand greater strength would develop. With nothing but packing butter supplied prices should stiffen up a little. Prices rule the same as last week, with tubs a little stronger. We quote:

creamery prints	0 17	0 18
" solids, fresh	0 16	0 16½
Dairy rolls, large	0 11	0 13
" prints	0 12	0 14
" in tubs	0 11	0 13

Cheese—A strange condition exists in the cheese market. England sets the price in this country, and yet at last Saturday's board sales prices ruled that are not sustained or authorized by quotations in England. Buyers were paying anything from 8 1-4c to 8 3-4c, and there appeared to be considerable rivalry even at that figure. It means that dealers are forced to pay prices which from the present level abroad are a loss of a-quarter of a cent. Prices have gone up in Toronto, but have not by any means followed the big advance during the last two weeks in board quotations. England's demand during the past Winter has been much less than usual, and stocks on hand at the end of April are reported to be twice as great as last year. New cheese is offering in much smaller quantities than last year. Board reports for Friday and Saturday, May 27-28, are as follows:

Board	Boxes	Price
Perth	1,425	0 08½
Listowel	1,418	0 08½
Iroquoia	* 937	0 08½
Napanee	2,182	0 08½
Ottawa	945	0 08½
South Finch	1,505	sold on curb.
Kennville	1,704	0 08 11-16
Belleville	3,905	0 08 9-16
Cornwall	1,808	* 0 08½
London	1,266	0 08½

*Colored Cheeses.

We quote this week:

Cheese, large, old	Per lb.	0 10
" new fodder	0 08½	0 09
" twins	0 09½	0 09½

Montreal.

Provisions—Activity has marked the provision movements, and a very firm feeling has been noted in live hogs. The tone has improved for fresh killed abattoir stock. Sales to jobbers were made at \$7.40, and small lots at \$7.50. For smoked meats, there has been an increasing demand from local and country buyers. We quote:

Canadian short out mess pork	\$17 50	\$18 00
American short out clear	16 50	17 00
American fat back	0 12½	0 13
Bacon, per lb.	0 11	0 13
Hams	11 50	12 00
Extra plate beef, per bbl.	0 07½	0 07½
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01

Pure lard, pails	Wood. Tin.	1 57	1 70
" tubs	0 07½	0 08½	0 08½
" cases (6 10-lb. tins)	0 08	0 09	0 09
" cases (12 5-lb. tins)	0 08½	0 09½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½	0 09½

Butter—A steady tone has been held by butter all the week. No encouragement has been shown by English buyers, however. The exports are away behind what they were last year at the same period. It is generally believed that a lot of the buying is speculative and possibly for English houses. The creamery offerings in the townships were reported to be of excellent quality; in fact, a lot of it was said by good judges to be quite equal to June make. Then, when it is remembered that this butter costs less than 18c, it might be suggested that it would be good stock to put away. The market is in a queer state; for instance, there were certain lots of good butter available at 16 1-2c to 17c a lb., which is 1-4c to 1-2c below the parity with recent country cost. At the wharf yesterday there were sales of 500 packages at 16 1-2c to 16 3-4c, so that with due allowance for all circumstances, the prices should be: Finest creamery, 17 1-4c to 17 1-2c; finest Quebecs, 16 3-4c to 17 1-8c; lower grades, 16c to 16 1-2c.

Cheese—Irregularity again marked the cheese market. Holders were asking high prices, and buyers did not want to accept them. New cheese is selling almost on a par with old cheese, so that the upward tendency has been sufficiently effective to prevent spot accumulations. Old dealers do not believe that the advance will be maintained unless June cheese should start some speculators.

The advance quoted is now 2 1-2c per lb., and finest Ontario cheese could hardly be bought under 9c. In comparison with other years, dealers feel that this is not a bad price for early makes. The volume of production has been increasing very rapidly, and, though late in starting, the expansion has increased nearly 40 per cent. The

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.

Don't Buy Imported Macaroni.

We make a better article in Toronto, put it up more attractively, and it can be sold at about half the price.

Be sure you have

Napoli Macaroni

Get It from your wholesaler.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts.,

TORONTO, CANADA

THE PADS THAT PAY

Wilson's Fly Pads

Pay the retailer 100 per cent.

The Most Destructive Fly Killers Known.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

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.

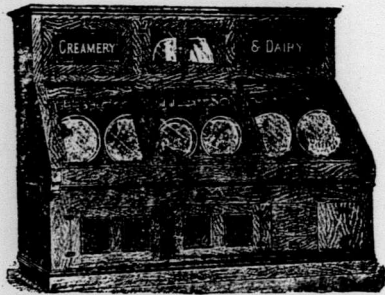
TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



REFRIGERATORS Useful to every one. 46 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.

167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF



Your goods are all quality. — J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right. — J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.



MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

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DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

aggregate offerings for the week ending Saturday, May 28, were 37,500 boxes, against 41,400 during the same week of 1903. For the season the receipts have been 127,960 odd boxes, against 205,200 for the corresponding period of last year. The shortage this year is about 60 per cent. The arrivals on Monday reached 13,400 boxes, and 3,000 boxes were sold at the wharf for 8 1-4c, which is a rise of 1-2c over the previous Monday price. Spot prices rule as follows: Best western cheese, 9c; best eastern makes, 8 1-2c to 8 3-4c; seconds brought 8c yesterday. The consumptive movement in the Old Land has set in, and the holdings have faded in quantity, but the stock in London is still too large to have much hope for an immediate improvement in the exports.

The total exports for the season of 1904 are 102,741, divided as follows: 21,897 through and 80,844 local; for the same period in 1903 shipments totaled 139,744; 1902, 111,642. The butter shipments to date for the year were 4,458; 1903 for same period 4,025; 1902, 23,806.

St. John, N.B.

Provisions—Barrel pork and beef continue to rule low. Mess pork is being offered from Prince Edward Island, prices this year being well below last season. There is a limited sale. In pure lard our dealers have held quite full stocks, but have been disappointed in the market, lower prices being the cause. Sale is not large. In hams and bacon dealers try hard to get full figures, but sales are rather dull. In fresh beef, prices are firmer. Veal is coming to hand rather less freely. Mutton has but little sale. The lamb so far received is rather inferior in quality, and price is still high. Pork has been low and very little is now offered.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	17 00	19 00
Plate beef	12 60	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 08	0 07
Western beef	0 08	0 09
Mutton	0 09	0 10
Veal	0 05	0 09
Lamb	0 06 1/2	0 07 1/2
Pork	0 12	0 14
Hams	0 10	0 11
Rolls	0 08 1/2	0 09
Lard, pure, tubs	0 09	0 09 1/2
Refined lard, tubs	0 08 1/2	0 08 1/2
pails	0 08 1/2	0 09

Butter—Butter is dull, and supplies are freely received. Even for best grades dealers find it necessary to shade prices. In poorer quality it is also impossible to move stock.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair	0 14	0 15

Eggs—In this line prices are rather higher. Shipments from Prince Edward Island are very light. As they now are preserving eggs, we depend on the island for our chief supply, and the market is ruled from there. Quality of the stock received continues good.

Eggs, henery	0 15	0 20
case stock	0 14	0 15

Cheese—Market is decidedly firmer, prices having advanced at least 1c.

There is still some old cheese offered. In new cheese supply is light, demand is altogether for twins. So far local-made cheese have not been largely offered.

Cheese, per lb.	0 10	0 11
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Winnipeg.

Lard—The market is easier, and prices have declined a little. Our quotations are as follows:

Lard, 50-lb. pails	4 80
" 2) "	2 00
" 10 " in cases	6 05
" 3-lb. tins	6 25
" 5 "	6 15
Compound, in 20-lb. pails	1 75

Cured Meats—The market in cured meats continues firm, with quotations as follows:

Hams, per lb.	0 13 1/2
Shoulders, per lb.	0 08 1/2
Picnic hams, per lb.	0 09
Breakfast bellies, per lb.	0 13
Breakfast backs, per lb.	0 11 1/2
Large spice rolls, per lb.	0 10 1/2
Long dry clear, per lb.	0 09

Butter—The demand for butter is good, and stock continues to come in very slowly. There is practically no dairy coming in at present. We quote the following prices:

Creamery, per lb.	0 25
Butter, in tubs	0 18
" 0 22	

London, Eng., Provision Markets.

Latest reports of prices current in provisions in the London markets, dated May 16, and issued by T. Nesbitt & Co., are as follows:

The butter market is steadier, with an improved demand. Canadian bacon is selling more readily at advanced quotations. Canadian hams are in more request. Best eggs are in fair demand, with small sizes rather lower. Cheese is meeting with good demand at present low range of prices.

The following comparative table represents the prices current in butter in the London markets on May 16, for the last three years:

	1902.	1903.	1904.
Danish, per cwt.	103	106	98
Normandy	90	104	80
Dutch	94	98	90
Canadian, etc.	72	90	86

IMPORTANT LEGAL DECISION.

The Supreme Court of Nova Scotia has decided that the Dominion Government has no right to grant trap net licenses to fish for mackerel on the Atlantic coast in Canadian waters, and that such licenses are illegal. This decision will not materially affect Dominion licenses elsewhere, as licensees will in their own interest desire to continue their licenses. The Government is now acting under agreement with the Provincial Government, and difficulty will only arise where litigation is invoked by the fishermen themselves.

New Goods—

Some grocers have, to a considerable extent, built up their trade by being up-to-date with new lines of goods, being ever on the alert to take hold of new lines as they are put on the market. For the "wide awakes" we offer the following:

LOBSTERS— $\frac{1}{2}$ -lb. flats.

JUST RECEIVED—Our first shipment of the new pack and will likely be sold before next shipment is received.

PLACE YOUR ORDER BEFORE STOCK IS EXHAUSTED.

HADDIES—1s round tins.

IN STORE—Our first shipments of new season's pack, comprising lots from several reliable packers.

GET OUR QUOTATIONS.

RICE— "3-Minute Carolina."

We have just received our first shipment of Fancy Head Carolina Rice put up in 1-lb. cotton bags. No waste or loss of time in weighing out. This line is sure to be a popular seller with high class trade.

Specials—Too much stock, so special prices to clear—

MAPLE SYRUP

ABSOLUTELY PURE.

IN WINE PINT TINS TO SELL AT 10 CTS.

Cases, 2 doz }
Brls., 10 " } - - - 95 cts. per doz.

MARMALADE

HIGH GRADE—WE GUARANTEE THE QUALITY.

Wine quart Gem Jars - - - 3.00 doz.
7-lb. Sealed Tins - - - 60 cts. per tin

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

Gleaned from the Travelers

MR. WM. STEVENS, who has for some time past been manager of the firm of Peter Robertson & Co., of Port Hope, has bought out the business, and will continue it under his name.

D. J. Hartle, who has been carrying on business in Minden for some time past, has greatly extended his business by moving into a larger store the past week, the property of W. Watson, of that town, which he has purchased.

J. C. Mossington, of Hawkestone, who had been doing business there for some time past, has been succeeded by Reid & Co., who took over the business the past week.

J. E. Beaton, of Oshawa, has gone to Muskoka Lakes on a fishing trip.

APPOINTED CANADIAN AGENT.

Mr. W. H. Dunn, Montreal, has been appointed Canadian agent for "Salt Royal," Bradford, Eng. This is a very high-class table salt put up in fancy canisters to retail at 15c, 25c and 40c per tin. The quality of the goods, the

texture and general appearance of the packages, should commend themselves to the trade.

TRADE WITH NEW ZEALAND.

T. De Schreynor, of Auckland, New Zealand, representative of the Canadian Manufacturers' Association, is in Canada to promote the establishment of a direct steamship line between New Zealand and the Dominion.

Mr. De Schreynor says the transportation question just now is of vital interest to the people of New Zealand, and that they can use a great many Canadian manufactured articles which at the present time they are purchasing from the United States. If a regular service can be brought about between Canada and New Zealand, trade with Canada will increase by leaps and bounds. Last year New Zealand bought seven million dollars' worth of goods from the United States, and given a proper service in the way of transportation, 60 per cent. of that business can come to Canada. In regard to return cargoes from New Zealand to Canada, Mr. De Schreynor says New Zealand can supply Canada with flax, wool, and various other goods.

TRINIDAD COCOA.

The following is a comparative statement of exports of cocoa from Trinidad during the last four years, from October 1 to May 18:

Crop	England	France	America	Total
1900-1901.. Bags	36,053	16,086	31,242	83,381
" 1901-1902.. "	50,768	35,316	34,252	120,336
" 1902-1903.. "	60,260	38,573	63,499	162,332
" 1903-1904.. "	53,575	36,241	63,417	153,233

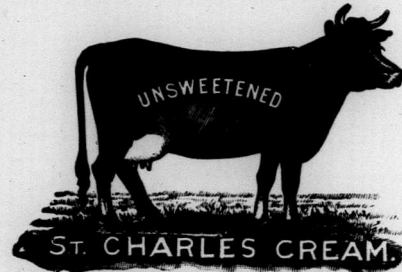
COMPANIES INCORPORATED, ETC.

S. H. Knox & Co., incorporated under the laws of the State of New York, have been granted a license to carry on a general business in Ontario to the extent of \$100,000. C. H. Ivey, London, Ont., has been appointed attorney of the company.

A charter has been granted the Niagara Falls Milling Company, Niagara Falls, to manufacture and deal in grain and cereals. The capital of the company is \$50,000, and the provisional directors are: W. Wanless, H. E. Wanless and A. Griffin, of St. Catharines; J. F. McLaughlin, of Toronto, and E. Ryerson, of Niagara Falls.

The W. B. Reid Company, Toronto, have been licensed to carry on a pipe, tobacco, cigar and cigarette business. The capital of the company is \$40,000, and the provisional directors are W. B. Reid, A. Lang and W. Scott, all of 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:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S. A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

CANADIAN PRODUCTS FOR AFRICA

AN interesting commercial steamship departure was noted last week, when the ss. Melville, in command of Capt. W. Jones, sailed from Montreal for South African ports, with a full cargo, comprising American and Canadian manufactured goods, and Canadian produce. The cargo included 16,000 bushels of No. 1 northern wheat, shipped by H. B. Metcalf & Co.; 5,000 bushels of Canadian rye, and 2,000 bushels of buckwheat. The flour exported comprised 12,500 bags from the Lake of the Woods Milling Co., 2,000 bags from the W. W. Ogilvie Co., and 4,000 bags of American flour from Minneapolis. Excellent cold storage equipment was supplied in this steamer, in which were placed 300 tons of bacon, shipped by the Laing Packing Co.; 350 tons of pork, frozen beef and poultry, by the Armour Packing Co. of Chicago; 75 tons of similar cargo, shipped by Swift & Co. of Chicago. In addition, there was a large shipment of white twine from R. Crooks & Co., Montreal. A. A. Ayer & Co. also shipped 100 boxes of first-class cheese, and Heney & Co. sent forty carriages of Canadian manufacture.

WHO WILL SUCCEED MR. WM. MACKENZIE?

THE following item from a recent number of the Weekly Times of Ceylon will interest readers of The Grocer, inasmuch as Mr. Mackenzie is recognized as the introducer of Ceylon teas to America. A sketch of Mr. Mackenzie appeared in The Grocer of May 20:

"Mr. Wm. Mackenzie has done good and useful work for the whole community, and it will be an evil day for us when he resigns, as we understand he

will do at once, if he has not done so already. Who is to fill his place? Who is there amongst us with a business-training, who knows America and the tea trade in America, to continue his good work, for it would be a pity to send a man who could not go on from where Mr. Mackenzie left off. Someone who would start where Mr. Mackenzie did some years ago is not worth much. And we take it the man will be hard to find. Cannot, therefore, a great effort be made to secure Mr. Wm. Mackenzie's services for a few years more, when the foundation he has laid will be secure against all attack? We understand the remuneration given him is not large, considering that he has to pay as many as three visits to America yearly.

CAPE BRETON WHOLESALE GROCERY CO.

A new enterprise, known as the Cape Breton Wholesale Grocery Co., has been organized in Sydney, Cape Breton, with an authorized capital of \$60,000; H. W. Wentzell is president and general manager; A. W. Mann is resident manager and secretary-treasurer, and D. M. McKay is a director, along with the two preceding gentlemen. The list of directors will be added to from the shareholders. The newly organized company is an evolution of the Sydney branch of the firm of H. W. Wentzell & Co., which was opened in 1900, and has since made rapid strides.

J. Milton Cork, grocer, Toronto, has sold his business to J. Ray, Parkdale. At present Mr. Cork is enjoying a well-earned rest at his Summer residence, Balmy Beach.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received by the Curator of the Canadian Section of the Imperial Institute, London, Eng.

69. The names of wholesale confectioners in Canada likely to take up the sale of a new variety of sweetmeat are desired by the manufacturers of the article.

70. A correspondent has asked to be placed in touch with some Canadian produce exporters who wish to do a trade in Hamburg.

72. A London firm of produce importers are open to represent a first-class Canadian rolled oats mill and some packers of canned meats, fruits, etc.

73. Application has been made by a German house having a large outlet for Canadian produce such as dried fruit, evaporated vegetables, canned lobsters, etc., for the names of likely exporters.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

GRAIN STEAMERS TO CARRY ORE.

In the absence of big grain shipments from the west at the present time the Canadian Pacific Railway Atlantic Steamship Company is reported to have just closed an important contract, which is the first of its kind ever made in Canada, and which will make up for the lightness of the wheat shipments. The contract calls for the shipment of 15,000 tons of lead ore from the Kootenay district of British Columbia to England. The company in this way will be able to fill up a great deal of the space occupied in other seasons by grain and will be able to bring the tonnage well up to the same level as last year. The company has also made contracts for the shipment of large quantities of copper ore from the Sudbury district.

"GROCCERS, ATTENTION"



What is it brings the family custom?

A Tea good for all occasions and for all classes.

What is it keeps the customers with you?

A Tea, "once tasted always used."

Such is the **celebrated**

Blue Ribbon Ceylon Tea

PUSH THE RED LABEL, 40c., WORTH FIFTY.

There may be much money (for a year or two) in pushing inferior brands that pay larger profits, but those grocers who want a lasting reputation, and the **best trade**, will be careful to recommend the things that satisfy in the long run. This rule, applied to Coffee, means furnishing that sold by

Chase & Sanborn

and none other.



GREIG'S



White Swan

Flaked

Breakfast Food

It contains every life-giving element united to the finest flavor.

Just the thing for Summer Trade.

3 lb. Pkgs.—2 doz. in a Case.

The Robert Greig Co., Limited
White Swan Mills
Toronto

MacLEAY, DUFF & CO.
GLASGOW, SCOTLAND.

Scotch 
Whiskies

“FREEDOM”

“SPECIAL LIQUEUR CREAM”

The Best for the Price

B. O. BELAND

Agent: 1684 Notre Dame Street, Montreal.

Forest City Catsup

is made entirely from choice ripe tomatoes.

Every tomato is carefully hand-picked and has all the blossoms, blemishes, etc., carefully cut away so that only the very best part of the meat is used.

The highest quality and most expensive vinegar and spices are used, and corresponding care is given to the work in every process of the manufacture.

Common catsup, made from turnip and apple pulp and colored with tomato flavoring, or made from the offal from tomato-canning factories, can of course be bought cheaper than our high-class Forest City Catsup, but discriminating customers quickly detect the difference and your trade diminishes or increases according to whichever quality you handle.

If you do not handle Forest City Catsup, place a small trial order with us, keep tab on the customers to whom you sell it, and we'll guarantee that every one of them will like it.

GORMAN, ECKERT & CO.
LIMITED

London, Canada.

Makers of Grocers' high-class specialties.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Chivers & Sons, Histon, Cambridge, Eng.
Eagle Mfg. Co., Montreal.
Gillett, E. W., Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Coccos and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.

Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Mathews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
Liverpool & London & Globe Insurance Co., Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Kinneer, T. & Co., Toronto.
Todd, J. H., & Son, Toronto.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougall & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.

Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinneer, T. & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Chivers & Sons, Histon, Cambridge, Eng.
Greig, Jas. R., Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

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

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Wethey, J. H., St. Catharines.

Office Furniture.
Tees & Co., Montreal.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
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 & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

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

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.
Prescott's—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

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

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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

Soap.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's—W. H. Dunn, Montreal and Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

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

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Chivers & Sons, Histon, Cambridge, Eng.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
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.
Kinneer, T. & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thomas, & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

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

Wines and Liquors.
Beland, B. O., Montreal.

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

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E.	55	Computing Scale Co., of Canada	3, 5	James, F. T., Co.	40	Park, Blackwell Co.	19
Ammonson, J. T., & Co.	55	Cowan Co.	53	Japan Teas	4	Patrick, W. G., & Co.	61
Allison Coupon Co.	7	Cox's Gelatine	7	Kay Bros.	59	Payne, J. Bruce	63
American Coffee & Spice Co.	69	Cullen, Orlan Clyde	49	Keen, Robinson & Co. outside front cover	59	Price, Chambers & Co.	63
American Tobacco Co.	62	Davidson & Hay	13	Kingston "Gleaner" inside back cover	59	Rattray, D., & Sons	17
Auer Light Co.	inside front cover	Dawson Commission Co.	54	Kinneer, Thos., & Co.	12	Reckitt's Blue	70
Balfour & Co.	11	Dingle & Stewart	61	Lambe, W. G. A.	61	Reid, W. B., & Co.	64
Batty & Co.	69	Dominion Molasses Co.	19	Lamont, Corliss & Co.	53	Ridout, Geo., & Co.	61
Beland, B. O.	26	Dominion Packing Co.	19	Laporte, Martin & Cie	52	Rose & Laflamme	5, 57
Bennett Mfg. Co.	7	Downey, W. P.	28	London Guarantee and Accident Co.	67	Row & Co., James, & Co.	17
Black Bros. & Co.	2	Dunn, Wm. H.	57	Liverpool & London & Globe Ins. Co.	66	Rutherford, Jas. & Co.	17
Bloomfield Packing Co.	42	Dutch Chemical Works	70	Lucas, Steele & Bristol	11	Rutherford, Marshall & Co.	40
Blue Ribbon Tea	25	Eby, Blain Co.	23	Lytle, T. A., Co.	2	Ryan, Wm., Co.	40
Bradstreet's	7	Eckardt, H. P., & Co.	43	Maiden, J. H.	53	"Salada" Tea Co.	22
Brantford Starch Works	32	Edwardsburg Starch Co.	71	Marceau, E. D.	48	Simson Bros. Co.	59
British America Assurance Co.	67	Empire Tobacco Co.	62	Mathews, Geo. Co.	20	"Sovereign" and "Lynx" Salmon	3
Bromley, John, & Sons inside front cover	40	Epps's Cocoa	47	Metallic Roofing Co.	49	St. Charles Condensing Co.	24
Browne & Wells	40	Erie Tobacco Co.	64	Metropolitan Bank	67	Stewart, A. J., & Co.	54
Burlington Canning Co.	7	Estabrooks, T. H.	45	Metropolitan Soap Co.	60	Taylor & Pringle	61
Canada Brokerage Co.	13	Eureka Refrigerator Co.	60	Millman, W. H., & Sons	61	Tees & Co.	66
Canada Maple Exchange	22	Ewing, S. H., & A. S.	17	Mooney Biscuit and Candy Co.	51	Thum, O. & W., Co.	7
Canada Paper Co.	47	Ewing, S. H., & Sons	5	Morse Bros.	10	Tippet, Arthur P., & Co.	1
Canadian Bank of Commerce	67	Fabien, C. P.	22	Mott, John P., & Co.	50	Todd, J. H., & Son	32
Canadian Gelatine Co.	53	Fearman, F. W., Co.	19	McAlpin Consumers Tobacco Co.	12	Toronto Salt Works inside back cover	63
CANADIAN GROCER	51, 60	Force Food Co.	59	McCann, Wm., Milling Co.	60	Tuckett, Geo. E., & Son Co.	63
Canadian Press Clipping Bureau	inside back cover	Fortier, J. M.	64	McDougall & Lemon	55	Turner, James, & Co.	11
Canadian Salt Co.	28	Foster Pottery Co.	61	McDougall, D., & Co.	65	United Factories	8
Canadian Swiss Trading Co.	53	Frontenac Cereal Co.	60	McGregor-Harris Co.	40	Upton, Thos., & Co.	13
Canadian Vinegar Co.	22	Gibb, W. A., Co.	54	McLaren's Cooks' Friend Baking Powder inside back cover	20	Verret, Stewart & Co.	60
Confederation Life Association	67	Gillard, W. H., & Co.	8	McLean, J. A., Produce Co.	20	Walker, Hugh, & Son	55
Capstan Manufacturing Co.	47	Gillett, E. W., Co., Ltd.	15, 20	McWilliam & Everist	54	Walkerville Match Co.	3
Carter, G., Son & Co.	57	Gorman, Eckert & Co.	26	Napoli Macaroni Co.	21	Waterloo Broom and Brush Co.	7
Castle, F. J., Co.	50	Gowans, Kent & Co. outside back cover	26	National Licorice Co.	inside front cover	Western Assurance Co.	50
Ceylon Tea	6	Greig, James R. Co. outside back cover	2	Nicholson, Bain & Johnston	61	Wethey, J. H. outside back cover	67
Chase & Sanborn	25	Greig, Robt. Co.	26	Nicholson & Bain	61	White & Co.	55
Chivers & Sons	35, 36, 37	Grimble & Co.	2	Nicholson & Brock	49	Wilson Commission Co.	61
Christie, Brown & Co. outside front cover	47	Hill, Evans & Co.	72	Oakey, John, & Sons	7	Winn & Holland	inside back cover
Clark, W.	47	Hopkins, John	21	Oakville Basket Co. inside back cover	48	Wood, Thomas, & Co.	8
Coles Manufacturing Co.	28	Horrocks, T. J.	64	"Ozo" Co.	48	Woods, Walter, & Co.	21
Colson, C. E., & Son. outside back cover, 3	3	Horton-Cato Mfg. Co.	7	Page, C. S.	49		
"Commissioner" Tea	7	Hudson, Hebert & Cie.	38				
		Husband Bros. & Co.	54				

“Where the Honey is

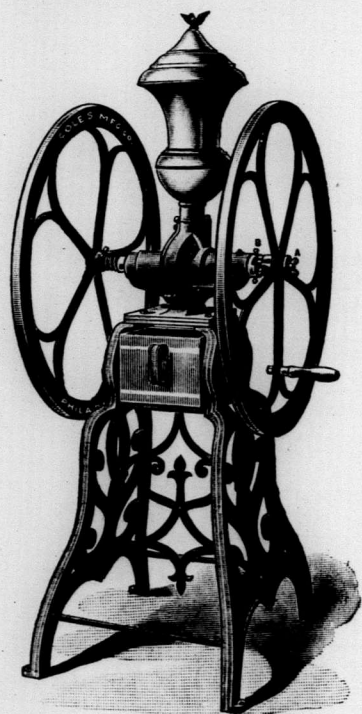
there are the bees.”

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—*quality is remembered long after price is forgotten.*

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystalline—it is the Salt that doesn't cake. “Where the honey is, there are the bees”—you can trust the high-class grocer *to find out just where the honey is.*

Windsor Salt

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



No. 17. List Price, \$40.00.

Goles Coffee 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.

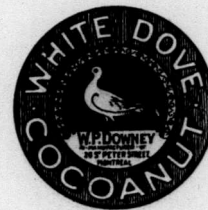


THIS IS THE LEADING SUMMER TONIC OF... **AMERICA**

Sold by all leading jobbers. If your wholesaler don't keep it, drop a post card to 26 St. Peter Street, MONTREAL.

“WHITE DOVE” Cocoanut

—positively the finest product of
—the Cocoanut sold in Canada.
—Put up in ¼-lb., ½-lb. and
—1-lb. pkgs. and in Bulk in Pails.
—If you cannot obtain these goods through your jobber, write direct to



W. P. Downey

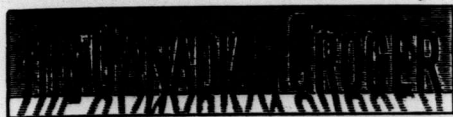
AGENT

26 St. Peter Street, - - MONTREAL.

June 3, 1904

EDITORIAL

The Canadian Grocer.



President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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GRAIN INSPECTION.

IN view of the stand taken on the new Grain Inspection Bill in the editorial columns of Grocer last week, it is interesting to follow up the situation as it appeals to the grain dealers in Montreal. At a meeting of the Montreal Corn Exchange Association on May 27, strong objection was taken to the proposed measure, in so far as it places undue power in the hands of the chief grain inspector. According to the Grain Inspection Bill, as it stands, the selection of standards by the grain survey boards will be subject to the approval of the chief inspector, but what is more, any decision given by the grain survey boards will be subject to appeal to the chief inspector, whereas it should be just the other way round. In a court of law an appeal from a certain legal decision is finally decided by the majority.

The grain section of the Toronto Board of Trade have raised similar ob-

jections, but Toronto differs from Montreal in respect to placing the control of grain inspection in the hands of the different boards of trade, believing it should be Dominion inspection only, not even provincial. Montreal would follow the scheme of grain inspection that is used in American grain ports. There, grain inspection is in the hands of the boards of trade, chambers of commerce and like organizations, and as a matter of fact, there is sometimes a difference of as much as 8c a bushel on grain inspected for the same grade in any two of these ports, for the simple reason that the different boards of trade do not always make the requirements for the various grades the same, but may change from year to year. It is just this inequality and irregularity that Toronto grain men wish to see overcome. They do not advocate board of trade inspection, or inspection by individual inspectors, but one uniform inspection for the whole Dominion of Canada, which will be under the control of the Dominion Government, and fixed by Act, the supervision of actual carrying out of which will be placed in the hands of men thoroughly conversant with the grain situation in all its multitudinous details, such as have composed the boards of survey which have done such excellent work in both Montreal and Toronto for many years.

TRADING STAMPS.

IT would seem as if the City Council of Montreal, as well as the Legislature of the Province of Quebec, have been exercising themselves over something which does not warrant the pains they have taken. For instance, it may be either wise or foolish to issue or receive trading stamps, and there may be better and more attractive means of giving a discount for cash. The legality of the business, however, is not open for discussion, except by the courts. Senator Dandurand, acting in behalf of the Traders' Advertising Company, made the interesting statement last week before Judge Mathieu that there are twenty-five thousand families

in the City of Montreal alone who have books of cash receipts, which means that nearly half the entire City of Montreal is interested.

No sooner had the City Council passed a by-law regarding trading stamps than the Traders' Advertising Company immediately set to work and obtained an injunction to prevent it from being put into force. Usually thirty days' notice is given before the enactment of a new by-law. The city attorneys, evidently, were arbitrary, and claimed that the charter allowed special action in this case. Judge Mathieu was of a different opinion. The argument of the counsel of the Trading Stamp Company was, that by not following the usual rule of giving thirty days' notice of the adoption of a by-law, the city would injure this large number of families who held books of stamps partly filled, and which were retained solely in the anticipation of redemption. Mr. Dandurand impugned the constitutionality of the Act, by which the city is authorized to pass such a by-law, and claimed that the matter came within the jurisdiction of the Federal Parliament only. It is well-known that Provincial Legislatures have been put in control of the administration of justice, and also distinctly in control of municipal institutions. Is it possible that the Local Legislature has not the prerogative of allowing the City of Montreal to pass a by-law? If so, our laws cannot legally be enforced. At any rate, the injunction against the city has been granted, and the whole business will have to go through the courts again.

The City Council of Montreal apparently exercised very little care in the first place. Who was it that advised the aldermen in respect to the forty dollars, imposed, according to the first by-law, when it should have been twenty dollars? It is odd that with five aldermen who are grocers, and thoroughly know the trading stamp business, the city council should have been so ill-advised by the City Attorney regarding as important an issue as the suppression of trading stamps. The weakest point

in the argument of the aldermen was that trading stamps had been suppressed in other places, which is really no argument at all. It is only fair to say that the objection to the stamps, however good, or however ill they may be, has been raised by dealers who do not use them. Grocers claim that the tendency is to create monopolies, and that certain dealers using the stamps attract customers to their trade exclusively. There is another point which has not been mentioned, namely, that large numbers of grocers in Montreal are quite indifferent as to whether others use trading stamps or give away sovereigns. It is surprising, however, to learn that such a large number of grocers use the stamps and that some thousands of buyers want them. How the whole thing will end is hard to say, but as far as the city council is concerned, a large number of grocers feel that they are quite able to fight their own battles.

CANADA'S UNDERPAID JUDICIARY

THE many readers of this paper who have followed the articles in The Grocer advocating higher salaries for the Supreme Court judges, will find sound logic in the following from the Ottawa Citizen:

"The article which we reprint in another place in this issue from The Grocer on the subject of judicial salaries in Canada, has our hearty endorsement. It shows a healthy state of national sentiment when the rights of one class in the community are fearlessly advocated by the press of another class in the interest of all. It is advocacy of the most telling kind. That the salaries of judges in this country are so inadequate as to be on the mean side is obvious to any one who takes the slightest trouble to look into the matter. In the past we have been able to secure able and upright men to fill our judicial offices notwithstanding the meagre remuneration attached to them, but in view of the rapidly increasing cost of living throughout the Dominion have we any right to expect a continuation of our good fortune in this respect? In the senate, in September, 1891, the late Senator Dickie called the attention of

the Government of the day to the question in hand. In the course of his remarks he said:

"I have no personal interest in the matter beyond that which attaches to any member of this House who is interested in having an efficient administration of justice. This end will not be attained unless by an adequate and independent judiciary. The scale of salaries attached to these high offices was arranged shortly after confederation. During that period, which has been the life of the nation to which we belong, we have seen throughout very large increases, beginning with the indemnity of members of parliament, and increases in salaries of ministers, and increases in the salaries of almost every public officer down to the bottom and yet the salaries of the judges have remained stationary."

"What Senator Dickie said then with so much force gains additional strength when quoted after thirteen years of inaction in the matter. It is not becoming to the dignity of Canada that it should be said of her that her judiciary is the poorest paid of any in the chief British possessions. It is the smallest sort of cant for us to laud the probity of our judges on the one hand, and to deny them salaries commensurate with their work and dignity on the other. It is an old saying that a well-paid bench makes justice cheap. An unsound judge is dear at any price; and it is no answer to say that he can be put right on appeal. That means additional expense and delay to the well-to-do suitor; to the poor man it means in the majority of instances enforced acquiescence in a denial of justice. The better the judges the fewer the appeals. By all means, then, let us make it possible for our best lawyers to go on the bench without facing one of the hardest of all trials,—poverty in high position."

The Citizen touches the vital point of the whole case. Canadians are proud of their judicial system, we never cease praising the probity and strength of our judges, yet though the wages of every class in the community have been advanced we continue our Supreme Court judges at salaries which were too small

at confederation, but are now absolutely niggardly. It is our boast that only safe, strong, conservative men are sought for judicial honors, yet the salary attached to the highest judicial position a Canadian lawyer can be invited to take is such that to accept it a first-class lawyer must make a financial sacrifice which none should be expected to make, and which few can afford to.

VISIBLE GRAIN SUPPLIES.

A QUESTION has arisen which is of interest to The Grocer, in so far as it concerns a very important department of the grocery trade, namely, that of flour and cereals. It is this: Who is to be the final authority on grain statistics? For instance, are we to rely upon the grain report published weekly by Bradstreet's, New York, for a correct statement of the visible supply of grain in Canada and the United States, or are we to refer to such reports as those of the New York Produce Exchange or the Chicago Board of Trade?

Comparing Bradstreet's report with the others mentioned, we find that Bradstreet's estimate of the visible supply of grain in Canada and the United States on Saturday last, May 29, was, in round numbers, 36,000,000 bushels, while the estimates of the others were each in the neighborhood of 24,000,000 bushels. The difference is accounted for by the fact that all except Bradstreet's omitted a considerable number of ports in which stocks available on May 28 ran from 30,000 to 200,000 bushels, and one in which stocks were estimated at 508,000 bushels. Another omission was that of stocks stored in private elevators in the larger grain centres. Serupulous care seems to have been exercised in the insertion of comparatively insignificant ports, while at the same time some which figured prominently in Bradstreet's were left out entirely in the others.

It need scarcely be asked which is the more reliable report. Even in Bradstreet's, however, there is room for improvement. In glancing over their report we notice that such Canadian ports

as Owen Sound, Collingwood, Midland, Meaford, Goderich, and Point Edward are lost sight of. These are important grain points, and in view of the probability of a very large increase in the grain output of Manitoba and the Northwest, much of which passes through these ports, they ought to figure in statistics of supplies available in Canada and the United States from week to week if such are to be complete.

HIS NINETY-FOURTH BIRTHDAY.

MANY Canadians are this week congratulating Sir Wm. P. Howland on entering his ninety-fourth year in a condition physically and mentally that promises many more birthdays.

The daily papers are publishing stories of his long career, but none of them recognize the fact that he laid the foundation of his success in the grocery business. He came to Canada from the States as a young man, and started a grocery store in Toronto. This developed into a wholesale grocery business, which was worked in conjunction with a flour mill. He eventually gave up the grocery business, and in his latter years devoted his time to the milling and grain trades. Among the stories told by the old business men of those days is one which has probably never before found its way into print.

Sir William was Minister of Finance, and as such had the preparation of the customs tariff. Some weeks before the annual budget was brought down in Parliament Sir William and some of his friends began to pick up sugar in considerable quantities, in anticipation of a duty being placed upon it. The course of events since then shows that Sir William and his friends did not benefit as much in the long run as a shrewd little Scotchman named John Morrison, a porter and shipping clerk in the Howland grocery warehouse.

Mr. Morrison observed the quiet purchases of sugar by his employer, and began to buy on his own account. He had saved up a little money, and had a

number of friends in Toronto and Montreal, from whom he borrowed all he could, and then he bought all he could on credit. He had control of a large quantity in Montreal and Toronto, when a duty was put on, and he suddenly became a rich man. He at once gave up his position and began a wholesale grocery business on his own account. He was not only shrewd, but extremely economical, and his fortune was rapidly added to by his savings. He tired of the grocery business and went into insurance and banking. He was head of the British America Assurance Co. for some years, but was not so successful in that as he was in banking, and he resigned some years ago, and is now a successful private banker, and is looked upon as one of the richest men in Toronto. He is not now much in the public eye, but lives in a fine large residence, filled with costly furniture, bric-a-brac, pictures, statuary, etc.

Mr. Morrison is a strong Liberal, and on one occasion interrupted the late Sir John Macdonald at a public meeting by calling him a political villain. Sir John, with a twinkle in his eye, at once said: "Well, Johnnie, if I am a villain, you are a grocer."

Mr. Morrison, being born in a part of the world where it is said people do not see a point quickly, was most indignant, and replied: "I am not a 'grosser' villain than you." They say it took Mr. Morrison some time to understand why the audience was convulsed with laughter.

The Canadian Grocer, on behalf of the trade in Canada, congratulates Sir Wm. P. Howland on his birthday.

A DISTINGUISHED JUNE WEDDING.

The day of weddings for the year was of particular interest to The Grocer, in so far as June 1 marked the marriage of Miss Mary Dunlop Davidson, daughter of one of our most respected and distinguished friends, Lieut.-Colonel Davidson, of Toronto, to Captain Harold Child Bickford, of the 6th Dragoon Guards. Captain and Mrs. Bickford left almost immediately after the wedding for a trip to St. Louis. They will return to Toronto for a short visit before starting for England and Scotland, en route to

India, where Captain Bickford's regiment is stationed at Bangalore. The Grocer has pleasure in offering Captain and Mrs. Bickford its heartiest congratulations, and in predicting that Mrs. Bickford will prove a most valuable acquisition to society in the Far East, since she is a true daughter of Canada.

A DISCLAIMER.

IN publishing lately the portrait of Mr. Jules Cote, secretary-manager of S. J. Major, Ottawa, The Grocer laid stress upon the increased business done by this firm during the past year, and the reading of the article would lead to the assumption that the increase was due to Mr. Cote since he assumed charge of the management. Mr. Cote takes occasion to disclaim the entire credit for the success that is attending their business, and attributes it to the very hard and energetic work done by the late Mr. Major, who founded the business, and from very humble beginnings succeeded so well up to the time when illness prevented him from giving personal close attention to same. Mr. Cote states that the reputation of the business, as established by Mr. Major, was such as to make his work (which, by the way, The Grocer knows to be hard and consistent) a pleasure to enlarge.

A VISITOR FROM CALCUTTA.

MR. G. B. PARIS, the Calcutta representative of McMeekin & Co., one of the largest tea importing firms in Great Britain, spent last week in Toronto with G. Musson & Co.

This is Mr. Paris' first visit to Toronto, and it goes without saying he was delighted and surprised with all he saw in the Queen City. He was much interested in the air of activity he noted everywhere in Canadian trade circles, and became firmly convinced, if he was not before, that Canada has a great future before her.

When interviewed on the tea situation, Mr. Paris expressed the opinion that prices of lower grade teas are going to be on a higher level for the next five years. The world's consumption has increased enormously; already it has overtaken production, and at the same time there is no visible increase in the tea acreage of the world. Labor difficulties peculiar to India will also tend to bring up the price of tea.

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING
BUT THE HOOK IS THERE . . .



Every
Grocer's
Safeguard



The plausible salesman with the (so-called) "just as good" Tea as "SALADA" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it—you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"SALADA" is the most profitable tea to handle because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments' consideration to the foregoing will not be out of place.

Black, Mixed or
Natural Green...

Sealed Lead Packets Only. Retailing 25c., 30c.,
40c., 50c., and 60c. per pound—net weight.

Correspondence Solicited.

Address: "SALADA," Toronto or Montreal.



"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.

New Pack is in the hands of the
wholesale trade.



The dainty white things that the ladies delight in during the Summer days must be laundried at home. That means sales of starch for you. It means you'll sell a good deal of

Celluloid Starch
Never Sticks Requires no Cooking.

Are you ready to handle this trade? Better get your orders in early. Why not to-day?

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, June 2, 1904.

THE grocery trade continues steady, tending to become quieter, as usual at this season of the year. Collections are reported as satisfactory, and wholesalers do not complain about their volume of business during the week under review. An increased demand for sugar is expected as soon as the Spring and Summer fruit canning season begins, otherwise sugar is quiet, and firm prices rule. Canned goods are very firm, with stocks of corn and peas low and the market in canned fruit hardening in view of the likelihood of a light fruit crop this season. Teas are quiet at firm prices. New Orleans molasses has advanced from 3 to 4c during the week, and stocks on the Toronto market are reported to be light, as are also stocks of West Indians, etc. Coffee remains practically unchanged, with market tending to become weaker. Spices, rice and tapioca, and foreign dried fruits, continue much as last week.

CANNED GOODS.

An active demand for all varieties of canned goods continues. In canned fruits there is a decidedly stronger feeling for canned strawberries, raspberries and peaches, owing to the expectation that the fruit crop for the coming season will be small, and there is a tendency to buy freely of the 1903 pack, owing to the uncertainty of the coming pack.

In vegetables, peas are pretty well sold out, the only obtainable grade being a few hundred cases of No. 3's in first hands. Corn is very scarce. Some is held in the Forest City, but is for sale only in conjunction with tomatoes. There are plenty of waxed beans, but a shortage in refugee. The Canadian Cannery, however, have some 1 1/2 lb. tins for sale, which will prevent any famine in this article. The tomato situation is perplexing to most of those to whom in past years it has been an open book. Apparently there is no visible surplus, and in fact everything points to a considerable shortage when the June and July trade makes itself felt on the market, and yet for all this almost every wholesale grocer is asking at what price he can sell more than at what price he can buy. Any one special buyer taking up 15,000 to 20,000 cases would convert the situation into one of considerable anxiety to one who did not hold stock. At present no one appears to be troubling about the market. New lobsters are beginning to arrive on the market. Talls and 1 lb. flats are scarce, stocks being confined to 1/2 lb. flats. Our quotations are as follows:

Apples, 3's	0 90
" " gallons	2 20
Asparagus	3 50
Beets, 2's	0 90

Beets, 3's	1 00
Blackberries, 2's	1 50
Beans, 2's	0 90
Corn, 2's	1 25
Cherries, red, pitted, 2's	2 20
" " white	2 40
Peas, 2's	1 00
Pears, 2's	1 45
" " 3's	1 90
Pineapples, 1 1/2's	1 50
" " 2's	1 80
" " 3's	2 25
Peaches, 2's	1 65
" " 3's	1 70
Plums, green gages, 2's	1 10
" " Lombard	1 00
" " Damson, blue	0 95
Pumpkins, 3's	0 95
" " gallon	2 50
Rhubarb, 3's	1 40
Raspberries, 2's	1 40
Strawberries, 2's	1 40
Succotash, 2's	1 00
Tomatoes, 3's	1 12
Lobster, talls	3 50
" " 1-lb. flats	3 70
" " 1/2-lb. flats	2 00
Mackerel	1 00
Salmon, sockeye, Fraser	1 25
" " Northern	1 75
" " Cohoes	1 15
Chums	0 95
Sardines, Sportsman 1's	0 15
" " "	0 23
" " Portugese 1's	0 08
" " P. & C. 1's	0 25
" " P. & C. 1/2's	0 35
" " Domestic, 1's	0 03
" " Domestic, 1/2's	0 09
" " Mustard, 1/2 size, cases 50 tins, per 100	8 00
Haddies	1 00
Kipperd herrings, domestic	1 00
" " imported	1 45
Herrings in tomato sauce, domestic	1 00
" " imported	1 45
California ripe olives, tins, per doz.	4 25

SUGAR

The course of the sugar market has been interrupted by holidays in the United States during the week under review, and there is in consequence little of moment to record. After the very large business of the previous week, the only transaction in Cubans to record is the sale of 8,000 bags in port at 2 9-16c c. and f. basis 95, which is equivalent to 3.95c duty paid for basis 96. establishing spot quotation at this figure which, with New York granulated selling at basis 4.80 net cash, leaves the margin between raw and refined at 85c per hundred lbs., or 12 1/2c less than for the same time last year. Refiners are indifferent to offerings of Cubans at the moment, owing to heavy arrivals for the week, which total 53,495 tons, an excess of 14,000 tons over meltings, which remain at the high figure of recent weeks, namely, 39,000 tons.

Total receipts since January 1 are 836,157 tons, an increase of 99,990 tons over those for the same period a year ago, while meltings since January 1 total 698,000 tons, an increase of 105,000 tons for the year. While transactions in Cubans have been light, it is reported that American refiners have purchased at least 12,000 tons of beet sugar in Europe at 10s c. and f. New York, which is equivalent to parity of 4.03c duty paid for 96 test centrifugals. Despite these heavy purchases, beet sugars have reacted 3d per cwt. for the week and are quoted as we go to press at 9s 4 1/2d basis f. o. b. Hamburg, and the tone is reported easier. With beet and cane quotations on so near a parity it is evident that each will be very sensitive to the influence of the other for some time to come. Cubans for shipment are quoted firm at 3 15-16c duty paid, but this quotation is nominal, and it is doubtful if any quantity

could be brought out on that basis, indications being more favorable to a realization of 4c duty paid, and holders' ideas are strong at 2 5-8c c. and f. for basis 95, which is equivalent to 4.01c duty paid, basis 96. The reason for this is evident, as indicated in the special at the foot of our report last week.

There are now only ten central factories grinding in Cuba as against 118 for the previous week, while at the same time last year there were 90 in operation. The rapid closing of so many factories is due to the heavy rains prevailing throughout the island. The visible production to date is a little over 900,000 tons, and with so few factories continuing, it is hardly likely that more than 100,000 tons additional can be produced during the balance of the season. This is a most important factor, and it will be interesting to watch developments. Another strong factor in the position is the approaching season for large consumption of refined sugar in the United States, which sets in earlier there than in Canada; and those who are usually well informed still take an optimistic view of the future.

Combined stocks of U. S. and Cuba are 212,000 tons less than for the same time last year, while combined stocks of Europe and America at latest uneven dates show a decrease of 230,755 tons, the comparative figures being 3,037,887 tons for 1904, and 3,268,642 tons for 1903. There have been no changes in refined, either in Canada or the United States, during the past week. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 18
" " in 100-lb.	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 43
Berlin granulated	4 43
Domestic beet, granulated, 1902	4 23
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 03
No. 1 "	3 93
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

SYRUPS AND MOLASSES.

The molasses and syrup market remains firm. Prices of New Orleans are so high that wholesalers are holding off until supplies are actually exhausted before re-stocking. Supplies in Toronto are reported to be at a low ebb. There has been an additional advance of 3 to 4c in New Orleans during the past week, and at present there is not much likelihood of any drop. Stocks of West Indian, Barbadoes and Porto Rico molasses are said to be about used up, and New Orleans is known to be within small compass locally. We quote the following prices:

Syrups—	
Dark	0 30
Medium	0 32
Bright	0 35
Corn syrup, bbl., per lb.	0 02 1/2
" " 1-bbls "	0 02 1/2
" " kegs "	0 03
" " 3 gal. pails, each	1 30
" " 2 gal.	0 90
" " 2-lb. tins (in 2 doz. case) per case	1 90
" " 5-lb. " (in 1 " " " " " "	2 25
" " 10-lb. " (in 1 " " " " " "	2 25
" " 20-lb. " (in 1 " " " " " "	2 10

Molasses—		
New Orleans, medium	0 25	0 30
" " open kettle	0 27	0 32
Barbadoes	0 45	0 50
Porto Rico	0 35	0 40
West Indian	0 35	0 40
Maple syrup—	0 32	0 35
Imperial qts.	0 27	1 00
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	1 00	
Barrels, per gal.	0 75	
5-gal. Imp. brand, per can	4 50	
1-gal. " per case	5 10	
1-gal. " " "	5 60	
Qts. " " "	6 00	

TEAS

The tea market continues firm and steady, tending to become quieter during the week under review. In the Toronto market there are no new features to report.

The London, Eng., market, for the week of May, 13-19, is reported as follows: There is not much change in the value of Indians. Leaf grades up to 6½d were fully firm, ordinary kinds over this price passing somewhat irregularly and, if anything, easier, more particularly in the case of broken leaf of all descriptions, the proportionate supply of which is just now comparatively heavy. Mail advices from producing districts point to a rather late season. A good deal of further damage has been caused by hail in Cachar and elsewhere. Entries for export to the United Kingdom from May 1-15 are given as 372,000 lbs., as against 564,000 lbs. for the same period last year.

In Ceylon there is slightly less inquiry for common to fair kinds, but no material alterations in quotations can be recorded. Medium to fine ruled rather irregular, especially broken Pekoes, while the quality of several high-grown teas was rather disappointing. Colombo telegrams give the shipments to Great Britain for this month as 6 million lbs., as contrasted with 10½ million lbs. actually shipped in May last year.

In China, the market at Hankow opened a short time since, and a moderate business is reported to have passed. The quality is said to be scarcely equal to that of last season, with prices much the same. Lowest quotation for common is 6½d per lb. We quote the following prices:

Congou—half chests, Kaisow Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
half chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half chests, ordinary firsts	0 28	0 38
" " seconds	0 23	
" " thirds	0 16	0 18
" " common	0 15	0 15
Pingsueys—Young Hyson, ½ chests, firsts	0 28	0 32
seconds	0 18	0 19
half boxes, firsts	0 28	0 32
Japan—½ chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	
Common	0 19	

COFFEES.

The coffee market continues practically unchanged from last week. Prices of Rios are high, and comparatively little business is being done on the street. Ruling prices in Rios are from ½ to ¾c lower than they were a month ago.

Latest cables from Europe report steady markets. Havre reports unchanged prices and Hamburg, after

opening slightly higher, lost the improvement. No information has been received from primary markets, and it is inferred that they are holding to a steady basis. The New York markets, which practically control prices in Canada, were closed from Saturday till Tuesday. We quote the following prices:

Green Rios, No. 7	Per lb.	0 08½
" " No. 6	0 08½	
" " No. 5	0 08½	
" " No. 4	0 08½	
" " No. 3	0 09	0 09
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10	0 12
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

SPICES.

The spice market continues steady and quiet, with last week's quotations unchanged. The tone of the market in peppers is, if anything, steadier, reflecting the strong advance reported latterly from primary markets. Our quotations are as follows:

Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

RICE AND TAPIOCA.

There are no changes to report in rice and tapioca for the week under review. Advices from the south continue to name better prices for attractive grocery grades. The market both in rice and tapioca remains steady. Our quotations are as follows:

Rice, stand. B.	0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	" double goat	0 04½	
Japan	0 06	Carolina rice	0 10	
Sago	0 03½	0 04		

Foreign Dried Fruits.

Trade in dried fruits is reported as quiet for the week. Owing to the interesting price of Valencia raisins there has been a big sale for them lately. The recent drop in California seeded is reported to have been due almost entirely to sentimental reasons, but the Ontario market has not been appreciably affected because comparatively small quantities of California seeded are used on this market. The market in Oregon prunes is exhibiting rather better feeling, the improvement being attributed entirely to persistent reports that the coming crop will be short, and to statements emanating from reliable sources that the holdings of 1903 prunes in the Northwest have been very closely cleaned up as a result of the low prices made on them during the past two months. We quote the following prices:

PRUNES.

100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

Tapnets	0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½		

APRICOTS.

Californian evaporated	Per lb.	0 12½	0 15
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PEACHES

Californian evaporated	Per lb.	0 08½	0 12
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CURRENTS.

Fine Filiatras	Per lb.	0 04½	up	Vostizzas	Per lb.	0 07	0 08
Patras	0 06	0 06½					

RAISINS.

Valencia, fine off-stalk	Per lb.	0 06½	0 06½
" selected	0 07	0 07½	
" selected layers	0 07½	0 08	
Sultana	0 06½	0 10	
Californian seeded, 12-oz.	0 08½	0 09	
" " 1-lb. boxes	0 10½	0 11	
" unseeded, 2-crown	0 08	0 07½	
" " 3-crown	0 08	0 08½	
" " 4-crown	0 09	0 10	

DATES.

Hallowees	Per lb.	0 03½	0 04	Fards	Per lb.	0 08½	0 09
Sairs	0 03½	0 03½					

FOREIGN NUTS.

The foreign nut market continues healthy, with no change from last week. Advices from Sicily tend to strengthen prices in filberts. A short crop in Brazils is reported. Our quotations are as follows:

Peanuts, green, per lb.	0 10	0 11
" roasted	0 11	0 12
" Spanish, green, per lb.	0 09	
" roasted	0 10	
Almonds, Taragona, per lb.	0 12	
Walnuts, Grenoble	0 12	
" Bordeaux	0 12	
Filberts, per lb.	0 09	
Brazils	0 15	
Cocoanuts, Jamaica, per sack	4 25	

Country Produce.

EGGS.

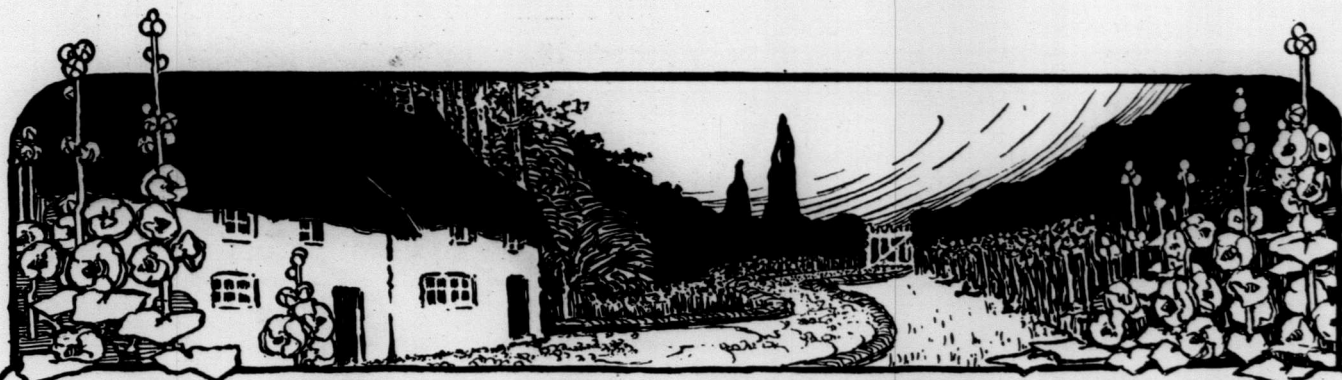
What will be the development in the egg market during the next two weeks is rather uncertain. Large quantities are being offered, but there appears to be no tendency towards a drop in price. City dealers say it is the worst market they have been forced to handle for a long time. They see no profit for themselves at present prices, but they have to buy all that is shown. Country packers are said to be responsible for this state of affairs. They, of course, do not want to see an egg come into the cities, and to prevent it are offering high prices—prices not based on the relation of supply to demand. The laying in of such quantities as have been forwarded for the last two weeks is exceedingly risky, but there is no help for it. Instead of a quotation of 15 to 15½c, which prevails now, it should not be above 12½c. Naturally it would be supposed that when the supply so far exceeds the demand a drop would be sure to take place. This, however, does not always follow. Two years ago the competition of outside packers kept prices up all season to 14 and 15c. Then in the Spring pickled eggs had to be sold at 8 to 10c at a serious loss on the quantities that were carried. The loss is even greater to outside houses in such an event than to the city dealers, as the latter have a large local trade on which they make considerable profit. There is also the local outlet for seconds and cracked eggs, upon which the outside dealer has to pay freight and commission in order to dispose of them. It is expected that within a week or two a cent will be knocked off, but this is by no means certain. We quote the following prices:

Eggs, new laid, per doz.	0 15	0 15½
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APPLES.

Trade in evaporated apples continues steady and fair at quotation prices. Our quotations are as follows:

Evaporated apples, per lb	0 06½
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AL·IN·A·GARDEN·FAIR

M.F. ABIAN.

CHIVERS' FIRST PRIZE

COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs, Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—Extract from Royal Commissioner's Report.

CHIVERS' GOLD MEDAL

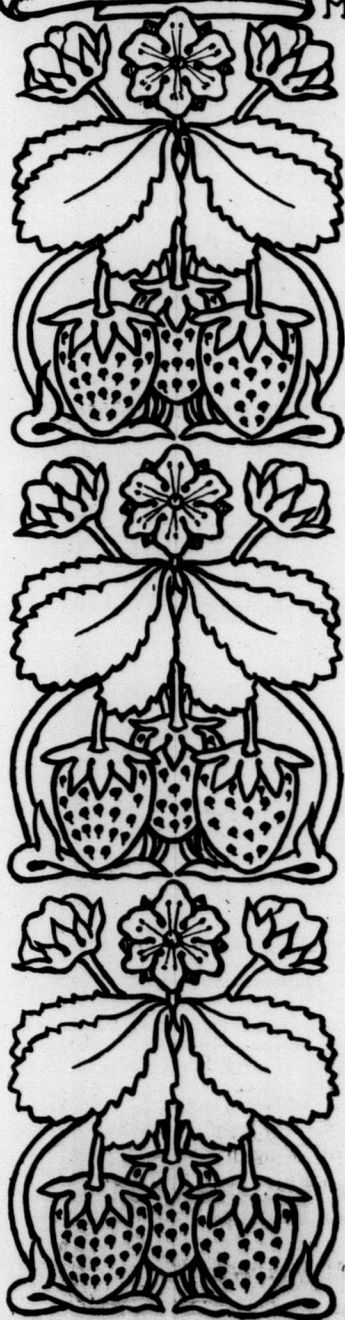
HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.): "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.



CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

**FLAVOURED WITH
RIPE FRUIT JUICES**

"Grocers'
Review" says:

"The highest possible
state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG.

First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES :—"The Cambridge Lemonade is far and away the best I have sold-yet. . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but **CAMBRIDGE BEATS ALL.**"

CAMBRIDGE



LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.

CHIVERS'

MADE BY THE ADDITION
OF MILK ONLY, NO SUGAR

PATENT

"Very nourishing and digestible."
Family Doctor.

"With Chivers' Powder the success
of a custard is a foregone conclusion."
Ladies' Field.

"Chivers' Patent Custards contain
all the elements necessary to the nutri-
ment of the body."
Analyst.

CUSTARDS

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

NO SUGAR
REQUIRED.

PATENT

SUBSTANTIAL
RETAILERS'
PROFITS.

BLANC-MANGES

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'

FREE FROM ALUM

ABSOLUTELY
PURE.

BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients.
It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

VAN CAMP PACKING CO.

INDIANAPOLIS, IND., U.S.A.

Car MICHIGAN CENTRAL No. 43064, left Indianapolis May 26, via MONON and MICHIGAN CENTRAL and CANADIAN PACIFIC, in destination of Montreal, and consigned to HUDON, HEBERT & CIE., with the following contents, viz.:

340 Cases, 2 doz. each, **Berkshire Brand Tomato Catsup**, 14-ounce screw top bottles - \$ **1.00** per doz.

260 Cases, 4 doz. each, **Van Camp Concentrated Soups**, - - - - - **1.00** per doz.

TOMATO, CHICKEN, OX TAIL,
 MOCK TURTLE, VEGETABLE, CLAM CHOWDER,
 CONSOMME, MULLIGATAWNY, ASSORTED.

Small Lots at Attractive Prices

369 Cases of 100 tins, Lalor's, 1½-lb.
Champion of England Green Peas, \$ **6.00** per case
 Quantities of 5 cases or over - **5.75** per case

1,000 Cases, ½-doz. each, **Grantham Tiger Brand**,
Gallon Apples, - - - - - **1.75** per doz.

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Notice to the Trade.

We are informed on positive authority that the Canadian Cannery, Limited, are soliciting orders for canned goods under the label—"Quakeress" brand—to be packed by the firm of A. B. Saylor & Co., of this place, a firm that these people bought out a few weeks ago, and who, up to that time packed goods under the "Saylor Boy" and "Reindeer" brands, but never under the "Quakeress" brand. We believe that the introduction of "Quakeress" brand by the Canadian Cannery, Limited, is done to confuse the public and to the detriment and injury of the established and well known "Quaker" brand, which is protected by registration. We have asked the Canadian Cannery, Limited, to withdraw the "Quakeress" label from the market, and if we do not get satisfactory assurance that this will be done, we will apply to the Courts for an injunction to restrain them from using this label.

Bloomfield Packing Co.
Limited.

Bloomfield, May 31st, 1904.

Are you selling Japan Tea?

If you are, please write me for a sample of Estabrooks' Japan Blend. You can save in cup quality fully two cents per lb.

The Sample will prove its own case.

It has been the greatest success of any bulk tea that has ever been put out. So much so that several firms are trying to match it and some are copying the mark as close as they dare.

Large sample will be mailed on receipt of postal card, or one of my travellers will call and see you.

T. H. ESTABROOKS

Branches:
Toronto, Winnipeg.

St. John, N. B.

privileges of common-point rates in southern Kootenay to Nelson and Rossland for transcontinental freight. This will practically give Nelson and Rossland distributing point rates and facilities. Freight destined for other points will have to pay the Nelson and Rossland common-point rate plus local rate from either point to destination. The change is chiefly for economic reasons, it being unprofitable to carry small lots to out-of-the-way points at common rates.

Northern direct shipments, that is via Skagway and White Horse to Dawson, have begun to pick up. The steamer Amur, which sailed last night for the north, had over 300 tons, all consigned by local wholesalers, for Dawson and other Yukon points. The major part of it was provisions and produce, with small lots of dry goods and hardware. The heavy shipments for next Winter's stocks will not begin before July 1.

Settlers from eastern Canadian points and from the Old Country continue to arrive in the Okanagan and other favorable farming districts of the province, mainly bent on fruit growing. Mr. R. M. Palmer, provincial freight rates commissioner, who is also closely in touch with the Horticultural Department of the Provincial Department of Agriculture, has just returned from the Okanagan, and he says that there is a wonderful change in that section. The subdividing of several large ranches into small plots of ten acres and thereabouts, affords the opportunity for many settlers to come in and buy places at reasonable cost, and from which they can in a very few years produce a good living from fruit and other products. There are other sections of the province awaiting development, and some, such as the Chilliwack District in the Valley of the Fraser River, where a great advance has been made. Many new settlers have come to the Fraser Valley, as well as to the upper country. Fruit is favorably grown on the lower mainland, as well as in the interior, while the chances for dairy farming are perhaps superior.

A good deal of interest has been aroused again in the Grand Trunk Pacific project, by the announcement made this week from Ottawa, on the authority of some of the British Columbia members of the House, that construction of the road will be simultaneous from this end of the road and from the eastern end. The chief interest, however, is in the time when active operations commence. There is some impatience to see work being done, and some natural scepticism is caused by the frequent delays.

Early in June the Kosmos Line steamer Luxor will reach port with 1,200 tons of raw sugar from Peru, for the local refinery. Two steamers are also said to be under charter to load at Java sugar ports for the British Columbia Sugar Refinery also. The dates of their arrival have not yet been announced.

In the grocery markets, since last writing, a rise in the price of sugar is

to be noted. The quotation is now 5½c for granulated. The B. C. Sugar Refinery's last published price list is as follows:

Extra superior bar sugar, 40 lb. tins, 7½c; powdered icing and bar, 6½c; Paris lumps, 6½c; granulated, 5½c; extra C, 4½c; fancy yellow, 4½c; yellow, 4½c. General prices of groceries have not changed appreciably since last advices.

Fruit is beginning to be quite interesting, a good line of fresh fruits being displayed. Yesterday the first strawberries from Washington arrived, oddly enough before there have been any supplies from Oregon, which is usually a week or two the earlier. The variety from Washington, which was not a large shipment, was Clarke's seedling. The shipment came from Walla Walla, and is fairly good in quality. The price is quoted at \$4.50 for the crate containing 2 dozen boxes. The California berries are becoming scarcer and are now quoted at \$2.65 for the crate of 15 boxes, which is the manner of shipment from there.

Cherries are coming forward liberally from California, the only variety yet being the Black Tartarian. The price is still \$2 for the 10 lb. box. Some extra fine pineapples from Mexico were among receipts from San Francisco via Seattle yesterday, reaching here by steamer. The price is \$3.75 per doz.

Tomatoes in 40 lb. crates of six baskets each arriving from Florida are selling at \$4.50 for the crate. They are a little better quality than the California article, which is selling at \$2.75 to \$3.75 the 20 lb. crate.

Oranges are stiffening up in price. The first arrivals of Mediterranean sweets are on the market, and the seedlings are coming in more freely. Navals will not be quoted much after the first week in June. Prices are now from \$2.75 to \$3.75 for navals as to quality, \$2.50 to \$2.75 for seedlings, and \$3 to \$3.25 for Mediterranean sweets. Lemons are moving freely now, and are quoted at \$3.25 to \$3.75. Bananas, \$3 to \$3.25 per bunch.

In vegetables a full line of green goods is now coming forward. Local grown lettuce, rhubarb and bunch radishes, onions, spinach, etc., are on the market, string beans, green peas, cabbage and asparagus being from California.

In dry onions the new crop California reds are coming in and are quoted at 2½ to 3c, while there are still some Australians on the market at 3½ to 4c.

Potatoes have not yet weakened much in price, as there are now new ones coming forward. The stocks are keeping well yet, and will amply meet all requirements.

In produce there is but little to record this week. The supply of butter is regular now, eastern shipments arriving in sufficient quantities, with the local supplies, to make the market easy. Quotations on the next arrivals from the east are to be lower, about 20c. Local creamery is 25c, and likely to hold firm at that.

Eggs are quoted at 22½ to 23c; cheese, new stock, 12c.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B. May 30 1904.

THERE is a good steady business reported. A new feature is a letter addressed by the Retailers' Association to the different wholesale grocers, advising that they intend to buy only from such wholesale houses as do not sell to the consumer. Particularly they protest against the breaking of packages by the wholesaler in order to fill orders from consumers. With few exceptions the jobbers are prepared to fall in with the wish of the retailers, in fact, several of the larger jobbers have for years refused to sell other than dealers. The smaller jobbers are inclined to argue. They say many consumers, particularly hotels and boarding houses, buy in at least as large quantities as the retailer; that several of the retailers are wholesalers and retailers combined, and that without exception whenever possible they import goods, thus cutting the local jobber out entirely; that the understanding desired by the retailer is altogether one-sided; that they are continually asked by the retailer to break packages of even standard goods.

The larger dealers, as noted, are well pleased with the condition. They do not want the consumer's trade. It is only a nuisance, they say. As a rule the consumer gains little, because they are usually charged retail prices. They seem slow to learn this; they seem to think goods, if bought from the wholesaler, must be cheap.

In markets the general tone is firm, but in a few lines there is continued weakness. This is particularly noticed in pure lard, which is lower than ever. In cream of tartar the market is rather firmer, and there is another slight advance in lard.

Oil.

The price in Nova Scotia is usually a little lower than in New Brunswick, owing to the low water freights from Boston, which makes increased competition. Some few weeks ago prices there were reduced 1c, and last week, in sympathy with this, the local quotation was marked down 1c. Dealers claim, however, that the only reason for this is the keen competition, and that otherwise the market is a very firm one. There continues to be a steady demand. The busiest season in lubricating oil is over, as far as booking orders is concerned. Prices are held firm, while shipments are being freely made.

Linseeds continue low, with rather less sale. Turpentine, which has been quoted very high for some time is rather lower. In fish oils, while the season is yet early, a rather easy market is anticipated.

Salt.

In Liverpool coarse sale a large stock is held. The demand this Spring has not been as large as dealers anticipated. Prices are held firm, and it will be some weeks before further arrivals are ex-

pected. Liverpool factory filled salt is in rather light supply and prices are quite low. In Canadian fine, shipments are coming forward freely, with prices unchanged. At this season the demand is largely for cheese and butter salt.

Canned Goods.

There is little of particular interest. For some well known brands of salmon, which have a regular demand in our market, open orders are being given. Packers of salmon call the coming season a short pack year. There is little demand in late years for high-priced sockeye fish. Our dealers will have sufficient stock of vegetables to carry them through, though stock of corn is light, and higher prices are being quoted. Considerable interest is manifested in reference to the future. It looks as if several of our large buyers would be outside of the association, and from the present outlook they will have no difficulty in buying goods. In fruits there seems to be a fair supply. Peaches are rather light stock. In gallon apples the demand has not been very large, and quite full stocks are still held. Blueberries are scarce. Oysters are firm. Canned clams are now freely offered, new stock being to hand. Lobsters are high. The outlook is for quite a large pack of sardines, although season is very early. New haddies are offered. Kipperd herring are scarce.

Green Fruits.

Dealers are very busy. Large quantities of Mediterranean oranges have been received and have sold low. In Valencia oranges higher prices are asked. California oranges are much higher, and there is less demand. In lemons low prices still rule. Bananas continue to be short supply, and full prices are asked. There is a fair demand for pines. Strawberries have been somewhat scarce during the week, owing to a strike at American points. Large quantities of domestic rhubarb are to hand, and low prices rule. Tomatoes are a little lower and are selling more freely.

Dried Fruits.

This is a quiet season. In prunes prices continue low, and there is a fair sale. Raisins are dull and all lines are quoted rather lower. In loose muscates, quite a full stock is held here. Evaporated apples are firmer and higher prices are expected. Sale this season is large. Dates are low. There is increased demand for package goods.

Onions.

It is getting late for Bermuda stock. Egyptians are still quite freely received, but sales are somewhat slow. Prices continue quite low. The quality of the stock received this year has not been very satisfactory.

Peanuts.

High prices are still held.

Sugar.

Market continues firm, and during the week there has been a slight advance. Dealers are holding full stocks, and there is a steady sale. Some domestic granulated from Ontario has been received. The quality is quite satisfactory, except that the color is rather

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.



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.

EPPS'S

GRATEFUL. COMFORTING.

IN 1/2-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



This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE ?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

Your printer can supply it.

CANADA PAPER Co. TORONTO LIMITED MONTREAL

dark. In foreign sugar there continues to be a fair business done by dealers outside of the guild.

Molasses.

A further large cargo of Porto Rico molasses has been received here. So far all direct shipments have come to one importing house. Besides this quite a quantity of Porto Rico molasses has been received via Halifax, and also via American ports. In Porto Rico grade the market is very firm. There continues to be much interest taken in the molasses situation by the local merchants, and special efforts are being

made toward a more satisfactory condition. It is impossible at present to foretell the outcome. In Barbadoes molasses quite large stocks are held, and quality is good. Prices are low, and the market is not particularly strong. There has not been as much molasses going into consumption this Spring as usual, owing to uncertain conditions.

Fish.

Attention is now chiefly given to fresh fish. Quite large quantities of gaspereau have been taken this week, and the catch will be at least an aver-

When You Consider

that the quality of your goods is what gives you your grip on your trade, can you afford to offer your customers any article that is not backed up by a solid guarantee as to its purity and genuine worth? Any of our brands, no matter what, Pickles, Vinegar, Jams, Jellies, Marmalades, Sauces or Catsups, are sold to you with the bona fide guarantee and understanding that any of our goods not up to standard are to be returned at our expense. What more could you want?

THE OZO CO., Limited
MONTREAL.

Madam Huot's Coffee
THE GEM.

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

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

New Japan Teas

The Most Handsome Leaf, the Sweetest, Finest and Best Liquor.

Ex. Str. ATHENIAN. Now at Vancouver.

24 x 40-lb. Boxes Condor I Japan Tea 40c.

26 x 40-lb. Boxes Condor II Japan Tea 37½c.

Ask for samples to compare.

Nothing like these two Condor on the Market.

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

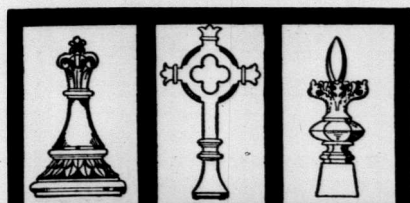
E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"QME"
 Baking Powder, Vinegar, Spices, Coffee.



GROSSES AND FINIALS

We make a most extensive variety of these ornamental lines—adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs—they are both reliable and economical.

A full set of illustrations shown in our catalogue.

THE METALLIC ROOFING CO.,
WHOLESALE MANFRS. LIMITED,
TORONTO, CANADA

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, 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.

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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.

"I Want Brock's."

BIRD SEED

Only one good kind—and it costs no more than poor kinds.

SEND FOR SAMPLE.

NICHOLSON & BROCK, - TORONTO

age one. In shad, receipts have not been large. They have, however, shown improvement, and there will be a small quantity of pickled shad on the market. Salmon are a little more plentiful, but prices are still high. In these lines large quantities are taken in St. John harbor and the near vicinity. Our salmon are particularly fine; by far the larger quantity of them are shipped fresh to Boston. In dry codfish and pollock, the market is rather easier, stock coming to hand more freely. Pickled herring have little sale; there is very light supply. Smoked herring are very scarce.

Flour, Feed and Meal.

While there has been no change in price during the week, the market is very firm, particularly Ontario grades, and there is a fair business. Feed is rather more freely offered, but there is little if any change in price, and there is a fair demand. Oats and oatmeal are unchanged, and sales are not large. In beans, market is dull. Barley and split peas are in light supply. Cornmeal is unchanged. In seeds, season is about over, and prices have ruled quite low.

MANITOBA MARKETS.

Winnipeg, May 31, 1904.

BUSINESS in general in the city continues to move along briskly and prospects are good. Trade throughout the country is picking up wonderfully, and a gradual improvement is quite noticeable.

Sugar—The market has again advanced, and Montreal granulated is quoted at \$5.05 in barrels and \$4.95 in sacks, and yellows \$4.45 in barrels. The market quotes Wallaceburg in barrels \$4.95, and sacks \$4.85.

Canned Fruits—The market is firm. Pineapples are quoted 2 lb. whole at \$3.75 a case of 2 doz.; 1½ lb. sliced at \$3.75 a case of 2 doz.; 1½ lb. sliced \$7.20 a case of 4 doz., and 1¼ lb. grated \$7.60 a case of 4 doz.

Evaporated and Dried Fruits—All lines are firm. Evaporated apples and apricots are getting scarce. California apricots are still quoted at the ¼c advance. 1902 are just about off the market, and 1903 choice are quoted at 13¼c to 13½c a lb. New goods will not be in before about the 1st of July. Oregon prunes are still quoted 70 to 80 at 5¼c; 60 to 70 at 6c; 50 to 60 at 6¼c, and 40 to 50 at 6½c.

Rolled Oats—The market is firm. 60 lb. sacks are quoted at \$2.25; 40 lb. sacks at \$2.30; 20 lb. sacks \$2.35; 8 lb. sacks \$2.65, and 5 lb. sacks \$2.85.

Flour—The market remains firm at present, and No. 1 patent is quoted at \$2.55.

Green Fruits—The market is firm. Oranges are quoted at \$3.50 to \$4.00 a case; pineapples \$5 a case; bananas \$3 to \$3.50 a bunch; strawberries \$3.75 a case of 24 quart boxes. Apples are scarce and there are practically none on the market. Tomatoes \$4 a case; rhubarb 3c a lb.; new cabbage 4c a lb.; asparagus \$1 a doz.; onions 30c a doz.; radishes 45c a doz.; cucumbers \$1.50 a doz., and lettuce 40c a doz. bunches.

Eggs—The market quotes eggs about the same as they are now jobbing to the trade, at 16¼c.

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.

SITUATIONS WANTED.

EXPERIENCED City Traveler desires position with good house. First-class references. Good connection. Box 137, CANADIAN GROCER, Toronto. 23

BUSINESS CHANCES.

FIRST-CLASS opportunity to secure going grocery business; private reasons for selling. A. Hudgin, 9 Adelaide east, Toronto. f

GROCERY BUSINESS—Queen east, one hundred and twenty-five dollars; rent twelve a month. Jas. Arnold, 77 Victoria street, Toronto. f

GOOD paying grocery business in live town in British Columbia; stock and fixtures about \$8,000, well bought; first-class shape: annual turnover \$50,000; an excellent opportunity for increased capital; terms cash; do not inquire unless you mean business. Address Box 134, CANADIAN GROCER, Toronto.

GOOD paying general store business, Northern Ontario; stock \$14,000; turnover \$45,000; small opposition; good reasons for selling; an excellent opportunity for one or two persons with capital; principals only. Box 138, CANADIAN GROCER, Toronto. 24

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas Ave., Belfast. 30

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis; highest references. Address Box 130, CANADIAN GROCER, Toronto. 23

FOR SALE.

BROKEN BISCUITS for campers; cheaper than ever, at 44 Duke street, Toronto. f

FOR SALE—At a bargain—One nickel-plated twenty-five key National Cash Register. One Toledo Computing Tea Scale, capacity four pounds. Both been in use only seven months. GEORGE O. WERRETT, Simcoe, Ont. 23

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 & GOODACRE - - MONTREAL



Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

MOTT'S CHOCOLATES

are the best on the market for the money.

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

SELLING AGENTS:
J. A. TAYLOR, R. S. MCINDOE, JOS. E. HUXLEY,
MONTREAL, TORONTO, WINNIPEG,
THORNE, BERRY & CO., VANCOUVER, B.C.

CHOICE PACKAGE GOODS.

PEPPERMINT CHOCOLATES
DARK CHOCOLATES
½-lb. Packages, 12 in Carton.

CHOCOLATE CHIPS
DARK CHOCOLATES
½-lb. Packages, 12 in Carton.

DIPPED BURNT ALMONDS
DARK CHOCOLATES
10c. Packages, 36 in Carton

CHOCOLATE WAFERS
DARK CHOCOLATES
10c. Packages, 36 in Carton

DIPPED GINGER
DARK CHOCOLATES
10c. Packages, 36 in Carton

FULL CREAM CARAMELS
10c. Packages, 36 in Carton

JULIETTES
DARK CHOCOLATES
½-lb. Packages, 18 in Carton

LITTLE GEMS
DARK CHOCOLATES
10c. Packages, 24 in Carton

ALAKUMA
5c. Packages, 24 in Carton

SALTED PEANUTS
5c. Packages, 36 in Carton

TOASTED MALLOWS
½-lb. Packages, 24 in Carton

MARSHMALLOW DROPS
STRAWBERRY AND VANILLA
½-lb. Packages, 24 in Carton

MAPLE LEAF CHOCOLATES
10c. Packages, 36 in Carton

BUTTERSCOTCH
5c. Packages, 36 in Carton

PEANUT CRISP
5c. Packages, 36 in Carton

COCOANUT CRISP
5c. Packages, 36 in Carton.

SEND FOR QUOTATIONS.

A. J. STEWART, Limited,

—MAKER OF—

Stewart's Fine Chocolates TORONTO

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND**. Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, CANADA.

A GROCER THE PRESIDENT OF THE ST. LOUIS EXPOSITION.

DAVID ROWLAND FRANCIS, president of the St. Louis Exposition, was born October 1, 1850, in Richmond, Kentucky, of the pioneer Blue Grass stock, who lived by hunting, trapping and stealing horses. Their odd hours were employed in tilling the soil and raising tobacco, which they smoked, and corn which they translated into whisky to warm their hearts and comfort the dullness of the wilderness, and for relaxation held fairs and shooting matches where they not only shot the beef but ran races and wrestled and unbuckled in a rough-and-tumble scrimmages of a variety known as the first-eye-out-for fun.

The education of Mr. Francis began in the Richmond Academy, and ended in his twentieth year, 1870, at Washington University, in the City of St. Louis. Being done with books he broke into trade by the way of a grocery store, in which he performed to the firm's satisfaction in the double role of salesman and shipping clerk. Mark Hanna and many another Alexander of commerce has made a grocery store his first battle-ground. For over five years Mr. Francis sold and shipped groceries, and at the expiration of this period he founded the grain business of D. R. Francis & Bro. Nothing but good came of this move, as is proved by a fortune of some six million dollars he has collected.

Mr. Francis has an undoubted genius for business. He possesses a quick, aggressive instinct where a dollar is the prize, and is a hawk to see and a hawk to swoop at every money opportunity.

He made money from the beginning, piling up the dollars, thousand upon thousand. The original house of D. R. Francis & Bro. still stands, and has never had a draft protested or an obligation overdue. Besides grain and its exportation, Mr. Francis carries wide-flung interests, and is a director in the Mississippi Valley Trust Co., the St. Louis and Colorado Railway, and the Merchants-La-Clede National Bank. He has also been president of the Merchants' Exchange.

Being six feet tall, strong mentally and physically, successful in business and a married man—for, mind you, in politics a wife is as important to a man as a pedestal to a statue—Mr. Francis has naturally made a success of politics. In 1885 he was elected mayor of St. Louis. His services in this capacity were so acceptable that in 1888 he became Governor of the State of Missouri. In 1893 Mr. Francis was ap-

proached by President Cleveland on the subject of a foreign ministry or ambassadorship, but declined the offer. In 1896 he served in Mr. Cleveland's cabinet as Secretary of the Interior. It is not unlikely that Mr. Francis will be the next Democratic candidate for the presidency of the United States.

When Mr. Francis accepted the presidency of the St. Louis Exposition, he meant every word of that acceptance. He has toiled like a galley-slave at his duties, and the victory of the enterprise will be in no small measure due to the industry and wise force he has thrown into it.

TRADE CONDITIONS IN TRINIDAD.

LAATEST trade reports from Trinidad under date of May 18 are as follows: The market in bread-stuffs is exhibiting little activity, but bottom rates would seem to have been reached, and a gradual advance in values generally is now probable. Stocks of all items are now appreciably reduced.

In the provision market all salted meats are in full supply, and the steady decline in Chicago quotations makes business difficult. Lard is in much the same position. Pork loins, ribs, etc., are all readily salable.

The recent improvement in fishstuffs has been maintained, and prospects are encouraging. Stocks are much reduced. Arrivals of Newfoundland cure, for which there is now an improved inquiry, have not been recent. Shipments of various descriptions are likely to do well, as supplies are low. Good split herring are salable, but both salmon and mackerel are neglected.

Stocks of potatoes are about exhausted. Both blue mottled and brown soaps are moving slowly, and prices are now easier for all qualities. The weather has been favorable for reaping sugar cane, and some estates have been enabled to finish the crop. If the fine season continues a fortnight longer most of the canes will have been gathered. With prices gradually advancing abroad, planters are not anxious to force sales for the present.

Very restricted supplies of cocoa are now being marketed, and no increase of importance is expected until towards October, when the next picking is likely to commence.

How are Grocery Profits eked out?

Is it not by multiplied sales? In the matter of Soda Biscuits, more money can be made with

PERFECTION CREAM SODAS

than with any other make of brand.

This is history, fact, not mere assertion. Many grocers are ready to testify.

SEND AN ORDER

3-lb. Cards
or Tins.

THE **Mooney**
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario

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.

Canned Goods.

All confidential orders given direct to us, or through our travellers **at once**, we guarantee prices and **full delivery** of the following lines ---

Tomatoes,	Corn,	Peas,
String Beans,	Succotash,	Baked Beans,
Asparagus,	Spinach,	Pumpkins,
Cherries,	Strawberries,	Raspberries,
Lawtonberries,	Gooseberries,	Pineapples,
Apples,	Peaches,	Pears,
		Plums.

Write us for Particulars. A Postal Card Will Bring Reply.

MOLASSES

Mussen's guaranteed, extra choicest **BARBADOS**. We have a full cargo arriving in Montreal, direct to us, early in July, via St. Lawrence River route. Place your orders now. The value is unexceptionable. Get our prices.

LAPORTE, MARTIN & CIE.

Wholesale Grocers, and Wine and Spirit Merchants
MONTREAL.

Specialists

in Gelatine. That is why our GEL-O Jelly Powder excels others. Costs no more than others.

SEND FOR SAMPLE

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

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

old reputation **Attention!** old reputation

The BEST

of all Swiss Milk Chocolates, the most
nourishing and delicious chocolate ever made.

Push Only **KLAUS'S** The Improved

Swiss Milk Chocolates

made at Le Locle, Switzerland, now introduced
in the Canadian Market.

25 Gold Medals. Highest Awards.
Member of the Jury at the Exhibitions in Amsterdam, 1877,
and Paris, 1889. New York, Chicago, U.S.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Send for Sample.

GIVE ME

A Trial Order For

SAN-TOY STARCH

It will please your customers and
pay you a good profit.

Put up in 10c. packages.
5 doz. in a case.

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

**Cocoanut
Perfection**

Under the unpretentious name of "BARACOA" we offer Cocoanuts—90 to a sack—that are perfection—that excel by far anything else this market can supply you. We know your trade will take hold of "BARACOAS"—they're real substantial value. They sell fast at \$4.50 but you mention THE GROCER and we'll attend to your orders this week at \$4.25. Don't overlook this—order now.

**Strawberries
Delaware Baltimore**

We'll select the best for your orders.

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**

Pinapples 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**
Phone—Main 54, Main 3128.

GREEN FRUITS

IN the Glasgow Herald of May 14 a special correspondent of that paper gives a detailed account of the prospects of the British fruit crop, in which Canadian fruit growers are especially interested, owing to its influence on the price of Canadian export fruit.

He says: "A visit to the fruit fields of the United Kingdom enables us to say that the coming fruit crops will be excellent. Some of them will be above the average, and others of an ordinary nature, and all of superior quality. Last season the crop, with one or two exceptions, was a failure. Fruit-preserving firms were compelled to depend upon foreign pulps for their jams, and for the past six months good jam made from home-grown fruit has been one of the scarcest delicacies in the British markets. Fruit-preserving firms have become important customers to commercial fruit growers, many of whom cater to them almost exclusively. Hundreds of tons of fruit have already been sold by contract for delivery during the coming season. The fruit harvest of 1904 should prove a boon to the British fruit producer."

The conclusions of this correspondent in regard to the various classes may be summarized as follows: The apple crop will be well up to the average; the pear crop heavy, probably a record one. Strawberries and gooseberries promise big crops, but black currants will be below the average. Cherries and plums will give medium yields.

California Deciduous Crop.

IN view of the fact that California fresh fruit is beginning to arrive on the Canadian market, it is interesting to know that the prospects are favorable for a splendid crop of fresh shipping fruit from California this season. If eastern market conditions warrant, shipments will likely equal, if not surpass, in quantity, those of last year, which exceeded the shipments of any previous season.

There will be a shortage of certain varieties of green fruits, occasioned by unfavorable results following the protracted rainy season prevailing in February and March, which caught al-

monds, apricots, the Japanese varieties of plums and prunes, and some varieties of peaches. This shortage, however, will be more than made up by the heavier crop of other fruits, such as the Bartlett pear, of which there will be an abundant crop. Grapes also promise an abundant yield.

A fine crop of the earlier varieties of shipping peaches, such as Hales and Alexanders, is expected. Crawford's are none too plentiful. Midsummer and late peaches promise an abundant crop, but cling peaches are not so promising.

Cherries are the first fruit to appear on the eastern market, already eleven cars having been shipped from the coast. Special attention is being paid to packing, a great many boxes being double-faced; some shippers are packing in small cartons, packing eight cartons to a box, which method has brought forth many favorable comments from the trade. Following cherries come apricots, plums, prunes and peaches, then grapes. California fruit stands up better after being placed on sale than local fruits. The reason assigned is that during the marketing season, namely, from May to October, scarcely any rains fall, enabling the fruit to ripen and mature in a hard condition, and bears transportation thousands of miles, en route for eastern markets. Toronto will be the distributing centre for Ontario this season, and the fruit will be sold entirely at auction.

Fruit Importations.

The following table represents the importations of fruits and vegetables at Toronto and Montreal for the year 1903:

	Toronto.	Montreal
Apples.....	\$ 236	\$ 1,733
Black and gooseberries.....	21,323	19,045
Cherries	564	2,727
Raspberries.....	9,001
Grapes	6,918	7,483
Oranges, lemons and limes...	140,804	58,091
Peaches	8,125	13,840
Plums.....	3,126	13,753
Other fruits.....	5,131	19,484
Melons.....	3,517	571
Potatoes.....	39,517	4,257
Sweet potatoes and yams.....	5,072	2,945
Tomatoes, fresh.....	14,661	33,949
Tomatoes, in cans.....	23,106	16,200
Fruits, canned.....	3,776
Fruits, preserved.....	91
Vegetables.....	39,563

Apples in Northwest.

It is interesting to know that several parties in Medicine Hat and district are trying the hardier varieties of apples with success. One party is growing the Duchess of Oldenburg apple trees and the Transcendant apple trees with good success, in an exposed position. The trees have come through their third winter and are leafing out at the present time. Encouraging success has also been had with the small fruits and berries.

Onions From Australia.

After several failures, Australian exporters of onions appear to have found out the proper method of preparing raw onions for shipment to Canada. A large shipment of Australian onions, packed in bags, and in excellent condition, arrived recently in Vancouver, B.C., by the steamship Miowera. These crossed the Pacific in small but strongly crated packages.

Heretofore onion shipments from Australia have arrived in very bad condition, as in most cases they began to sweat in the tropics, and lost all their salable properties before reaching their destination. Crated in open-work cases, the onions made the passage on the Miowera without damage of any kind.

Ontario and British Columbia Fruit.

In Ontario strawberries have been particularly hard hit by the severe weather, especially in the Lake Erie and Niagara districts. Where farmers covered the beds well, the strawberry plants have pulled through; in many cases, however, farmers report having ploughed in twenty-five to thirty acres of Winter-killed plants. The total crop is estimated now at one-half the usual yield.

R. M. Palmer, head of the fruit department of British Columbia, reports that present indications point to a good apple and plum crop in the Okanagan region, although it is a little early in the season to form a definite estimate.

Japs Prefer Blossoms to Fruit.

"I would hesitate to say that the Japs would rather fight than eat," said a Philadelphian who has spent considerable time in Japan, "but I do know that they would rather feast their eyes than their stomachs. They are great lovers of the beautiful, and that is the reason there is little fruit raised in Japan, in spite of the fact that there are plenty of fruit trees, and the climate is ideal. Instead of allowing the blossoms to remain on the trees and mature, they are

PEANUTS Our Spanish and French Peanuts are something new, better value than usual, and every nut a good full one.

SPANISH—Sacks green, large, 8 3/4 c.; sacks, roasted, 9 1/2 c.; small lots, 10c. lb.

FRENCH—For a cheap line it is unequalled; sacks, green, 7 1/2 c.; sacks, roasted, 8 1/2 c.; small lots, 9c. lb.

COCOANUTS

JAMAICAS—Freshly imported, 100 to sack, \$4.25; 150 to sack, \$4.00. We are headquarters for the above lines. Also carry a full stock of other nuts.

WHITE & CO., Wholesale Lemon Importers
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily— 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

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

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

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

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.
Tel. Main 778.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

cut off in sprays and are used for decorating the interiors of the houses. The Japs would much rather use the blossoms in this way than raise the fruit. Imagine an American using cherry blossoms for decorative purposes rather than eating the cherries. But, then, the American hasn't the poetic soul of the Jap."—Philadelphia Record.

Nova Scotia Apples to England.

The total shipments of apples from Nova Scotia during the past season are estimated at 400,000 barrels, nearly all of which were forwarded via the port of Halifax. Leading dealers estimate that, taking the home market figures into consideration, over 500,000 barrels

of merchantable apples were harvested in the Annapolis Valley last Autumn, which averaged \$2.75 a barrel. The outlook for this year is excellent. The snow, which came on early in the Winter, remained, protecting the roots, and as a result the trees are already beginning to put forth strong, hardy buds.

Strawberry Arrivals.

McWilliam & Everist, fruit and commission merchants, Toronto, report the arrival of seventeen cars of strawberries during the present season to date. The total was composed of twelve cars of North Carolina stock, one of Tennessee, two of Maryland, and two of Delaware stock.

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- Montreal
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- 19,045
- 2,727
-
- 7,483
- 58,091
- 13,840
- 13,753
- 19,484
- 571
- 4,257
- 2,945
- 33,949
- 16,200
- 3,776
- 91
- 39,563

JAPANESE TEA REPORT

From our own Correspondent.

Kobe, May 4, 1904.

THE question of re-firing tea in the producing districts, as against re-firing in the commercial centres, such as Kobe and Yokohama, is one that is being considered in the trade at present.

By re-firing in the producing districts soon after the first curing process, the flavor and other original quality of the leaf will be retained, while by transporting the leaf in what is commonly called "raw" condition to the shipping ports, not only the flavor but other desirable qualities original to the tea leaf are lost, especially when the leaf is allowed to remain in the seller's hands for an indefinite period, when the market happens to be inactive.

Besides the foregoing, there are other advantages to be derived from re-firing in the interior, such as cheaper labor and land, as compared with Kobe and Yokohama where the value of land especially, is still steadily advancing. While there are such advantages in re-firing in the producing districts, one disadvantage is the fact that in some districts the production is too small for producing a line of tea suitable for export. Besides, though not always advisable, the mixing of various descriptions of leaf is sometimes necessary for a good blend.

From indications presented in the Sluzinka districts it appears most probable that tea-firing establishments in the interior will be owned and worked by the local tea men, and that the custom may be established by which tea will be re-fired and prepared in the interior to the order of exporters who will furnish standard samples.

Under existing conditions the result of competition between Japanese and foreign exporters is the high prices in Japan and low prices in foreign markets. Japanese producers reap the benefit of such competition, while exporters suffer, and the sooner the barrier is broken down the better it will be for the industry as a whole. It is, however, to be feared that such a desirable end is as remote as ever, as it is rumored that the late representatives of the Japan Tea Traders' Association in the United States and Canada are going to establish themselves as commission merchants in order to handle exclusively the consignments of the Jap-

anese exporters, with the solitary exception of the Fuji Co.

It is thought that by doing away with the competition, and by a closer connection and co-operation with foreigners, it will greatly benefit Japanese commercial dealings, in regard to which there is still much to be desired. Commercial Japan is certainly far behind, as compared with the valor, bravery and patriotism of the military classes. Commercial squeezes will then disappear and legitimate profits only will be aimed at.

The efforts made to increase the sale of Japan tea with the aid of a Government subsidy (recently discontinued) have, it would appear, been signal failures. Apart from the undesirability of the subsidy from one point of view, the failure is, of course, due to the unsatisfactory measures adopted, or at least to the unsatisfactory execution of those measures. Possibly the fund might have been made useful if it had been placed at the disposal of a committee appointed by Japanese and foreign tea merchants, and if with its aid tea had been introduced into new markets. Then it might perhaps have been so usefully employed that in a few years the subsidy would have been no longer necessary. Instead, however, inexperienced representatives were sent abroad to fight against experienced foreigners in markets where tea had long since been introduced.

From a report appearing in Japanese papers, it appears that the Japan Central Tea Traders' Association is going to petition the Government for a subsidy of yen 35,000 yearly for five years. It will be interesting to watch how, in the event of the subsidy being granted, the fund will be employed. The first transaction in the new leaf took place on the 2nd May. Four piculs Kishin leaf changed hands at yen 36.00 per picul, which is about 20 per cent. lower as compared with the first business last season, which took place a week earlier.

COX'S GELATINE.

THERE is perhaps no name more closely associated with the manufacture of gelatine than that of G. and J. Cox, of Gorgie Mills, Edinburgh, Scotland. Almost throughout the entire English-speaking world the name of Cox is a household word, and what housewife is not familiar with the striking red, white and blue tartan pat-

tern of the boxes in which Messrs. Cox pack their gelatine?

Cox's gelatine has long been known and used largely throughout Canada and the United States, and a few words regarding the makers and their product will be of general interest.

The Cox firm is one of the oldest in Scotland. To trace its origin one has to go back to the beginning of the eighteenth century. The business came into existence in 1725, in the ancient burgh of Linlithgow, under the walls of the palace of the Scottish kings. Some thirty or forty years later the business was transferred to the Scottish metropolis, where it has remained until the present time, though it was not until 1798 that it was removed to its present quarters at Gorgie, some two miles west of the centre of the city. The manufacture of gelatine, though dating from 1840, is, when compared with the great age of the Cox firm, of comparatively recent growth. The sixty odd years that have elapsed since then have been years of rapid progress, not only in the extent of the business, but in its methods.

The great essential in gelatine manufacture, owing to the nature of the materials and of the product, is cleanliness, and in this respect the Cox factory at Gorgie will yield the palm to none. All the processes from the treatment of the carefully purified ox hides, which form the basis of the gelatine, to the final boxing of the finished gelatine, are carried out with scrupulous care. Nothing offensive meets the eye, and everywhere are evidences of the close attention given to those small details which go to make perfection in gelatine.

The packing room, where the sparkling gelatine, which is the final product of the process, is boxed, is a busy hive of industry. Rows of bright-faced girls deftly fill the gelatine into cardboard boxes and cover them with paper printed in the red, white and blue Cox tartan.

Quite recently the Cox firm placed on the market their "Instant Powdered Gelatine." This is precisely the same article as the "Sparkling Shredded Gelatine," but owing to its finely powdered condition it dissolves far more rapidly in hot water. Indeed it is claimed for "Instant Powdered Gelatine" that it is one of the most rapidly dissolving gelatines obtainable. In these days of hurry and bustle, when no time may be wasted, the saving of time attained by the use of the "Instant Gelatine" is a great boon to the busy housewife. The most delicious jellies and blancmanges (and what are better than those made in one's own kitchen?) may be prepared, thanks to Cox's "Instant Powdered Gelatine," with much less trouble than ever before.

A prominent feature in the Cox works in recent years is the chemical laboratory, where the entire process of manufacture is subjected from start to finish to the most careful examination. All the raw materials are carefully tested and all the finished gelatine is examined, and rejected if it does not conform to the high standard of the firm. In short, nothing is omitted that may aid the company in placing before the public an article on which they may implicitly rely as being of a uniformly high standard of excellence.

Flett's

**Pickle
Manufacture**

The best materials put together by people who know how, is what has given

FLETT'S PICKLES

their reputation for high quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

**JUST
ADD WATER**

TO



LEMON SQUASH

and you get a cooling
and delicious drink.

UNEXCELLED in Quality, Flavour
and Convenience.

Order From Your Wholesaler.

[AGENTS:]

ROSE & LAFLAMME,
MONTREAL.

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

BORDEN'S "Eagle Brand"

Condensed Milk, and

BORDEN'S "Peerless Brand"

Evaporated Cream

QUALITY THE BEST, PRICE NO DEARER THAN INFERIOR GOODS—THINK THIS OVER!

SELLING AGENTS IN CANADA:

WILLIAM H. DUNN, MONTREAL

Erb & Rankin
Halifax, N.S.

Scott, Bathgate & Co.
Winnipeg, Man.

W. S. Clawson & Co.
St. John, N.B.

Shallcross, Macaulay & Co.
Victoria and Vancouver, B.C.

FLOUR AND CEREAL FOODS

Grain Inspection.

IN every American port on the Atlantic seaboard, namely, Portland, Boston, New York, Philadelphia, Baltimore, New Orleans and Galveston, the inspection of grain is in the hands of the boards of trade, chambers of commerce and like organizations. Montreal grain men are seriously inquiring why they should be tied up by the Dominion Government, so as to virtually have no control whatever over grain inspection.

A special general meeting of the Montreal Corn Exchange Association was held on May 27, relative to this matter. Under the new enactments introduced at Ottawa all the power of the old board of survey is done away with, inasmuch as any decision which they may reach is subject always to the approval of the inspectors, who are appointed by the Dominion Government. In the old days the members of the Corn Exchange Association had what was known as a board of grain examiners, and any decision reached by an inspector could be overthrown by this board. Now, however, the inspector becomes the last court of appeal.

What the grain men want is that grain inspectors be placed under the control of the Montreal Board of Trade. The following resolution was offered and carried unanimously:

"That a deputation be appointed to proceed to Ottawa and advocate before the committee on the Grain Inspection Bill the placing of the inspection of grain under the control of the Board of Trade, as is the custom in the United States Atlantic ports, but that failing to secure the Government's approval to this recommendation, the deputation shall press for the amendment of certain sections of the bill. Also that the co-operation of the Board of Trade be sought in placing the views of the meeting before the Government.

Grain Prospects.

Owing to the damage done to Winter wheat in Ontario this year's crop is

estimated at 15,500,000 bushels, to which will probably be added about 2,500,000 bushels of Spring wheat, making a total of 19,000,000 bushels of wheat, or about 5,000,000 bushels less than last year.

The prospects in Manitoba and the Northwest Territories have never been better. The acreage under crop will total about 4,300,000 acres, with a probable outturn of 80,500,000 bushels, making the probable Dominion outturn of all kinds of wheat 99,500,000 bushels.

Estimated consumption for 12 months	36,500,000 bush.
Estimated amount needed for seed	12,000,000 "
Total Dominion requirements	48,500,000 "
Leaving for export wheat and flour, both Winter and Spring wheat	51,000,000 "
	99,500,000 "

The bulk of the export will be hard Spring wheat or hard Spring wheat flour.

South Africa Likes Canadian Flour.

OWING to good missionary work on the part of a representative of a certain Canadian milling industry, a demand has been created in South Africa for Canadian flour, largely because of its superiority over other importations. This opinion is expressed by F. J. Scott, of Winnipeg, who has just returned from a two years' stay in South Africa. He says: There is a great field for Canadian products, dairy goods, canned fruits and vegetables, meats and particularly flour in South Africa. It will require adequate representation and exploitation, however, to place them before consumers, but once that is done the demand will be continuous and increasing.

The only product which he noticed receiving thorough attention on the part of Canadian exporters was Canadian flour made from No. 1 hard wheat. The success of Canadian flour in South Africa is due not only to superior qualities over every other kind, but as well to the businesslike manner in which it has been introduced to consumers throughout the whole of South Africa.

Having noticed large shipments being landed at Durban and Delagoa Bay, Mr. Scott inquired as to what created so large a demand, and was informed that

the bakers up country, after having been shown how to use it by the South African representative of one of the Canadian milling companies, fell in love with its virtues at once, and since then have found their trade greatly increased owing to the superior quality of their bread and pastry.

Bolting Cloth for Mills.

ONE of the enterprising Canadian mill supply companies which is successfully developing business along progressive lines is the Canadian Swiss Trading Co., of 17 St. John street, Montreal, with head office in Basle (Switzerland), who control the Canadian market for their Superior National brand silk bolting cloth and gritz gauze. The firm manufacture bolting cloth of superior quality. Their intention is to sell from the Swiss factory direct to Canadian millers. The large orders they have received already for their cloth testify to the reliability and excellence of their goods. It may be to the interest of any milling concern before buying bolting cloth elsewhere to communicate first with the Canadian Swiss Trading Co.

Trouble About Grain Inspection.

THE Montreal Corn Exchange Association is up in arms about the grain inspection of the port. They decided at their last meeting to send a delegation to Ottawa to urge that the inspection of grain should be put under the control of the Board of Trade, as it is in the United States. It is believed that this would work better than Government inspection. If, however, the Government decided to retain control of the inspection, certain amendments are to be submitted by the corn exchange. They claim that the amendments refer to the fact that the Act, as introduced in Parliament by Sir Richard Cartwright, makes the chief inspector in Eastern Canada superior to the Grain Survey Board, which is made up of practical grain men. In the west the Grain Survey Board is the final authority, and the grain men cannot see



"Force-thoughts"

BY SUNNY JIM

VII.

YOUR grocer pays more for "FORCE" than for the imitations—because quality and purity cost more.

No wonder that he pushes other brands if he is one of the sort that thinks more of to-day's penny than of to-morrow's dollar.

This food of mine is for sale everywhere now, and there's no reason to go without it unless you are willing to try the Imitations.

They can choose names that sound like "FORCE"—and make foods that look like "FORCE," but they're *not* "FORCE" by a long shot. The fact that wheat and malt enter into their composition doesn't make them like "FORCE" any more than the stone and lumber in your house make it the same as the house across the way.

"FORCE" forms the morning meal of two million clear-eyed, quiet-nerved people—the members of "The 'FORCE' Society."

Their day's work is easier than other folks'.

They do not Hurry.

Nor Worry!

They say to the rest of the world each morning,

"Be Sunny."

Sunny Jim

BUFFALO, U S. A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto.

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force." Free for the asking.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

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

THE

"VAMPIRE" Spiral Flycatcher



5 cts.
each

Clears the house of flies.

THE "Vampire" Spiral Flycatcher consists of a small, closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

TELEPHONE { MAIN 125
467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

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 Hoey, Manager.
54 Noble St., TORONTO
Phone Park 513.

This cut represents No. 13.

When You Want

SALT

For Any Purpose

Write _____

Verret, Stewart & Co.

Montreal.

why it should not be the same in Montreal. Another objection is to the clause preventing the re-inspection of Ontario wheat at Montreal, inasmuch as such grain must generally be sold on a Montreal certificate. The rule against mixing grain in public elevators is also objected to. It is held that mixing is necessary to the interests of both buyer and seller, and that if it is not done in public elevators, certainly private ones will be built for the purpose. Another recommendation is that No. 2 white oats should weigh 33 lbs. to the bushel, instead of 34, and No. 3, 31 lbs., instead of 30; also that a new grade, No. 4 white, be added for grain not as clean as No. 3, and weighing at least 28 lbs. to the bushel. The Board of Trade has been asked to co-operate with the exchange on this subject.

Interest in New Grain Act.

At last week's meeting of the Montreal Board of Trade Sir Richard Cartwright's new Grain Inspection Act was discussed. The subject was of so great an interest that it was carried over to this week's meeting, at which were also taken up the charges of laxity brought by European exporters against the Grain Inspection Office of the port of Montreal. Two new members were elected at this meeting, namely, Mr. J. S. Going, of Messrs. Going & Co., and Mr. D. J. Rattray, of J. Rattray & Sons. It is usual for the council to adjourn for vacation on the last Wednesday in May for the Summer months, but as an immense amount of business is to be transacted the adjournment is postponed for a week or two.

The New Montreal Elevator.

It is expected that the grain elevator erected for the harbor commissioners of Montreal will be completed and ready for use by the 15th of June. According to the statement of Mr. Alex. McFee, a representative of the Corn Exchange, in the conference with the Grand Trunk Railway System, a satisfactory arrangement has been made as to the minimum rate of tariff to be levied.

Cereal Notes.

Montreal is being sampled with Orange Meat.

G. C. Brown, Toronto, was in Guelph recently, soliciting stock for the Norka Cereal Company, which has been organized for the manufacture of Norka cereal food. It is reported that Guelph was selected as the probable location of the company's factory, but that Toronto is now likely to get the industry, because the majority of stock is held there.

What about the price?

Mrs. Dooley's Laundry Soap

costs less than other Soaps sold by 10%—and at the same time is a *better* Soap. Contains borax.

Make all the money you can—you need it. Make this extra 10%—it is worth having.

Your wholesale grocer will sell you a single box—100 bars—if you ask for it.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Make Money when you can.

Avoid "cut" lines.

The new 25-cent package of

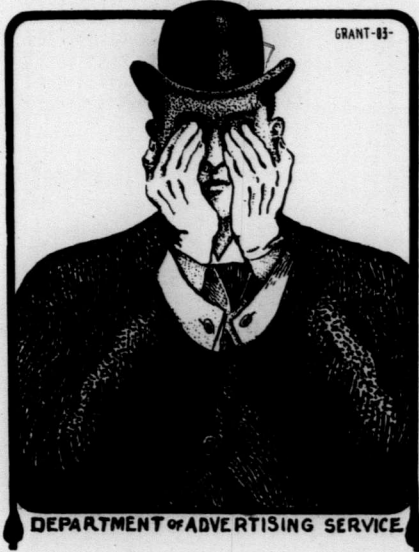
Orange Meat

is not cut. No necessity to cut it. Big value to the consumer. A fine profit to the dealer. Sell **ORANGE MEAT** and make the profit due you—25%.

Get it from your wholesale grocer.

Single cases, 20 pkgs., \$4.00.
Freight paid on 5-case lots.

THE **FRONTENAC CEREAL CO.**,
Limited
43 Scott St., Toronto.



DEPARTMENT OF ADVERTISING SERVICE

**None so Blind
As Those Who
Won't See.**

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocers and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,
29 Melinda St., - 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, Patras,
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 OF 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.

ANY DUSTY OR SMOKY WALL PAPER

can be cleaned and made like new with

"CLEVELAND WALL PAPER CLEANER"

GEO. RIDOUT & CO., Agents,
77 York Street, TORONTO.

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

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.

TAYLOR & PRINGLE CO.,

Limited.

OWEN SOUND,

Manufacturers of

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

Our Goods have a reputation.

MADE IN CANADA.

**New and Second-Hand Machinery,
Engines, Belting, Pulleys, Factory
Equipment, Etc.**

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in **HARDWARE AND METAL**, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL

Montreal Toronto Winnipeg

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cigarology, a New Science.

FOR many years there have been men who claim to be able to judge the character of a smoker by the manner in which he holds his cigar.

It has remained, however, for a European psychologist to reduce these observations to a science.

It is claimed that by following the rules formulated for the study of cigarology, as the new science has been named, the character of a stranger who is smoking a cigar may be discovered more readily than in any other manner. A man may "smile and smile and be a villain," but when he lights a cigar he unmasks himself at once to the cigarological student.

Here are the results of the psychologist's observations and deductions, given for what they are worth:

"Fastidious men, after lighting their cigars, hold them, not only between their lips, but also with two, three, four or even with all the fingers of the left hand, and, after smoking for a while, they remove them from their mouths and examine the lighted ends carefully to see if everything is in order, and especially if the fire is burning steadily and evenly. Men who act thus never waste any words and are generally shrewd and prudent. As a rule they are worthy of confidence, which cannot be said of those who send forth the smoke from the two corners of their mouths in two diverted jets, since they are eccentric and unreliable.

"Men who are quick tempered or of lively temperament hardly touch the tip of the cigar with their teeth, and after two or three puffs they take it from the mouth and hold it in the hand. In other matters they act similarly; that is, they do everything by fits and starts, and find it impossible to adhere very long to any fixed course of action.

"Absent-minded men, on the other hand, frequently let the cigar go out, and, if they are not very choice in their taste, try to light it again. Akin to them are the men who, after smoking for awhile, let the cigar go out and then throw it away—an in-

fallible sign of a mind which may be very intuitive, but which is certainly not able to reason well or logically. They, however, are admirable persons when compared with those who at any time have the misfortune to place the lighted end of a cigar in their mouth. The mere fact that they commit such a blunder is evidence of extreme thoughtlessness.

"A cigar tilted upwards is an unerring token of an energetic and impatient character. On the contrary, a cigar which is held in the other direction—namely, inclined toward the chin—betokens melancholy and the habit of indulging in day dreams. When a cigar is held steadily in a horizontal position it is an index of sang froid, indifference, and often of an unscrupulousness and want of character.

"An old smoker holds his cigar firmly in his mouth. The beginner does not."
—The Perfecto.

Tobacco Combine in Australia.

The Tobacconists' Association of Victoria, Australia, is viewing with con-

siderable alarm the proportions to which the new Australian tobacco combine is growing, and have formed a limited company in order to strengthen their position should occasion demand their interference with the combine. Among the undesirable conditions to be imposed by the combine are a rise in prices and dictatorial measures to retailers.

The Brisbane Courier reports that the combine intends to enter into the

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

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

Does this read like a conundrum ?

How can you spend \$40.00 to make over 60 per cent. profit—without risk?

It is a straight business question

AND THE ANSWER IS :—

Buy 1,000 Cigars from J. Bruce Payne, Limited, Granby, Que., on their special offer plan, which guarantees money back for unsold stock at the end of three months. This plan cuts out all risk. It is well to specify **Pebble** (a 5-center) and **Pharaoh** (a 10-center) in every order—as many as you choose of each.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.



T & B

There is one Smoking Tobacco always foremost in Smokers' esteem — **T & B**—It pays the grocer a satisfactory profit and simplifies his business. We recommend the 10-cent. size.

GEO. E. TUCKETT & SON CO, Limited,
Hamilton, - Canada.

W. B. Reid & Co.

Wholesale
Tobacconists,

58 Yonge St., TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

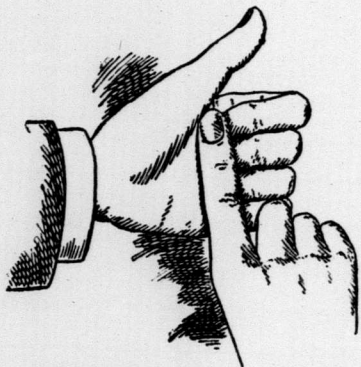
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



Ask the Price

There's a certain satisfaction in knowing what our tobacco will cost you. Perhaps, too, you will let us send you samples.

We are thoroughly persuaded that we—you and ourselves—ought to be working together.

McAlpin Consumers Tobacco Co.,
TORONTO. Limited.

BRANDS

Smoking—

Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—

British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

tobacco-growing industry in Queensland. Certain of the northern districts are said to be particularly suitable for first-class cigar tobacco, and the Government is ready to encourage this industry.

On Fair Pipe-Fillers.

WHEN I read novels in which the hero envies the old gentleman whose fair daughter fills and lights his pipe for him (says Minimus in the Bystander), I could weep for the ignorance of my fellow-creatures and the suffering entailed thereby. Optimists may say, "Ah, but such things only occur in novels by lady writers; they have no bearing upon reality." I know better. Such novels are in fact the work of the realistic school. There are—painful it is to admit it—young men who really do envy old gentlemen whose daughters fill their pipes; there are old gentlemen who encourage the perfidious work; there are maidens—well-meaning maidens—wiling to undertake what should be only an expert's business. . . . And, as likely as not, after they have choked the delicate bowl, they apply a light to it with a wax match. The result can only be misery. . . . I do not care to dwell upon it.

Tobacco Trade in Abyssinia.

The United States Commissioner to Abyssinia reports as follows on the tobacco trade in Abyssinia:

The import trade of leaf tobacco of Djibouti in 1901 amounted to \$11,304, and in 1902 amounted to \$9,695. The Abyssinians are not smokers or users of tobacco as the result of a former emperor having made its use a serious offence. The Europeans and Mohammedans consume tobacco in Abyssinia, as in other parts of the world, and find the domestic tobacco usually sufficiently good for their purposes. Caporal and Maryland tobaccos are imported from France, and there is also an importation of Egyptian and Algerian cigarettes and cigars. Tobacco sells at from \$1.54 to \$2.31 per 2.2 pounds; Algerian and Egyptian cigarettes at from \$3.47 to \$4.43 per thousand, and cigars at from 96 cents to \$1.93 per box.

English Tobacconist in Canada.

"The Export and Colonial Tobacco Trade Journal," of London, Eng., has in its last issue an interview with P. L. Levenson, an extensive English tobacco merchant, regarding a recent trip which he made to Canada. He states

that he did a little business in this country, learned a good deal and had a good look around. He found Canada just as anxious to export manufactured tobacco to England as England was to export to Canada. He saw no outlook, however, for the extension of British trade in that line to Canada.

Canadian Tobacco Tariff.

ON April 27, the Dominion Cigar Manufacturers' Association submitted a petition to the Dominion Government asking for a reduction from \$6 to \$4, in the excise on cigars. The whole subject of the taxation of the tobacco industry is now being considered by the Minister and Deputy Minister of Inland Revenue and the association.

The manufacturers claim that the total taxation levied on cigars, namely, the double tax on the raw material and the finished product, is excessive and seriously interfering with the trade. It is reported that the Government is inclined to favor a revision of the whole tobacco schedule, placing a tax of 25c. on foreign raw leaf, readjusting the excise tax and simplifying the regulations governing the foreign, combination, and Canadian cigar and tobacco factories. Such a plan will probably include a uniform excise and a uniform stamp for each of the three classes of product, doing away with the individual black, green and red stamps. The advantage to the Canadian and combination manufacturers will be that their products will be without distinguishing labels, thus making it necessary for a buyer of the weed to decide on the merit of the tobacco, instead of according to his prejudice.

Cigar Dealers' Assignment.

At a meeting of the creditors of P. McSweeny, wholesale cigar dealers, Toronto, last week, it was decided to wind up the estate, and Montgomery, Friedman and McEvoy were appointed inspectors.

The statement of the firm's affairs showed a deficit of \$6,271.08 on liabilities of \$8,548.58.

Art of Keeping Cigars Good.

A good cigar, with a natural bouquet, will keep for ten years without losing its aroma if not permitted to dry out. But once it becomes dry it is done for and the flavor can never be restored. The same rule holds good with all tobacco. Many a man takes joy in what he regards as a fresh weed, but which, in reality, has been stored away in a damp place until it was ready for the market.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

During the Summer months, say from April to November, cigars and tobacco will draw sufficient moisture from the atmosphere to keep them properly, if the air is allowed to get at them, but during the rest of the year water must be provided for them. A well-equipped cigar store keeps shallow pans beneath every shelf, counter and show case, with openings in the latter which will permit the moisture to reach their contents.

Where there is a damp, heavy atmosphere, such as in sea-coast towns, the problem of the dealer is to keep his stock dry, especially in Summer. Away from the sea coast the situation is just the opposite; but a very little care, which anyone would be able to give, is all that is required to keep cigars or tobaccos of any kind at their best for an indefinite period.

Colored Tobacco Workers.

Thirty colored tobacco workers arrived in Hamilton, Ont., from Virginia a few days ago to work for the Geo. E. Tuckett & Son Co., and on Monday, May 23, twenty-five female employes in the Tuckett tobacco factory quit work because two or three colored women who came from Virginia with the colored men were not acceptable as shop-mates.

The difficulty with the Tobacco Workers' Union has not yet been straightened out. It is understood, however, that the Tucketts will not bring any more southerners here if the union will supply all the help required.

Notes.

The Erie Tobacco Co., Windsor, report a marked increase in their output. Their "Queen's Navy" seems to be growing more popular every day.

The liabilities of W. B. Reid & Co., wholesale tobacconists, Toronto, who recently assigned to E. R. C. Clarkson, are placed at \$191,830.25, and the assets at \$138,689.57.

T. Martin is now representing T. J. Horrocks in Ottawa and vicinity, and incidentally making a name for himself by placing the "Symbol" and "Ronto" cigars with all the dealers.

The Michigan Tobacco Co., of Detroit, has purchased the Henry E. Ward tobacco factory in Leamington, and will operate it for the manufacturing of smoking and chewing tobacco from the Essex county product.

FINANCE AND INSURANCE

A STATEMENT has been issued by the Russian Government on the financial situation with regard to the Japanese War. The statement reads: "The war, which broke out in spite of the peaceful intentions of Russia, found the finances of the empire in a satisfactory position.

"The effective capital of the Exchequer, which at the beginning of the year amounted to 182,000,000 rubles, has been more than doubled up to the present time, by reason of the diminution of the budget expenses. Now the whole sum at the disposal of the Exchequer exceeds 300,000,000 rubles.

"Despite this, the war expenditure must be very considerable, and on this account it has been thought prudent to discover a new method for providing funds. These funds might be borrowed from the State Bank to the extent of 500,000,000 rubles, but in order to avoid expending the effective capital at the risk of a disturbance of the money in circulation, and as the Government wishes to see Russia at the end of the war in the same steady financial position as before the outbreak of hostilities, the Finance Minister has considered it necessary to have recourse to an external loan.

"By imperial order of May 12 for an increase in the war funds the issue of a five per cent. external loan for a short term has been decided upon with a nominal capital of 300,000,000 rubles, or 800,000,000 francs (\$160,000,000), under the title of 'five per cent. State Exchequer bonds of 1904,' free forever from Russian taxes.

"On May 14, 1904, these bonds will be redeemable at the issue price, and must be presented for redemption in Paris.

"The flotation of the loan is intrusted to the Netherlands Bank, the Credit Lyonnais, and Hottinger & Co. of Paris."

A STATEMENT showing the percentage of increases in individual deposits in United States banking centres during the period from 1890 to 1903 has been compiled. The smallest percentage of increases are to be found in New Orleans, Baltimore, Boston and Philadelphia, New York follows, and then Chicago, Pittsburg, St. Louis and San Francisco in the order named. The feature of the statement is that the Atlantic ports are far behind the interior centres. Specific causes no doubt would appear in an extended examination of local conditions, such as the growth of trust companies in Boston and the attraction which their generally higher rates of interest have for deposits that might otherwise be carried in national banks; this probably would explain a certain amount of the decreases scored in New Orleans, for there appears no intrinsic reason why individual deposits in general should have fallen away to the extent indicated.

In New York's case the issue is open for discussion, and is a rather pretty one; whether the growth of such a banking item as individual deposits should be about

commensurate with the average of the country or whether the advances scored by the remainder of the country ought to have a cumulative effect at this point. To this end the item of individual deposits is an apt one, for its increase or decrease is not so readily brought about by external agencies of a temporary character as would be the case with other items in the bank statement. It is likely to indicate, therefore, as clearly as any, the permanent effect in one direction or the other, and so will serve reasonably well as a basis for discussing the question whether a percentage of growth that keeps just a little ahead of that in the points of comparison is to New York's detriment or credit.

NOTES.

Five German fire insurance companies were involved to the extent of \$352,240 in the Toronto fire.

Mr. Archibald Wood, private banker, of Millbrook, is dead. He was senior member of the firm of Wood and Kells.

The annual meeting of the shareholders of the Sovereign Bank of Canada will be held in Toronto on the 14th inst.

THE BEST STOCK
TEES
DESKS!!!
THE LOWEST PRICES
TEES & CO.
 300 St. James St., - - MONTREAL

Liverpool & London & Globe INSURANCE COMPANY

Capital and Assets exceed - \$60,000,000
 Investments in Canada exceed 3,000,000
 Claims Paid exceed - - - 200,000,000

The Toronto Agency of this Company, so long held by Joseph B. Reed, will in future be carried on by Joseph B. Reed & Sons, the partnership consisting of Joseph B. Reed, J. Carl Reed and LeGrand Reed.

Offices: 51 YONGE ST. Tel. Main 597

WESTERN Incorporated 1851
ASSURANCE COMPANY.

FIRE AND MARINE

Head Office **Toronto, Ont.**

Capital	-	\$2,000,000.00
Assets, over	- -	3,546,000.00
Annual Income	-	3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
 C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.
 TOTAL ASSETS, \$2,024,096.02.

LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
 Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
 P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
 W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, \$8,700,000
 Rest, \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 109 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelpf	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Warton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrshoro	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York	Portland, Ore	San Francisco.
Seattle, Wash.	Skagway, Alaska	

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
 Canada Life Building, TORONTO.

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - \$1,000,000.
 RESERVE FUND, - - 1,000,000.

HEAD OFFICE, - TORONTO.

R. H. WARDEN, D.D., PRESIDENT. W. D. ROSS, GENERAL MANAGER.

BRANCHES:

Brigden	Petrolia	In Toronto—
Brockville	Picton	cor. College and Bathurst Sts.
Brussels	Streetville	Dundas and Arthur Sts.
East Toronto	Sutton West	Queen and McCaul Sts.
Milton	Wellington	7 and 9 King St. E.

GENERAL BANKING BUSINESS || SAVINGS DEPARTMENT AT ALL BRANCHES

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.

An Advertising Experience Showing How Consumption was Increased to Relieve a Glutted Market.

THE following interesting statement was made to Profitable Advertising relative to the famous prune advertising campaign three years ago, which doubtless many readers of The Canadian Grocer will recall.

"In the January number of Profitable Advertising, we notice some comments on prune advertising, in which it is assumed that the advertising of prunes done three years ago was a failure, and that the failure was due to the advertising plan. We thoroughly agree that prunes should be put up in packages, and should be advertised in that form; but at the time the advertising was done three years ago, prunes were not on the market in packages, and it was necessary to advertise them in the form in which they were on the market. Special conditions prevailed, and the advertising had to be adapted to them. These conditions were as follows:

"Some 3,700 prune growers, out of a total of 4,500, had formed an association to control the market. The crop of that year was double the normal crop, leaving in the hands of the association nearly twice as many prunes as the normal consumption would take care of. The growers outside of the association cut the prices set by the association, and, of course, were enabled to sell their prunes first; and on account of the large crop these growers completely supplied the market for a number of months. The result was that the close of the ordinary selling season in the spring approached, while the association still had on its hands a greater quantity of prunes than are ordinarily consumed in an entire season, and was threatened with the prospect of having to carry these over until the next season, thus demoralizing prices for still another year.

"Early in March this situation was realized and the necessity for doing something at once to meet this emergency arose. Two things could be done: The prunes could be sold at less than half their

value to jobbers, and thus get them out of the hands of the association; but this would not relieve the demoralization of the market, since the prunes would be held until the next year, and be used as a club to beat down the prices of the next season's crop. The alternative was to increase consumption, and there was no way to do this, hurriedly, except by an advertising campaign. This campaign had to be based upon conditions as they then existed, and had to be made within the limit of one month, in order to get quick action before the regular selling season had closed. There was absolutely nothing to do except to take large space in the daily papers, every other plan being absolutely excluded by the existing conditions.

"This plan was adopted and carried out to the extent of the expenditure of about \$40,000, and resulted in the immediate sale of 350 car-loads of prunes and the creation of added consumption of prunes all over the United States. This latter statement is proved by a careful canvass of about twenty of the leading cities in the country, in each of which from three to a dozen of the leading grocers were interviewed as to the result of the campaign. The majority of these grocers said that there had been a great increase in the consumption of prunes, and that most of the people who called for prunes, called for those bearing the brand of the association which had done the advertising. One effect of the advertising was to create a new consumption of prunes during the berry and fresh fruit season, and that effect still continues.

"So satisfied were the officers of the association with the success of the advertising campaign, that plans were laid for continuing it, and nothing but the disruption of the association by causes in no way connected with the advertising, prevented its continuance.

"The definition of success is the accomplishment of the object aimed at under the conditions which determine the nature of

the effort. Accepting this definition, the prune advertising campaign of three years ago was one of the greatest successes of modern advertising, and we think advertising men generally would so consider it, did they know these conditions and these results. We, furthermore, think that the advertising business would be better promoted by comment based upon a careful study of the situation, than by adverse comment not so based.

"In Profitable Advertising's remarks about the 'Honor Brand' advertisements, it speaks approvingly of the fact that dainty dishes are suggested, and that a prize receipt book is offered free. It will no doubt interest many to know that in our large and artistic copy used in the newspaper campaign, we gave these same dainty dishes the present advertiser is using, and that the prize receipts were secured by a prize contest held by the Prune Association at our request, for the sole purpose of getting up a book for free distribution, that about a million of these books were printed and distributed, largely through the advertising, and that this is the very book which receives Profitable Advertising's approval.

"As to prune advertising in the future, we are on record with the association, the packers, and the growers to the extent of many pages of typewritten matter to the effect that we believe the proper method to pursue is to put up a select quality of prunes in packages, adopt a distinctive name and brand for them, and advertise them as a choice product. In this we agree fully with Profitable Advertising's expressed opinion. When an organization can be formed that will be able to do this, or when the warring interests of the growers and packers can be sufficiently reconciled to permit concerted action, this can be done. The advertising being done by the small packing concern mentioned cannot be widely effective, because it cannot be operated upon a sufficiently extensive scale. Some company or re-organization possessing sufficient capital to control a very large output of prunes, and to advertise them on a large scale, must exist before California prunes will be satisfactorily exploited to the consumer, and the consumption thus sufficiently increased to bring to the grower in California the price he should receive for his product and labor."

NABOB SAUCE



The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, London, S.E.

ONE MORE ADDITION

TO CANADA'S ALREADY
Enviably Reputation
FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

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.

June 2, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.		Per doz.
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$4 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Found tins, 3 doz. in case.....		3 00
12-oz. tins, 4 ".....		2 40
5-lb. ".....		14 00
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case.....		\$2 00
1-lb. tins, 3 ".....		1 25
1-lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	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
3 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.....	Sc.....	\$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 oz.....	Per case \$4 85
1 ".....	12 ".....	
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.		Per doz.
Size, 5 doz. in case.....		\$0 40
" 4 ".....		0 75
" 3 ".....		1 25
" 2 ".....		2 25

OCEAN MILLS.		Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.....		\$ 45
Ocean Baking Powder, 1 lb., 3 doz.....		90
Ocean Borax, 1-lb. packages, 4 doz.....		40
Ocean Cornstarch, 40 pks. in a case.....		78
Freight paid, 5 p.c. 30 days.		

ROYAL BAKING POWDER CO.		Per Doz.
Sizes.		
Royal-Dime.....		\$ 1 00
1 lb.....		1 60
6 oz.....		2 25
1 lb.....		2 90
12 oz.....		4 50
1 lb.....		5 75
3 lb.....		15 50
5 lb.....		25 50

CLEVELAND'S-DIME.		Per Doz.
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.		Per doz.
1-lb. tins, 4 doz. in box.....		\$2 25
1-lb. tins, 4 doz. in box.....		1 25
1-lb. tins, 4 doz. in box.....		75

BEE BAKING POWDER.		Per doz.
1-lb. tins, cases 4 doz. per doz.....		\$2 25

HOME BAKING POWDER, CO., MONTREAL.		Per doz.
Sizes.		
2 doz. case 1/2 lb.....		\$2 40
1 " 1 lb.....		4 75
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER.		Per doz.
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 "Cerrus", in squares, per lb.....	0 16
" in bags, per gross.....	1 25
" in pepper boxes.....	0 02
according to size.....	0 10



J. M. DOUGLAS & CO.—Laundry Blues.

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES' DOME BLACK LEAD.		Per gross
6a size.....		\$2 40
2a size.....		2 50

Borax.

"Bee" brand, 5 oz. cases, 40 pkgs.....	1 40
" 10 oz. cases, 48 ".....	3 25
" 16 oz. cases, 48 ".....	4 25
EAGLE BORAX.	
Per doz.	
Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c.....	0 85

Brooms.

UNITED FACTORIES, LIMITED.		Per 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 30
" " " " I, 3 ".....		2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	0 18
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilbon's Oats, 2-lb. pkgs., per case.....	0 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.		Per doz.
Cocos—		
Hygienic, 1-lb. tins.....		\$6 75
" 1-lb. tins.....		3 50
" fancy tins.....		2 00
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....		0 50
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....		2 25

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURG

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE ?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Per lb.
\$0 32
0 28
0 20
0 17
0 12 1/2

al. Per lb.
\$0 25
0 25
0 30
0 30

and
0 50

e, 48
0 20
0 31
0 30

iebec.
0 15
45c.
42c.
37c.
35c.

Per lb
s, 30-
s, 30-
29

oz. \$8 25
4 50
2 40
1 00
18 00
15 00
12 00
2 40
1 40

on's.
y Blain Co.
auchemin &
ks.
Covers and
Coupons
numbered
4c.
4c.
3c.

action.

Allison's Coupon Pass Book.
\$ 1 00 to 3 00 books 3 cents each
5 00 books 4 " "
10 00 " 5 " "
15 00 " 6 " "
20 00 " 7 " "
25 00 " 8 " "
50 00 " 12 " "

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in
case, per case \$0 42
doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.
BRUNSWICK'S
EASYBRIGHT
WASHING
CLEANER
CLEANS EVERYTHING.
Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Gallon " 3 75
10 00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food. Per doz.
Robinson's patent barley 1-lb. tins \$1 25
" " " 1-lb. tins 2 25
" " " 1-lb. tins 1 25
" " " 1-lb. tins 2 25

Gelatine. Per gross.
Knox' No. 1 sparkling \$15 00
" " " 6 doz., at \$ 1 30z.
" No. 3 acidulated, at \$ 1 50

Jams and Jellies. Per doz.
SOUTHWELL'S GOODS.
Frank Magor & Co., Agents.

Orange marmalade \$1 50
Clear jelly marmalade 1 90
Strawberry W. F. Jam 2 00
Raspberry " 2 00
Apricot " 1 75
Black currant " 1 85
Other jams \$1 55 1 90
Red currant jelly 2 75

T. UPTON & CO.
Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to
crate per lb. 0 06
7, 14 and 30-lb. wood pails, " 0 06

Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails, ... per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in
case per doz. 1 50
5 and 7-lb. tin pails per lb. 0 09
7, 14 and 30-lb. wood pails, ... 0 09

BRAND & CO.
Brand's calf's foot \$3 50
Real turtle jelly 7 75

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, ... per lb. \$0 40
Fancy boxes (36 or 50 sticks) ... per box 1 25
" Ringed " 5-lb. boxes, ... per lb. 0 40
" Acme " pellets, 5-lb. cans, ... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans per can 2 00
Licorice lozenges, 5-lb. glass jars, ... 1 75
" " 20 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" " 100 sticks 0 73
Dulce large cent sticks, 100 in box 0 73

Lye (Concentrated).
GILLETT'S PERFUMED. Per case.
1 case of 4 doz. \$3 70
3 cases " 3 60
5 cases or more 3 50

Matches. Per case.
UNITED FACTORIES, LIMITED.
Surelight (Parlor) \$3 50
Flashlight (Parlor) 5 75
Kodak (Sulphur) 3 90

WALKERVILLE MATCH CO.
Parlor— 1 case, 5 cases.
Imperial \$3 75 \$5 50
Best 3 50 3 25
Crown 1 70 1 60
Maple Leaf 1 90 1 90
Knights 4 75 4 50
Sulphur—
Club 3 90 3 70

Mince Meat.
Wethy's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.
COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins per doz. \$1 40
" " 1-lb. tins 2 50
" " 1-lb. tins 5 00
Durham 4-lb. jar per jar. 0 75
" " 1-lb. jar 0 25
F. D., 1-lb. tins per doz. 0 85
" " 1-lb. tins 1 45
E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins per lb. \$0
" " 1-lb. tins 0 35
" " 1-lb. tins 0 32 1/2
" " 4-lb. jars per jar 1 20
" " 1-lb. jars 0 35
Old Crow, 12-lb. boxes—
1-lb. tins per lb. 0 25
" " 1-lb. tins 0 23
" " 1-lb. tins 0 22 1/2
" " 4-lb. jars per jar 0 70
" " 1-lb. jars 0 25



Orange Meat.
Cases, 36 15c.
packages, .. \$4.50
5 case lots, .. 4.40
(Freight paid.)
Cases, 20 25c.
packages, .. 4.00
5 case lots, .. 4.00
(Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass \$1 50
quart gem jars 3 40

Pickles.
STEPHENS'.
A. P. Tippet & Co', Agents.
Cement stoppers (pints) per doz. \$ 3 30
Corked 1 90

Soda.
COW BRAND.
DWIGHT'S
BAKING SODA
Case of 1-lb. contain
ing 60 pkgs., pe
box, \$3 00.
Case of 1-lb. (contai
ning 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per
box, \$3 00.

"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 1-lb. pkts. (60 lb.), per
case, \$2 70.
Case 96 10-oz. pkts. (60 lb.)
case, \$2 80.
"MAGIC" BRAND.

Orange Meat. Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

"BEE" BRAND.
"Bee" brand, 8 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 96 pkgs. } case
" " 16 oz., cases, 60 pkgs. } \$3 75

Soap and Soap Powders.
A. P. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 30
" " black 15 30
Oriole soap " 10 20
Gloria soap " 12 00
Straw hat polish " 10 30

BABBITT'S.
Babbitt's "1776" 100
6-oz. pkgs. \$3.50 per
box. 5 boxes,
freight paid and a
half box free.
Babbitt's "Best"
soap, 100 bars,
\$4 10 per box.
Potash or Lye, bxs.
each 2 doz., \$2 per box.
WM. H. DUNN, AGENT.

The King of Lamps



The Belgian
Never a Complaint
Saves oil and gives
more light and
better light.

If you want lamp satisfaction
write for booklet.

All Kinds. All Sizes.

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TORONTO and WINNIPEG.

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[Faint, illegible text and a signature are visible within this bordered area.]

J. H. Walker, Limited
57 ...

Crosse & Blackwell

Celebrated Condensed ...

ORANGE, LEMON, CITRUS ...

7-11, ...

C. E. COLSON

