

**PAGES
MISSING**

Griffin & Skelley's Dried Fruits.

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

Prunes.

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

"Easter" Brand.

Seeded Raisins.

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

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

80 42
0 40
0 37
0 34
0 30
0 26
0 27
0 23
0 24
0 20
0 21
0 30
t 0 20
t 0 25
t 0 36
t 0 45
0 32
0 42
0 50
1 50
uckets
t 0 20
t 0 23
t 0 36
t 0 30
t 0 34
t 0 40
0 35
0 30
0 25
0 20
0 17
Per lb
80 35
0 34
0 35
0 29
0 28
0 29
0 23
0 22
0 23
0 35
0 34
0 29
0 28
ITED.
80 39
0 60
0 38
0 39
0 39
0 42
0 42
0 42
0 46
0 47
0 48
Per gal.
80 30
0 25
0 20
antities.
h
0 60
84 65
7 80
3 90
D.
Per doz
81 25
1 30
1 45
1 55
1 70
1 85
e.
1 85
1 05
10 00
8 00
7 00
6 00
1 65
1 80
81 00
1 00
1 00
1 00
1 80

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

LIPTON'S TEAS

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

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

WRITE TO THE AGENTS—

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

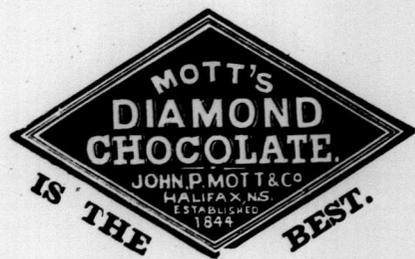
ARE YOU USING OUR—



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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



For Sale Everywhere.

ASK FOR
MOTT'S.

James Ewart

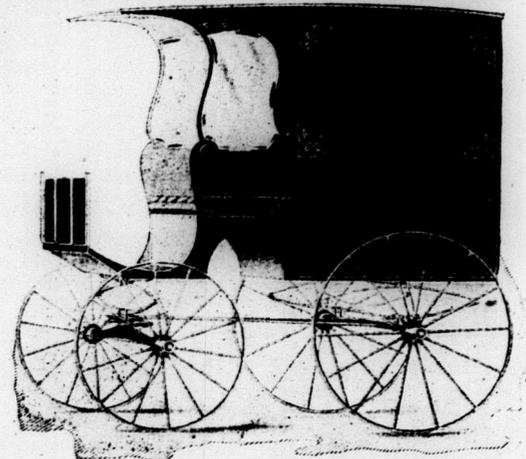
MANUFACTURER OF

High-Grade Delivery
WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



MERCHANTS

Do you use Scales? Why do you use them? Do you not depend upon your Scales for the profit you make between buying and selling price?

The Toledo Automatic Springless Computing Scales will increase your profits, as they absolutely stop the necessity of giving down or over weight, and are absolutely the only fully legalized Scales that will make your bulk packages hold out weight.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.





The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move: he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Detector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to



Ask Dept. M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

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

In the selling of

Lime Juice

Lime Juice Cordial

AND

Raspberry Vinegar

the grocer has a chance to sell pleasant and profitable drinks as well as food. These drinks create a demand that brings trade.

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

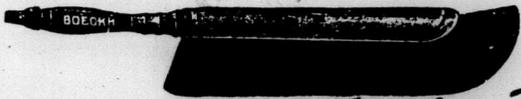
124-128 Richmond St. West, TORONTO.



TO MAKE PERMANENT CUSTOMERS SELECT RELIABLE GOODS

Rigid scrutiny reveals nothing but goodness, because we succeed in supplying the best. Another point for your consideration is the fact that our greatly increased factory facilities have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

KITCHENWARE Brooms, Brushes, Pails, Tubs, Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, Etc.



*Write to United Factories Ltd
our work is page 24*

If a representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

UNITED FACTORIES, Limited,

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

Head Office: Toronto.

LONDON WAREHOUSE:
71 Dundas St.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

JAPAN

IS NOTED FOR ITS

—TEA—

The **Grocer** who sells Japan Tea consults his own best interests, and gives his customers a **pure, healthful** Tea, that gives entire satisfaction.

No other Tea has the **Flavor** of Japan!

No other Tea has the **Sale** of Japan!

No other Tea **Pleases** the **Grocer** like

JAPAN TEA!

THE CONSUMER

is the judge, and he

USES

Crystal Granulated Sugar

because it is pure, bright and even-grained.

The Wallaceburg Sugar Co.

WALLACEBURG, ONT.

LIMITED

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK →



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

If Your Idea

is not merely "to make a sale" as the phrase goes, but to make a patron of every customer who walks into your store—not with words, but with goods—sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to-day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.

*Nonpareil
Jellies.*

**Knowledge Together
With Experience**

is the secret of success in any walk of life. It is the wise dealer who, knowing the quality of Nonpareil Jellies, uses his experience and pushes them.

ROSE & LAFLAMME, Agents,
MONTREAL.

CEYLON TEA exactly suits the palate of the Canadian people. It pleases wherever it goes.

CEYLON TEA

BLACK and GREEN

Stands absolutely Top

“Do not waste time pushing other growths,
“**Ceylon Tea** sells without pushing.”

ARE YOU READY !!!

For the Coming Season ?

The **Prompt Man** is always the **Leading Man**. Don't let your opponent lead you; lead him.

British Columbia Salmon

Four Perfect Brands—"Maple Leaf," "Lowe Inlet," "Golden Net," "Empress."

The British Columbia Packers' Association,

VANCOUVER, B. C.

It is up to you,
Mr. Canner, Mr. Packer,
to reduce your

Packing Expenses.

We can put you on the

"Right Road"

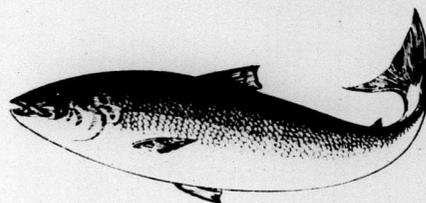
WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

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

Obtainable from Grocers and Druggists.

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

EVANS and SONS, Limited,
MONTREAL AND TORONTO.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads—thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business—about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth.

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.,
TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

DON'T FORGET

that your parcels should be well wrapped. Our brown and manilla wrapping papers are just the thing to protect a parcel from injury.

FULL COUNT. FULL WEIGHT.

Made in Canada
by the

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY

Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

Take Advantage

of our liberality for the next ten days. We can make it interesting for cash buyers.

NEW ORLEANS MOLASSES, best quality, Barrels 18c. per gallon, Half-barrels 19c. per gallon. This offer is good for ten days only.

MAT FIGS in prime condition, quality guaranteed, 2c. per pound.

CANNED SALMON and VEGETABLES for Fall Delivery. We handle nothing but the best brands, and it will pay you to get our prices.

Write, telephone or telegraph at our expense if in a hurry for goods. We are prompt shippers. Positively no goods sold outside of the regular trade.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Geolph, Ont

**NOW, THIS
GROGER LAUGHS**

When he sees a customer enter the door with an oil can.

The reason for his merriment is obvious. His store is equipped with the

BOWSER 3 Measure Self-Measuring OIL TANK

He simply hangs the can upon the pump and turns the crank. This act measures and delivers the oil into the can without labor or trouble on his part. Neither is there any waste, dirt or slop.

But let him tell his own story.

OFFICE OF
E. A. SCOTT,
CASH GROGER.

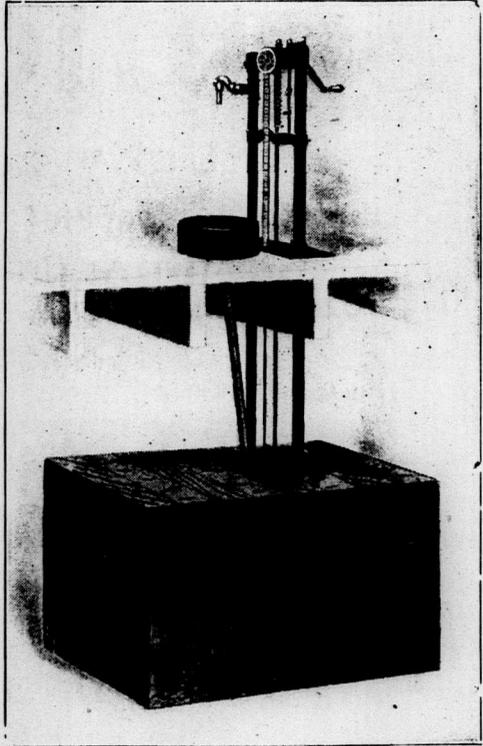
Cambridge, O., Aug. 6, 1900.

S. F. BOWSER & CO., Ft. Wayne, Ind.

Dear Sirs.—Please find enclosed herewith check in payment in full of my account. The oil tank is strictly All Right. I used to feel badly inwardly when I saw an oil can in a customer's hand, but now—it makes me laugh.

Yours truly, E. A. SCOTT.

Is it any wonder that he laughs?



BASEMENT OUTFIT

BOWSER OIL TANKS ARE A POSITIVE ECONOMY.

They save Oil, Money, Time and Labor. They pump Gallons, Half-Gallons and Quarts at a stroke. They are Neat, Clean, Handy, and enforce Economy, whether you will or no. And will make selling oil such a pleasure that you, too, will laugh when a customer comes in with an oil can.

Let us tell you more . . . **S. F. BOWSER & CO.,** Factory: FORT WAYNE, IND. 65 Front Street East. TORONTO.

IT'S A
FACT.

AURORA CEYLON JAPAN

PROVE
IT.

You make a good profit retailing this Tea at **25 cents.**
You can please your customers just as well and sell it at **40 cents.**
The liquoring quality is that of a **50-cent Tea.**

ASK OUR TRAVELLERS ABOUT IT.

ORDER A SAMPLE PACKAGE.

W. H. GILLARD & CO.,

WHOLESALE
GROCERS,

HAMILTON, CANADA.

Wood's Primrose Ceylon Tea

THE CORRECT THING
FOR
ICED TEA.

TIME SYSTEM PATIENCE

Are required to produce a proprietary article in TEAS of solid commercial value. This can only be determined with accuracy by infusion and trial by a skilled Tea Taster.

All this requires time, system, and patience, besides a thorough knowledge of the character of Tea and the habits of the Tea plant, and it is just these that are applied in producing our famous PRIMROSE TEAS.

Interest yourself in this popular selling Tea, and send to us for samples and full information.

THOMAS WOOD & CO., 428 St. Paul St.,
MONTREAL.



REGISTERED.
Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

48 WELLINGTON ST. EAST,

TORONTO.

F. W. HUDSON,
President.
W. F. MORLEY,
Vice-President.
H. T. WILSON,
Sec. Treas.

Phone Main 2282.
" Main 870.



General Agents and Wholesale Dealers
in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

It is undoubtedly true that "in the good old days" English law created a shambles, as one of the great men of the time, living before his age, remarked. Women were hanged for stealing bread to supply the needs of famishing children left fatherless by the naval press-gang, while others paraded semi-naked, and bare-footed, through the streets, were publicly whipped for offences which, to our modern eyes, would seem trivial indeed. Faulty as we find the criminal code of that time, nay, barbarous as it seems to us, there were nevertheless some provisions now abolished which, if re-enacted, would undoubtedly fill a long-felt want.

Conspicuous among these was the punishment for the offence of being a common scold, exposure in the stocks. With the removal of this salutary law, and the forgetfulness of the scriptural injunction to keep one's tongue under control, comes much heart-burning and pain in the world.

* * *

Perhaps no class in the community is more subject to unfounded reports of evil-doing, to malicious whisperings of political crimes, than is that of the, in this case at least, "unfortunate" politician. Far be it from us to say that the public man is indeed an Israelite without guile, but the converse, to wit, that he is an Israelite full to the brim with guile, could be equally far from the mark. The truth, as in many things, lies between the extremes.

The commonest kind of comment about politicians at Ottawa, that is, about those who give outward and visible signs of prosperity and a full exchequer, is that they are amassing fortunes contrary to the spirit and the letter of that noble statute, the Independence of Parliament Act. Does it ever occur to the originators of these sinister rumors that a public man may become well off without the slightest infringement of propriety even, let alone law. We have in Ottawa public men, prominent in both parties, who have become rich by the perfectly legitimate method of buying a share in some newly discovered mine which requires money for its development, (though we hear nothing of those who have dropped found sums in others which have proven to be valueless), by taking up and push-

ing the invention of some genius who himself becomes rich by the timely help afforded him, and but for which he would remain in poverty, and the world at large be deprived of some valuable device, or even by the acquisition of an interest in some great proprietary remedy which, in many cases, acting as a faith cure rather than an actual specific, affects the wonderful cures ranging from tuberculosis to growing-in nails.

"Alas for the rarity of Christian charity under the sun," wrote the melodious Hood. Alas for that rarity to-day, even as in his time, and alas and doubly alas for its rarity when applied to the much-wronged class of the politicians.

* * *

Further, does it ever occur to those people who are never tired of throwing slurs at men in public life, that the patience of the recipient may finally give out, and that they may be driven to a process of reasoning, faulty in the moral code, but human none the less, that it is as well to have the game as the name?

Let us take for example, the case of the Cabinet Ministers, the men more particularly trusted with the administration of the affairs of this country, and what do we find? They are more particularly singled out for attack, because more in the public eye, and also because their detractors make more by discrediting party leaders than party followers. We do not, of course, refer to the present Government more than to its predecessor, the usage is unfortunately ever the same. Does it strike the back-biting critic that Cabinet Ministers are, on the whole, men of exceptional ability, and that being such, they are far more likely than those of puny intelligence to recognize a good thing when they see it? Does it strike them further that Ottawa, above all other places, is the Mecca to which people with schemes, both sound and unsound, are constantly coming? And finally, does it occur to them that given a vast choice of commercial projects these shrewd men are very apt to sift the wheat from the chaff and so fill well their granaries?

* * *

And why, in the name of common sense should they not take advantage of these opportunities so long as they attend to their business and give the country good service? It is a notorious fact that one

and all, they are underpaid as compared with others of far less ability in the commercial walks of life, who draw, with not a tittle of the responsibility, far more than the remuneration of Cabinet Ministers and who draw it "for life and good behavior" in comparison with the precarious holding of a Minister of the Crown. More than that, is it not true that the "outs," men of great ability in many cases, are constantly examining microscopically the doings of the "ins," provided with parliamentary machinery which renders the M.P. subject to such minute examination as not one man in a hundred gets in his private affairs.

Very recently a member of Parliament stood in awful peril. His partner in the lumber business had, quite unknown to him, actually sold lumber to an agent of the Government, (though that fact it was afterwards proved was unknown to the partner), lumber to the extent of an awful crime—three dollars and a half's-worth. The Committee on Privileges and Elections was promptly summoned, but on its sitting, a gentleman of the opposite political persuasion of the accused arose and handsomely exonerated him. More lately still this committee was called upon to investigate the sale of a lot for post office purposes, by a member of the House. In this case too, close investigation has shown that the accused was quite innocent of the charge laid against him. When close observation can discover such trivial cases as these only, can we not say with pride, verily Canadian public life is not so bad as painted by those whose constant suspicions mark them out as men themselves not beyond suspicion.

* * *

Let me close this little essay with a humorous happening of the bygone times. A certain politician of minor note, but still not to be despised, hailing from a back township, was visiting Ottawa, and was most hospitably entertained by a Cabinet Minister. After a dinner well served in a house of stately build and handsome furniture, he was taken by his host behind a spanking pair to see the sights of the capital. Although somewhat interested in these he seemed troubled in thought, and finally unable longer to contain himself he blurted out, "Say Mr. Z., how is it that you can

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

afford such a fine house, such costly furniture, can put up such good grub to your friends, and afterwards can show them round behind such horseflesh as this? Some folks say you are a hoodler." The Minister, secure in a clear conscience, and amused at the candor of his guest, replied, "Do they? Well isn't that a little unkind? I made nearly fifty thousand dollars in a business venture, and it is from that source that I have been able to provide these extra comforts and luxuries which you have noticed."

• • •

And so Mr. Fielding's measure for the relief of the binder twine makers has come before the House and been debated pro and con, and mostly pro. The Liberals largely refrained from anything but peans of praise because, was it not the work of that favorite of theirs, the Finance Minister? And the Conservatives, if not so enthusiastic, at least felt themselves restrained from very active attack because the measure was along the general line of their own policy for the development of Canadian industries. Viewed dispassionately we fancy the relief given will meet with about as general satisfaction outside the House as it did in it. We noted in these columns some weeks ago the gist of the relief to be granted, and we do not now propose to repeat it at length, but to refresh the minds of our readers we will merely say that whereas the United States manufacturer gets a rebate of the full amount of the export duty on manilla fibre exported from the Philippines, it is proposed to redress this inequality by giving to the Canadian manufacturer a bounty equal to the export duty aforesaid.

Some there were who favored an import duty as opposed to this bounty, but the "farmers' friend," a numerous gentleman, so to speak, in a House which has so many country representatives, stoutly opposed this idea. He pointed out that the raw material for most of our great industries was allowed in duty free, that

binder twine was part of the raw material required by the farmer in his industry, that already much of his raw material, such as farm implements, is taxed, and that it would be unfair to add to his burden by putting on a tax all of which he would have to pay. True, in the case of the bounty, a part of the money would have to come from his pocket, but he would share the burden with all the other people of Canada, and as the country as a whole was supposed to benefit by the enactment which would restore our factories to activity which had been lessened by the unfair enactment of a foreign country, it was surely but right that no special burden should be imposed on a special class. What campaign literature this will make for some of the astute ones! How Mr. Member will have his noble utterances reprinted in their thousands and distributed among his farmer constituents, and how when the time comes to give an account of his stewardship will he read from Hansard the words of wisdom which saved the farmer exchequer!

* * *

The Redistribution Bill is upon us, and the library is peopled with active members who are looking up what their opponents had to say on similar occasions in 1892, in 1882, yes and away back in 1872. What memories a perusal of the yellow leaves of Hansard bring back to one! We read the words of the great John A., that darling of half the homes of Canada, we see him again in fancy with his loyal followers cheering him on, defying the Grits whom he has "hived," and calling them "you purists over there." We see Blake, stern and relentless, rising to reply, his ponderous sentences and irresistible logic calling forth the cries of his supporters and the dissident groans of his opponents. We hear again in fancy the poet of Niagara, J. Burr Plumb, hugging to his bosom the annihilation of his own little borough of Niagara, which for years had stood alone in Canadian public life as the representa-

tive of those pocket boroughs which long withstood the onslaughts of the Reformers of Great Britain, boroughs, the existence of which could find an advocate in so great a man, and so democratic, as Gladstone himself. We picture Alexander Mackenzie with his grim Scotch face denouncing the measure as one disgraceful to public life, and we hear that great war-horse of Cumberland defending the measure in words and phrases which sting his opponents as the lash of a whip, and which rouse his own friends to wild enthusiasm. We picture Joe Rymal, for years undisputed wit of the House of Commons, burly Joe, the pride of the country hearts, Joe, whom Sir John, in spite of their political hostility, loved, standing up in his place and with his homely humor applying the anecdote of the profane farmer who found swearing impossible, as he could find no language adequate to the occasion, when his pumpkins rolled out of his cart down the hill—but why picture more? The thing is in itself after all a sad exercise, for are not they one and all now absent from those halls which their eloquence thrilled? From those corridors which their humanity filled with the kindness of life—all, all gone, to the bourne from which no man returns, or to life far from the legislative halls which they adorned. Of all the fights the redistribution ones are the hottest, for the new boundaries mean extinction to many whose seats would otherwise be secure, and where a man's very political existence is at stake he fights not with kid gloves.

Let us hope that no friendships will be severed, that hot words passed in battle will soon be forgotten in the good fellowship that generally obtains even among political foemen in Ontario.

The peach crop in Essex county, according to reports from Leamington, will be exceptionally good.

The production of olive oil in Italy in 1902-03 has been officially estimated at 48,840,000 gallons.

Two things that buying goods from
L. S. & B. will do for you.

Give your customers satisfaction —AND— Pay you the best profit.

We carry a big stock and can fill all orders sent us, shipping same day as order received.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

A SNAP FOR UP-TO-DATE GROCERS WHILE OUR TRAVELLERS ARE TAKING A REST.

Send us \$15.00 and we will ship you one hundred pounds of a fine

NEW SEASON **CEYLON TEA**

Good value at \$19.00. It is a fine orange pekoe in make. Excellent cup. We consider it equal to most 40c. packed teas. We offer this special to test the trade to see if they will order by mail if they can save a few dollars. We claim you will save at least \$3.00—this is the usual profit on over 40 pounds of 25c. The above offer only open during travellers' holidays.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Washboards

The day of the common board is dead.
The Glass Board did the trick.

HERE
THEY
ARE:

Washboards

All your
customers
are now
looking for
further
LABOR SAVERS

"Blue Jay" Enamel Washboards.
"Nicketzinc" Washboards.
"Brass" Washboards.

Washboards

TO ARRIVE SHORTLY.

Give us a trial order.

JAMES TURNER & CO., Wholesale Grocers, **Hamilton.**

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,

TORONTO



REFUSE IMITATIONS OF OUR JARS
AND LABELS—THERE ARE SOME.

MacLaren's Imperial Cheese

IS SO RICH AND FULL
OF CREAM THAT IT IS
NECESSARY THAT IT BE
KEPT IN A COOL PLACE
DURING THE WARM
MONTHS. THIS ALSO
APPLIES TO

MacLaren's Roquefort.



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

DEATH OF MR. ED. T. MALONE.

A Montreal despatch says: A most highly esteemed and widely respected citizen passed away suddenly on Saturday morning last, in the person of Mr. Edward T. Malone, for many years in the employ of Fraser, Viger & Co.

Deceased had not been feeling quite well for some weeks, and a week ago he left the city for a trip to Tadoussac. He returned home on Friday, and retired as usual in the evening. Next morning his landlady, Mrs. Sweeney, knocked at his room to inquire as to his condition, and on receiving no response, opened the door and was terror-stricken to find him dead. Medical aid was immediately summoned, but was of no avail, as deceased had been dead for about an hour.

By the death of Mr. Malone, his employers lose a zealous and conscientious employe, and the community an upright and honorable citizen.

Mr. Malone was interred in Sherbrooke on Tuesday.

CEYLON GREEN TEA INDUSTRY.

The amount of green tea manufactured in Ceylon has increased very much since the bonus was first given in October 1898. The total quantity on which this grant was paid up, to December 31 last was 6,075,985 lb.; viz.: 1898, 13,302 lb.; 1899, 86,327 lb.; 1900, 472,291 lb.; 1901, 1,590,000 lb.; 1902, 3,911,062 lb. Total, 6,075,985 lb. From January 1 to June 27 of this year certificates have been granted on 5,483,261 lb.

DATES IN CALIFORNIA.

An attempt is to be made under the supervision of the United States agriculture department to produce dates in California. It is said that the date palm in its native habitat grows with its roots in water and its head in the sunshine. These conditions can be reproduced exactly in Southern California. The University of California is to co-operate in the experiment.

THE CANADIAN GROCER

Business Changes

ONTARIO.

A MEETING of the creditors of Blair & Son, general merchants, Berwick, was held on July 30.

Alex. Smith, general merchant, Lieury, is dead.

E. B. Woods, baker and confectioner, Tavistock, has been burned out.

QUEBEC.

J. A. Lariviere, grocer, Montreal, has closed down.

A. D. Trudel & Co., grocers, Hull, have sold out to J. Rochon.

Joseph Allard, trader, St. Anne de Bellevue, has been registered.

The assets of the estate of Pierre Doucet, flour merchant, Coteau Station, are to be sold.

V. E. Marchand & Co., general merchants, Shawenegan Falls, have assigned: meeting of the creditors was held on August 5.

F. X. Bilodeau & Co., general merchants, Baillargeon, have dissolved partnership and a new firm has been registered under the style of H. Bilodeau & Co., with Mrs. F. X. Bilodeau as proprietress.

NOVA SCOTIA.

James E. Cook, grocer, Bass River, has assigned.

MANITOBA AND NORTHWEST TERRITORIES.

W. R. S. Olson, Strathcona, is commencing a grocery store.

The Britannia Supply Co. are commencing a general store in Lloydminster.

H. M. Code, general merchant, Olds, has been succeeded by Code & Croxier.

I. M. Silverthorn, general merchant, Olds, has sold out to Code & Croxier.

Norman Boehmer, general merchant, Didsbury, was burned out: insurance, \$1,250.

Reid & Ferguson, general merchants, Didsbury, have been succeeded by Reid & Slough.

A meeting of the creditors of the estate of A. W. Thornburn, general merchant, Rosthern, has been called for August 6.

BRITISH COLUMBIA.

W. J. Robinson has been appointed receiver to Hamon & Bison, grocers, Rossland.

The Russians of Siberia ought to be able, says The Seattle Trade Register, to do well in the fishing industry. They have salmon in almost unlimited quantities and of good quality. The Chinook salmon grows there to a size of from 20 to 150 pounds. On the other hand, they will have a severe climate to contend with.

THIS SEASON'S RAISINS.

Referring to 1903 raisins Fresno mail advices state: "It is said that one or two independent packers have bought raisins in the sweat at 3 3/4c., which is 1c. above last year. This is done as an advertisement proposition. It is thought that if the association is successful in getting the requisite number of acres the market may open slightly higher than last year. The growing demand for seeded grapes places raisin growers in a good position to compete against foreign imports."

We are large importers of

RICE

Fine Javas

Fine Japans

Fine Patnas

and

Domestic Milled Rice.

PRICES RIGHT

The DAVIDSON & HAY, Limited

Wholesale Grocers and Importers,

TORONTO.



DO YOU STOCK THESE GOODS?

UPTON'S

JAMS AND JELLIES DID NOT REACH THE ENVIABLE POSITION THEY NOW OCCUPY IN THE TRADE THROUGH A "BOOST," BUT ON MERIT ALONE—THE NUMEROUS CALLS FOR UPTON'S WILL PROVE THE TRUTH OF THIS ASSERTION.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

English Dairymen and the Butter Bill.

AT the monthly meeting of the committee of the Metropolitan Dairymen's Society, says The London, Eng., Grocery, attention was directed to the serious consequences, affecting the butter industry of the United Kingdom, which would result by an amendment to the Sale of Adulterated Butter Bill now before the House of Commons. Sir E. Strachey has given notice to move the insertion of the following clauses: "It shall be unlawful to color butter, and any person committing an offence under this section shall be liable to a fine of not exceeding £5 for the first offence, and for the second offence, to a fine not exceeding £20, and for any subsequent offence, £100." The following resolution was unanimously passed: "The Committee of the Metropolitan Dairymen's Society, having had the proposed amendment under consideration, strongly objects to its adoption, as it would render large quantities of home-made pure butter unsaleable. They also desire to call attention to the fact that margarine is not affected by the bill, and would therefore become a more serious competitor to the butter industry." A copy of the resolution was ordered to be sent to the chairman of the Standing Committee on Trade.

Firm Outlook for New Canned Salmon.

Private telegrams from the coast, reporting a continued light run of salmon in both Puget Sound and Columbia River, confirmed earlier advices and added somewhat to the firmness already noted in spot of the several descriptions, says The New York Journal of Commerce. In some quarters there is a disposition shown to regard the gloomy reports that have come from the coast regarding the scarcity of fish as presaging a short pack. The Columbia River situation is looked upon as being most gloomy. The pack at all points on the river is considerably short of that of last year at this time. On July 21 last year the heaviest run of the season began. This year, according to the advices, no heavy run has set in. Some interests here agree that, should a heavy run appear now, the packers would be unable to take care of it, as the capacity of the plants is limited. The Columbia River season has about 20 days to run yet.

In spot, fancy Chinooks of the new pack are being taken up about as fast as they arrive. Red Alaska tallies are firmer, with \$1.05 to \$1.10 quoted as to holder and quality. Several good-sized lots have been sold to go west at \$1.08½ ex store here. Sockeye tallies are firm and supplies are light. The cheaper grades of salmon are also more firmly held.

London Produce Markets.

Thomas Neshitt & Co. in their prices current of Irish and foreign provisions, London, July 20, say: Weather is cool after heavy rains and business is improving.

BUTTER.—Market is improving and most descriptions are rather dearer.

BACON.—Trade steadier. Irish 1s. and 3s. higher on some selections. Continental advanced 2s. and 4s. on most descriptions. Canadian about 2s. dearer.

HAMS.—Irish quiet. Canadian, etc., in good demand.

LARD.—Slow at quotations.

EGGS.—Market firm at advances of 3d. to 6d.

CHEESE.—Trade quiet at reduced values.

Danish Butter and Eggs.

From figures which have just been published it appears, says The Scottish Trader, that the export of Danish butter to the U.K. last year reached 1,890,000 cwt., of which about 2 per cent. was in tins. The highest price was reached in November, when it stood at almost 1s. 1½d. per Danish lb., while the lowest was in August, when it fell to a fraction below a shilling. The Danish pound is heavier than the British, only 10½ lb. going to the hundredweight. To secure the purity of all the milk products great efforts are continually being made to point out to all farmers the necessity of giving the utmost attention and care to the production of the milk before it is delivered to the various dairies. More over, attention is constantly paid to the diminution of expense; as, for instance, it has been found that by using peat instead of coal there is a great saving. The export of Danish eggs also reached the enormous total in the year of £30,000,000, most of which came to this country. In Denmark itself the consumption of margarine has not increased, owing to the rise in price following on

reduced American exports caused by the failure of the maize crop in 1901. To compensate for this large quantities of Russian butter were imported into Denmark, and sold at very low prices.

Poultry in Summer.

The following practical poultry advice is given by Mr. F. C. Hare, Chief of the Poultry Division of the Dominion Department of Agriculture.

SALE OF FOWLS.—It is most profitable to dispose of old hens before the moulting period. There is then a ready market for fowls on account of the scarcity of chickens. At the present time 6 cents a pound live weight is offered for hens by a large produce company in Toronto; eight cents a pound plucked weight is paid in Montreal. In several months live chickens can be bought by the produce merchants for the above rates, or for a small increase in them. If the hens are held until Fall they will not realize as great a profit as they will this month, owing to the reduction of the market price for fowls and the loss of flesh in moulting. Hens should be sold when they are two years old. All male birds should be sold in the Summer and cockerels used for breeding the following season.

SALE OF CHICKENS.—From eleven cents to twelve cents per pound live weight is offered in Toronto and Montreal for chickens weighing over one and a half pounds each. The prices correspond approximately to fourteen cents and fifteen cents per pound plucked weight, and twenty cents and twenty-two cents per pound drawn weight. It is evident that an increased profit will be realized by selling the earlier and heavier cockerels of the flock at once. This profit corresponds to the increased revenue derived by market gardeners and fruit growers who place staple articles on the market before the regular supply is available.

Crate fattening for chickens is also recommended by the department as a profitable undertaking.

Provision Notes.

John Hayes, butcher, Olds, N.W.T., has been succeeded by Hiebert & Co.

Gervaise & Co., cheese manufacturers, Isle Perrot, Que., have been registered.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



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

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

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

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

SEND FOR PRICE LISTS.

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

FEARMAN'S ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

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

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.



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

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.



T-I-M-E

Time is money. Time checks save money. Get the best. We make all kinds of checks—bread, milk and trade checks. Everything in stamped metal checks and badges.

HAMILTON STAMP AND STENCIL WORKS
HAMILTON, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

THE PROVISION RECEIPTS.

TORONTO.

Provisions generally have maintained their strength since last writing. The demand has been strong and hams have advanced a half a cent this week. Lard is firmer but with no change in prices. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13 1/2	0 14
Large hams, per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 10 1/2	0 11
Backs, per lb.	0 14 1/2	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 05 1/2	0 05 3/4
" tubs	0 05 1/2	0 10
" pails	0 10	0 10 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Dressed hogs, light weights, per 100 lb.	7 50	7 75
" heavy	7 25	7 50
Plate beef, per 200-lb. bbl.	12 50	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The situation during the week is unchanged, business being steady. A good local demand exists for hams, and orders from country are also fairly satisfactory. Lard is selling fairly freely. We quote:

Heavy Canadian short cut mess pork	\$20 50	\$21 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50

LARD.—Prices continue as last. Demand from country is somewhat better, owing no doubt to the late reduction in price. Fairbank's quotations are as under:

"Boar's Head" brand	0 08 1/2
Carloads, less	0 00 1/2
60-lb. tubs, over tierces	0 00 1/2
20-lb. tin pails	0 00 1/2
20-lb. wood	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 95
" in tubs, 50 lb., per lb.	0 09 1/2
" in tins, per lb.	0 10 1/2

ST. JOHN, N.B.

There are continued light sales in barrelled pork and beef. Prices show little change in local market. Pork is rather firmer. In pure lard the market is dull. Our trade were quite well stocked at the higher prices. Sales have been very light. In refined lard the lower price is causing improved demand. Fresh meat shows but a fair business. Beef is unchanged in price, with quite a wide range between local and Western stock. Lamb has a large sale and is rather higher this week. Veal, mutton and pork show small sales. We quote:

Mess pork, per bbl.	\$21 00	\$22 00
Clear pork	19 00	22 00
Plate beef	13 50	15 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 05	0 06
Veal	0 07	0 09
Lamb	0 09	0 10
Pork	0 07	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 10 1/2	0 11
" pails	0 11	0 11 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" pails	0 09 1/2	0 09 3/4
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 09 3/4
" pails	0 09 3/4	0 10

Messrs. Dunn Bros., whose packing house at Musquash was burned a short time ago, will rebuild at Fairville. Their smoked meats have more than a local reputation.

DAIRY PRODUCE

TORONTO.

BUTTER.—No change in butter is quotable since a week ago but the con-

dition remains unrelieved, and accumulations continue to increase. Up to date 61,000 boxes have been exported as compared with 133,000 for the same period last year, and the production has been in excess of a year ago. Round lots of tub are being brought into the country at 12 to 12 1/2c. and altogether the outlook is not bright. One dealer remarked: "We must buy at prices at which we can export." We quote:

Creamery prints	Per lb.
" solids, fresh	0 18 0 19
Dairy rolls, large	0 17 0 18
" prints	0 15 0 16
" in tubs, best	0 14 0 15
Under qualities	0 12 0 13

CHEESE.—The market is easier since last week but with no change quotable. Shipments to date from Canada this season are now over 1,000,000 boxes, an increase of over 100,000 boxes over last year. We quote:

Cheese, large, new	Per lb.
" twins, new	0 09 1/2 0 10
	0 10 0 10 1/2

MONTREAL.

EGGS.—This week shows larger receipts in Montreal, and, although there is no quotable change in the market, still there is a much easier feeling, which makes all the dealers anxious to keep their receipts cleaned up. This, we understand, they have succeeded in doing for the past few weeks, but there is some surplus now over current requirements. We hear that the buying price west of Toronto is at 11 to 11 1/2c., whereas in Eastern Ontario, the price is ruling about 13c. The jobbing trade is done on a basis of 15 to 15 1/2c. for straight stock; 17 to 17 1/2c. for selects.

BUTTER.—The market for both dairy and creamery continues to drag, there being no life whatever to the situation. Finest creamery is being bought at 18 1/2 to 18 3/4c., but we understand that it is going into storage, there being no export orders for same. It is also necessary to put dairy butter into storage as it arrives, the English market having refused to respond to offers which have been made, and dealers have so far not felt willing to take a loss on their purchases. The ruling buying price is about 14c. in Montreal. The grocers and jobbing trade require to pay about 15 to 16c. for selections. We quote:

Finest creamery, tubs or boxes	0 19 0 19 1/2
Prints	0 19 1/2 0 20
Dairy, tubs	0 14 1/2 0 15

ST. JOHN, N.B.

BUTTER.—Receipts have not been so large during the week. The fact that farmers are now haying affects shipments. Prices are still low, but for strictly first-class goods, quite full figures are obtained, and there is ready sale.

EGGS.—The price is well maintained at quite full figures for the season. Local supply does not seem large, and Prince Edward Island shippers hold prices firm.

CHEESE.—The market is rather easy. Quite full though lower prices still rule. The local market will only take twin cheese. For these there is a good demand. We quote:

Butter, creamery prints, per lb.	0 22 0 24
" creamery solids (fresh made), per lb.	0 20 0 22
" prints	0 18 0 20
" tubs	0 14 0 15
" tubs, selected, per lb.	0 18 0 18
Esca, new laid, per doz.	0 18 0 18
" case stock, per doz.	0 14 0 15
Cheese, per lb.	0 10 0 10 1/2

There are many **Baking Powders**



(The Light of the Kitchen)

but there is only **ONE Magic Baking Powder**

—It is Pure, Wholesome, Well Advertised, and shows you a good profit.

Order from your Jobber. Write for Price List.

E. W. GILLETT COMPANY LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

To The Retail Grocery Clerk.

Send to the N. K. Fairbank Company, Montreal, for particulars of our premium plan, by which we are attaching coupons to the following specialties, and get valuable premiums:

- Fairbank's Gold Dust Washing Powder.
- Fairbank's Glycerine Tar Soap.
- Fairbank's Fairy Soap.
- Fairbank's Copco Soap.
- Fairbank's Scouring Soap.
- Fairbank's Sanitary Soap.

We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell goods for the merchant?

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

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

THE TRAVELLERS AND THEIR HOLIDAYS

HOW THE TRAVELLERS ARE SPENDING THE HOLIDAYS.

THE grocery travellers of Western Ontario entered upon their vacation last Saturday heralded by ideal weather. Nor was Old Probs. alone propitious. Saturday was the date on which the fraternity who centre in London held their great picnic by the blue waters of Lake Erie at Port Stanley, while the eastern brethren at the same time were enjoying their annual "snack" at Alton. Many took in these events. Others spent the day in preparation for the migration on Monday.

It would be hard to say what is the most popular resort with the travellers. Of course, the various points in Muskoka drew a large proportion. The Kawartha



August 1st.—Off for the Holidays.

Lakes had their devotees, the Thousand Islands, the Soo, Couchiching, were favorite points, and a couple of jolly parties headed for Saratoga, New York and Atlantic City.

"I used to think that nothing could ever tire me," remarked a husky Toronto traveller, "but that time is over. I shall take a lot of comfort out of these holidays." This seemed to be the general feeling, and doubtless the two weeks off the road will amply repay itself in the added vim with which the boys will strike in after August 15.

THE GROCER has endeavored to learn where the travellers are spending their holidays, and presents the following list:

From the firm of T. B. Escott & Co.:—
E. W. Eardley has gone to England.

Chas. Crozier is spending the time with some friends at Bayfield.

Jno. Bowers will take a run up to the Soo.

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

J. E. Carswell will take a trip up the lakes.

Earl Insley will visit the home of his parents in the Maritime Provinces.

Representatives of T. Long & Bro. Limited:

Mr. Higgins is spending his vacation around the Muskoka Lakes.

Mr. Burns will pass the time in the vicinity of Parry Sound.

Representatives of W. H. Gillard & Co.:

Geo. H. Carley intends taking a fishing excursion to Young's Point, Kawartha Lakes, near Peterborough.

W. J. Turner is taking a trip down the St. Lawrence to Montreal, Quebec and the Saguenay River.

Menns Hagey is taking his wife and little daughter to Lake Rosseau, Muskoka, where they will spend the vacation fishing and boating.

John Hagey will take a rather extended trip to the Pacific Coast, taking in Denver, Salt Lake City, San Francisco, Vancouver and other places of interest.

M. P. Malone thinks he can find no better place to recuperate than at Hamilton Beach, where he has lately become a property holder.

Representatives of Davidson & Hay:—

R. H. Hemstreet will spend the holidays at St. Thomas, Port Stanley and the northern lakes.

A. D. Leslie is enjoying the breezes at Roche's Point, Lake Simcoe.

W. Anderson counts on taking in the Canadian Henley Regatta at St. Kitts.

W. C. Adams will experiment with fishing tackle on Lake Couchiching.

C. Newman will take a brief trip down the St. Lawrence.

C. Shields will visit Saratoga.

Sam Qua will try the airs of Muskoka.

A. L. McKechnie will make a trout fishing expedition to Eugenia Falls.

W. B. Smith will be found on his fruit farm, Smithonia, Niagara-on-the-Lake.

Representatives of H. P. Eckardt & Co.:

W. J. Bradley and F. J. Blackburn will visit New York and Atlantic City.

F. Anderson will spend the vacation in Montreal.

J. W. Charles will go to Winnipeg.

S. MacKenzie will take a run down to Philadelphia.

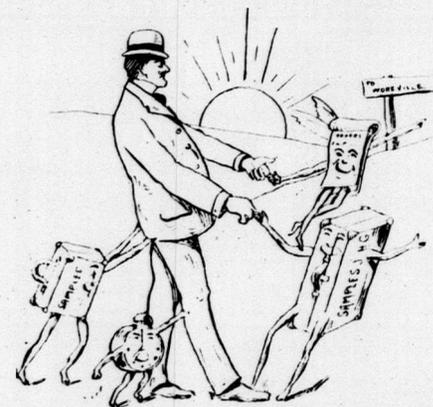
J. E. Adams will go on a fishing trip to Stoney Lake.

C. E. Kyle will recuperate at the Welland, St. Kitts.

J. W. Shouldice will enjoy the scenery at Balsam Lake.

A. J. Chalue will go to Manitoulin and incidentally see his friend, Mr. Gamey.

R. Muat will take a run down to Kingston and the Thousand Islands.



August 15th.—Back from the Holiday.

R. E. Smith will spend the holidays in Hamilton.

Representatives of The Eby Blain Co., Limited:

J. W. Borsbery will take a trip to Muskoka and the Soo.

F. J. Watson will visit Winnipeg.

R. W. Ritchie will rest at Orangeville.

W. T. Wickham will be found at Brantford.

H. A. Ernest will spend his holidays at New Hamburg.

J. A. Milne will take a trip to Manitoulin.

T. A. Wilson will catch fish in the Rideau Lakes.

Representatives of Warren Bros.:

E. G. Williams will be found at Niagara-on-the-Lake.

W. B. Dack will take a trip to Grand Rapids.

Wm. Glover will spend the two weeks at Saratoga.

Col. Stowman will spend the holidays in Hamilton.

D. J. Warren will join those at Niagara-on-the-Lake.

Representatives of John Sloan & Co. : J. B. Mayled will be found at Southampton ; J. Hayden will spend his time at Preston and St. Kitts.

H. Brett will go on a fishing trip to Cabocok and Lindsay.

Fred Ramsey will holiday in Muskoka. W. Maxwell has just returned from Orchard Beach and Lake Champlain.

Chas. Parsons will live on the Island. F. C. Manning will visit Stouffville and Jackson's Point.

F. M. Tait will stay at Oshawa Beach. Frank M. Sloan will spend the holidays in Muskoka.

Representatives of T. Kinnear & Co. :— R. Keyes will find his recreation at Southampton.

E. G. Bingham will be at Barrie. L. Chapman will be found at Sault Ste Marie.

J. B. McRae will spend his holidays on a fishing trip.

T. H. Kinnear will spend the vacation in Muskoka.

T. Kinnear has just returned from the Coast.

Representatives of F. W. Humphrey :— T. Dowswell will take a trip through the Muskoka Lakes.

T. L. Willis will accompany Mr. Dowswell.

Wm. Kindree will holiday at Jackson's Point.

Wm. Mitchell will try the fishing in Scugog Lake.

J. Shaver will recuperate at Orangeville.

TRAVELLERS' NOTES.

Ma and Mac are off on a honeymoon trip up the Georgian Bay.

THE BRANTFORD TRAVELLER'S YARN.

(By a Young Traveller.)

THE Hamilton traveller finished his yarn with a sigh and sank back into the balsam boughs. Only an occasional glow from his pipe revealed the contented smile which played over his features ; while from his lips there floated an occasional ring of incense.

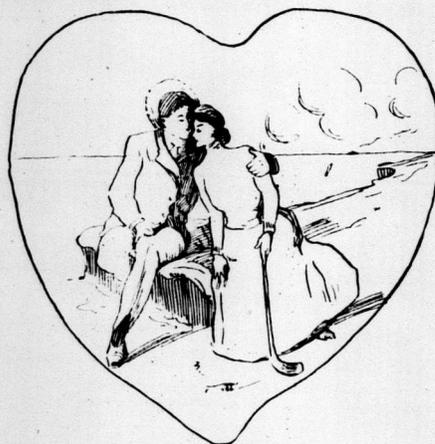
A solemn silence hung over the party. The London man looked as if he had lost his sample case, and the big fellow from Toronto bore a pained expression on his boyish countenance. The old duck from Brantford, half hidden in the shadow, alone appeared unruffled. The man from under the mountain had scored. There

was no doubt of it. He was ready to admit it himself.

The party were spending the fortnight under canvas and the Muskoka zenith, and this was their first night in camp.

An afternoon spent hooking the speckled beauties followed by a hot fish supper ran well into the night, and now with the camp-fire burning clear and the pipes smoking free, the campers lounged carelessly on piles of evergreens, while the stars twinkled brightly overhead and the waves lapped gently against the rocks on the shore.

Upon this sacred stillness the Hamilton traveller had rudely broken and recited his tale. His comrades were justly aggrieved, especially, as the London man urged, he had set such a hot pace. But the Hamilton man cared not, and puffed away like a god, careless of mankind. The Windsor man was wondering where he had heard that yarn before ; and the cub traveller from Guelph was marvel-



A SERVICEABLE GRIP. Much used in the Good Old Summer Time.

ling at the mendacity of mankind, when there was a crackling of branches on the tent side, as the Brantford man sat up and reached over for a coal to re-light his brier.

" Yes," he said, as he sank back again into the shadow, " that was a pretty fierce storm, but it was nothing to one I experienced last August at Pine Lake. You will remember, boys, I was not with you last year. My wife's rich aunt was visiting us, and we thought we would make things solid with the old girl by treating her right up to the handle.

" Well, we hired a cottage at Pine Lake and packed off the wife, the kids and the old girl for the Summer. I was to run down during the August vacation.

" I was late getting in on my last trip, and on calling round to the house, I found a letter from my wife. She had arranged to give a small reception in honor of the aunt, and I was to bring the ice-cream without fail.

" Well, boys, I was up a tree. The train left in 20 minutes, and here I was half a mile from the station and another half-mile from a confectioner's. But if travelling does one thing for a man it trains him to think quick. I had figured it out in half a minute. There was a lightning freezer in the warehouse, why not take it along and make the ice-cream when I got to the cottage ?

" No sooner said than done. I caught on to the rear platform of the last coach as the express pulled out and swung the freezer in behind me.

" There were a half-dozen of the boys on the train, and they guyed me a lot about the freezer, but I wasn't going to disappoint the old girl ; not on your life.

" My train was delayed by a steer that insisted on derailing a freight ahead of us, and it was just dark when I got to the cottage, and sneaked in by the back way, for I saw that the company was there ahead of me, and I had had enough guying about the freezer that day already.

" Mary was in the kitchen when I got there, all in a flurry because I had not turned up. I explained the situation in three words. We have been married now 15 years and I never saw Mary rattled before, but I guess we were both up in the air that night. Well, I scalded out the freezer and Mary set to work mixing up the eggs, milk, sugar and things that go to make a bang up frozen confection, and it was not long before we had the stuff all ready and the lid of the freezer battened down, when Mary suddenly remembered that there was not a pound of ice on the shore.

" I can usually see the funny side of a situation, and I laughed, just one short-lived cut-off in the pride of youth sort of laugh. Mary gave me a look, and I went out on the shore to smoke.

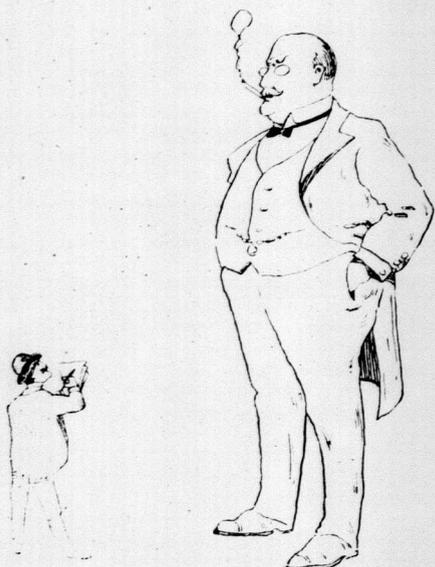
" There had been a storm brewing that day, not only in the domestic circle, but in the blue empyrean. Hot ! Well say, boys, you know that cocker spaniel of mine but that's another story. It was one of those intensely still nights when all nature seems overawed by the impending devilry of the elements. The stillness was oppressive ; the heat grew more and more intense. The shore side of the heavens was one great blot of Stygian blackness. Not a cricket chirped.

" Suddenly the air grew ves. was a rumble in the deepened into a roar down on our li' knew what The rain snapped was I am

CIE,
al, P. Q.

storm made me do some tall thinking. The rain must have lasted about two minutes, when the noise and roar redoubled. You would have thought an army corps equipped with maxim guns were outside storming a citadel. Then the hail struck us. Hail! Well, I guess! The first gust took off our chimney as neat as wax. There was not a piece of brick left the size of a walnut. The hail stones didn't do a thing to them. But that is not what I set out to tell you. When the storm was over, and it didn't last five minutes altogether, there were three bushels of hail stones in the corner of the kitchen. Came in through where the chimney had been; and, what has always puzzled me since, is how some of them got through the hole.

"Say, I didn't lose much time. Mary had been depending on that ice cream, and I'm not the man to disappoint a



you and JONES.

You approach him for an order in the city.

woman. I picked out eight or ten of the smallest of those hail stones, broke them up with a hatchet, and when Mary had summoned up enough courage to come out to the kitchen again, I had that cream frozen to a standstill.

"Say, boys, when I told the aunt next morning how I worked the ice cream racket, do you think she would believe me? Not much! But when I took her out to the kitchen and showed her what

of those stones, she gave right sized for doubting my word to spend this Sum- antation in Cali- here to night. was a great

ght to liberal d put book

hands cordially with the old duck, and the Windsor man nodded approvingly to the cub from Guelph.

A TRAVELLER'S TRUE STORY.

A traveller who has just returned from a few days' fishing expedition near Parry Sound, tells a story which, while to some may seem incredible, he declares to be positively true. After some time spent in casting his line, he hooked a black bass, which he threw in a pool of water which lay in an indentation in the top of a rock. After again casting his line into the water and catching no more fish, the idea struck him that he would use the tail of the black bass for bait. He took the fish from the pool, struck its head on a rock and then cut off its tail, which he placed on his hook, throwing the body of the fish again into the pool of water. Again he was unsuccessful in catching more fish and, pulling his line from the water, he threw his rod over his shoulder and stood gazing at the scenery. All at once he felt a jerk upon his line, and in looking around, found that the bass which he thought he had killed had swallowed its tail with the hook on which it was used as bait.

DRUMMERS' "SNACK" AT ALTON.

For the seventh year the drummers' snack at Alton has turned out a great success. Saturday last all of Alton's business places closed up; the farmers from the country side flocked in, and the occasion was made a general holiday, the drummers owning the town.

In the morning there were water sports, and in the afternoon field sports, including a baseball contest between Alton and Acton, which resulted in a victory for Acton by a score of 9 to 3.

The Highlanders' band, of Toronto, furnished the music for the outdoor events, and also for the concert which was given in a spacious tent, erected especially for the occasion. The talent, apart from the Highlanders' band and Miss Mabel Thurston, was furnished exclusively by the "drummers," and demonstrated that among those present was matter for several first class vaudeville companies. Sol. Walters, John Turton, Benjamin Hill, Lew Chapman, Jack MacKie and W. Thompson especially distinguished themselves. At the business meeting officers for 1904 were elected as follows: Honorary presidents, William Algie, James Hooper and Dr. Algie; president, E. E. W. Moore; secretaries, William Colville, Toronto, and C. Smith, Hamilton; home secretary, Robert Algie, Alton; treasurer, S. E. Ryan; executive committee, R. Keyes, Bert Menzie, F. C. Hunt, John MacKie, E. F. Clarke, Guy

Long, F. Menzie, W. H. Thompson, Robert Algie, C. Smith, S. E. Ryan, and William Colville; honorary members, Sol. Walters and Benjamin Hill.

The travellers present included representatives from Toronto, Hamilton, London, Guelph and Owen Sound, among whom were R. Keyes, James Hooper, C. Smith, F. C. Hunt, B. T. Ward, G. H. Long, T. E. Ryan, C. T. Beatty, J. M. Smith, J. E. Smith, J. C. Sloan, J. Yates, G. Takamoto, A. Hibbert, J. Duffy, T. Myers, J. Maxwell, W. N. Irving, L. P. Mason, D. G. Grant, W. E. Armstrong, E. G. Bingham, T. Scott, D. F. Griffith, P. R. Doherty, E. F. Clarke, F. H. Cockburn, S. H. Moore, Fred Perry, J. R. Haggens, R. Ritchie, Arthur Eaton, James M. Smith, G. E. Dune, W. H. Thompson, E. E. W. Moore, H. B. Kilrest, I. F. Oke, P. Jardine, John MacKie, John Marshall, John Tuskin, Bert Menzie, Lew Chapman, Frank Menzie, A.



YOU and JONES.

He approaches you for pointers on the trout stream.

Davern, John Carrey, Sol. Walters, Ben. Hill, M. Thursman, John Stoneman, M. O. Rowan, George G. Austin, W. O. McKimmon, S. M. Mondo, H. Hart, W. G. Wallace, James Coone, Robert Aiken, John Mackie, — Ledger, J. Turton, C. Manson, W. Milligan, T. Johnston, J. Millar and W. Colville.

The people of Alton are voted jolly good fellows, opening their homes as they do year after year for the drummers' event. The travellers particularly appreciate the efforts of the ladies who have been assiduous in helping on the affair.

IS IT TRUE?

I hear that some vinegar, tea and spice travellers are endeavoring to "make hay while the sun shines" during the grocer travellers' holidays. If such be the case, I hope that these gentlemen will receive but scant courtesy from our friends the retail grocers, and that they will also be remembered by all of us who are taking a well-earned holiday.

WATCH-DOG.

Hamilton, August 4.

HOLIDAYS--

ARE STILL THE ORDER OF THE DAY WITH OUR TRAVELLERS—AND WILL BE UNTIL THE END OF NEXT WEEK. IN THE MEANTIME WE SOLICIT YOUR ORDERS.

WRITE, WIRE OR 'PHONE—US

AT OUR EXPENSE. ALL ORDERS SHIPPED SAME DAY AS RECEIVED.

Canned Goods.—New Pack—Wait for our Travellers—They have an interesting line to show you—“ANCHOR” Brand—Quality the Finest—and Prices Right.

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

Travellers' Holidays

Write
'Phone
or
Wire

} at our expense orders for prompt attention during Travellers' Holidays, August 3rd to 15th.

WARREN BROS. & CO., - - TORONTO

“A WORD TO THE WISE IS SUFFICIENT.”

Don't delay,—if you have not arranged for your supply of

BARBADOS MOLASSES

Write for our quotations NOW.

We have a direct schooner on the way with

1,000 Packages Pure Barbados Molasses—

The shortage this season is over
17,000 Puncheons—Look for higher prices.

LAPORTE, MARTIN & CIE,

Wholesale Grocers,

Montreal, P. Q.

THE WALL PAPER TRADE

The New Fall Goods.

THIS year the variety, both of pattern and color, and the taste displayed in the wall papers, surpasses the efforts of any preceding year. A run over the new offerings has fully demonstrated the fact that in Canada we are manufacturing as tasty and up-to-date wall-coverings as any country in the world. We do not, it is true, produce the Japanese, or the very expensive styles of the United States, but outside of a very few lines, our patterns for next year should be a matter of pride to every Canadian.

The most notable features of the new designs are the beautiful clear colorings and the deceiving imitations of almost any woven fabric. The most delicate as well as the deepest shade appears with a distinctness and decision which inspire confidence in their lasting qualities, and the care exercised in the blending of colors bespeaks a like care in the quality of paper and filling of orders.

To a representative of THE CANADIAN GROCER the new samples were a revelation. Hundreds of designs that were previously firmly believed to be obtainable only by importation were shown him as products of our own mills, and it was with a thrill of pride that he recognized the progress that is being made.

The moire papers that sold so well last season are shown in great variety, both plain, flowered and striped, smooth and embossed. One large intricate design in a yellow and white would convince anyone at a distance of a few feet that it was a silk cloth, and many others were very difficult to think of as paper. Gold as well as silver moire effects are used, and a combination of small stripes and flowers on a moire background with a dotted gold line running through it was particularly attractive. Self-tones in moires and other styles existed in large numbers, and are really the choicest, neatest papers. In many a fine embossed pattern in moire finish ran through the regular design.

Some of the fabric effects are entirely new. The Bagdad tapestry is a perfect imitation of the cloth, and with the colors used, is still more deceiving; the tapestries this year are finer and neater than ever, with some very pretty small floral designs in addition to the regular styles. The Persian tapestry is a most beautiful paper,

being a tapestry with Oriental patterns and colors. The Renaissance designs and stencil effects are also worthy of mention, the former a mass of curves and scrolls, and the latter a mass of square-cut conventional design standing clear-cut on a plain background. The trellis-work with climbing rose that has had such a run in the United States is made here in every color, and for a third wall or panel gives a very decided tone to a room.

The blues and browns are particularly remarkable for their variety of shades that are new and neat, but every color is seen in all its shades. Very many small conventional patterns strive with the larger for favor. Narrow stripes and wide appear, running down to the merest threads. A stripe of two inches plain, with an adjacent stripe of the same width with a small separated pattern, is an ideal bedroom paper.

In the United States there has been a steady demand this season for the moire effects, particularly for use in bedrooms and on ceilings, and also for what is called crown hangings. This term is used to denote the paper where the pattern of the wall is finished in the border, making it appear that the paper was made for the room. Such designs as a clematis or rose vine climbing up over a trellis and bursting into bloom at the top are so beautiful that every one admires them. Some are applying to moire bedroom papers, flowers, and as a frieze for a plain paper the pattern alone of the frieze paper is cut out and pasted over the wall paper, providing a less symmetrical and stiff dividing line.

In nurseries and other children's rooms the English picture papers are in demand. Some of these are illustrated with the Mother Goose stories and rhymes, forest scenes, streams and bridges, games and animals.

Japanese designs in dark shades are being sold for dens, and for the same room there are many Eastern designs similar to those used in carpets or shawls. Most of the latter come from France. Germany, too, is providing her share; one paper for a bathroom shows a yacht and an old sailor, and others are gay with brightly-colored birds and flowers.

A new paper on the Yankee market is called Sanitas; it is made of cotton cloth and finished in oil colors in prints, plain colors and tiles, and in dull, glazed and varnished effects.

New Lines of Wall Paper for 1904.

THE new line of samples for 1904, which has been prepared by Stauntons Limited, Toronto, will doubtless be looked upon by the trade as the choicest collection ever shown by this house. Their travellers are starting out on the road with every confidence in being able to more than meet any competition with the new samples.

Every possible need of the retailer seems to have been provided for, from the highest grade right through to the very cheapest lines, and the firm seem to have been particularly fortunate in their selection of designs. It is a real pleasure, in turning over this line, to see how the best has been taken out of each and every design. Those accustomed to looking over the many lines that are out on the market each season know how often the value of a good design has been lost in the coloring; but here we see the color scheme in every design developed to such perfection, that one feels the mastery of this art possessed by those responsible for this important branch of the work.

All the popular styles are well represented, and in addition to this some attractive novelties are provided, but care has been taken when selecting these to avoid having extremes that would remove them from the class of every-day sellers. Moire silk patterns for walls and ceilings in very handsome effects are to be seen. Among the tapestries is a very handsome Bagdad stripe, also a Persian paper produced in the rich bright effects so characteristic of the East. A number of attractive stripes in silks and plain two-tone effects should prove very interesting to the decorator. An extensive line of silk papers is shown in a great variety of designs and colorings. The rich effect of these beautiful papers makes them more extensively in demand than ever. Some new pulp grounds are shown with a rich stained effect, and these are specially decorative in producing fibre effects. The firm also shows a good range of small stencil effects, on both silk and plain grounds. These are particularly well adapted for libraries, vestibules, etc., also for panelling and other special work.

Messrs. Stauntons Limited, Toronto, extend a cordial invitation to any of the wall paper trade visiting the "Queen City" during the Exhibition, or at any other time, to visit their factory, 911 Yonge street. The firm are always glad to meet any wall paper dealers and to show the process of wall paper manufacture. Dealers who wish to place their orders for Spring requirements while in Toronto will be carefully attended to.



Wall paper dealers who intend to have the "Best that is to be had" should see the "Staunton" samples before ordering for Fall or Spring.

Our designs are so attractive and our colorings so effective that the dealer handing "Staunton" Wall Papers will extend his trade and his profits.

Don't buy till you see our line.

Chinaware

Open stock patterns in
Finest Quality German
 and
Haviland French



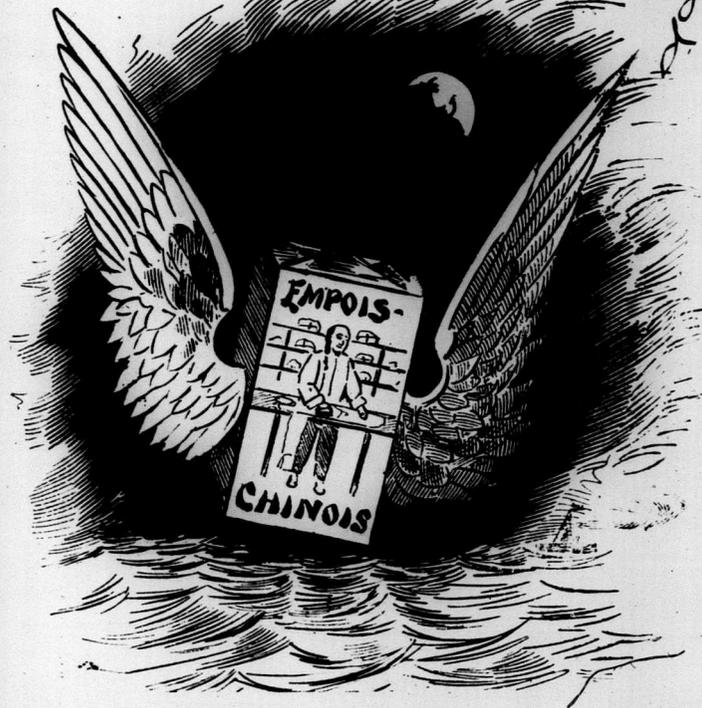
"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO.
 MONTREAL, 301 St. James St.,



A Product without a Rival!

Only a superior product is worth handling.

A poor product is swallowed up in competition with its superior rivals.

The reputation of the famous CHINESE STARCH has crossed the Pacific Ocean on the wings of fame and in the last few years this Starch has been placed in the hands of another people—the Canadian.

To-day, CHINESE STARCH is an indispensable friend in our households. It rules the laundry. It gives to the linen a substance and an incomparable gloss. It shortens the hours of the laundress. It enables the iron to slide smoothly over the ironing-board.

In other words, it is the life of the steaming-tub and the motive power of the smoothing-iron. It is indispensable in every good laundry. Our laundresses know it, use it with pleasure and recommend it to their neighbors.

This superior article sells at only **10c.** per package.

ASK YOUR JOBBER FOR IT.

For Sale Everywhere. — Beware of Imitations.

Demand the genuine CHINESE STARCH which is manufactured solely by the

OCEAN MILLS, ÷ MONTREAL

We have made quality our watchword. From the leaf to the table we look after

Blue Ribbon Ceylon Tea

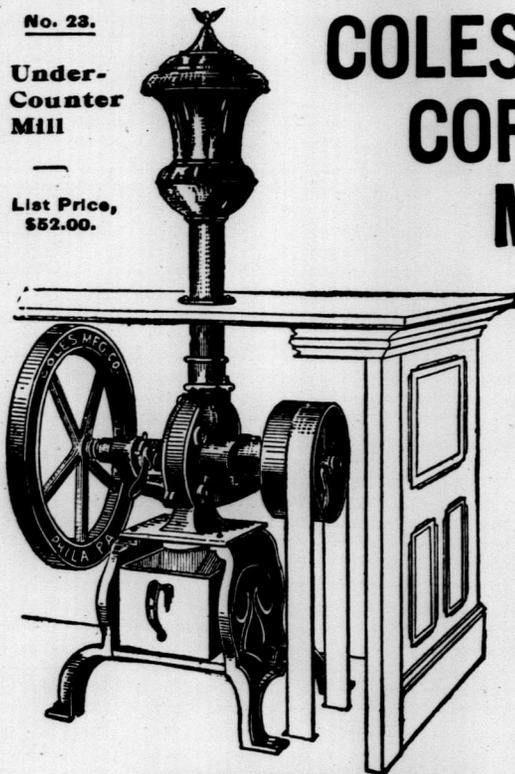
carefully. The tea is the best "hill-grown" in Ceylon. The curing process is supervised by experts. The result — a delightful beverage, one you can recommend as the best.



No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES 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

2

The following letter speaks for itself:

ESTABLISHED 1871

2

Memo from

SPROAT BROTHERS

185 Eglinton Street,

Glasgow, Scot., 9th July, 1903.

MESSRS. THE F. F. DALLEY CO, LIMITED,
Hamilton, Canada.

Gentlemen:—

We have handled the best of American and British Polishes, but, in our experience the "2 in 1" Shoe Polish which you make is absolutely the most perfect and undoubtedly is entitled to what you claim it to be, viz., **The World's Best Shoe Polish**, at every point of the compass.

We are,

Very truly yours,

SPROAT BROS.

P.S.—Waiting delivery of the other 10 gross on order.

2

2

RETURNED
AUG 24 1903
Cut-back
R. 187
RETURNED



President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

OFFICES.

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

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

THE BEET-SUGAR INDUSTRY.

THERE are four beet-sugar factories in Ontario, and they are being watched with great interest in the experiment they have undertaken. If it can be demonstrated that the raising of sugar beets and the production of sugar therefrom can be made permanently successful over a considerable district in Ontario the door will be opened for a very extensive industry. Our consumption of sugar, which is yearly increasing and which will continue to increase with our rapidly-growing population, will absorb the product of 30 ordinary factories.

The money which would thus be kept within the country would aggregate an immense sum. At the same time the by-products would form the basis for other extensive industries and the pulp makes an excellent fodder for cattle either for milk or beef.

The shortness of the season, giving the employment an intermittent character, is a disadvantage which would be discounted by the growth of auxiliary industries above referred to.

The companies in the field are reticent

when approached for information as to prospects, but from letters at hand it may be gathered that though somewhat backward on account of the cold weather during the month of June the present crop outlook is very satisfactory. One factory reports in the neighborhood of 4,000 acres of beets under cultivation, and another that the acreage is large, exceeding that of last year, and distributed among 1,200 farmers. One company is putting in a \$75,000 pulp dryer, so that this by-product may be shipped to all parts of the province in bales as a fodder.

The tone of the communications received from the beet-sugar people was confident, and from the experience of the Michigan beet-sugar centres there seems good reason to anticipate success for the industry.

The withdrawal of the European sugar bounties in accordance with the Brussels convention, which is to take effect September 1, should have a stimulating effect on the Canadian industry, and the surtax on goods from Germany, the source of much of our imported sugar, incidentally, of course, affords a measure of protection.

THE ACCUMULATION OF BUTTER.

WHAT is becoming of our butter? As noted in our market columns, exports of Canadian butter to date aggregate 61,000 boxes, as compared with 133,000 boxes for the corresponding period last year. There is no reason to believe that the make has been less this year; in fact dealers are unanimous in declaring that there has been much more butter made this year than last.

For the last month the export trade has been exceedingly dull, and from the above figures there must be at least 72,000 boxes in cold storage awaiting a turn in the market, and every day accumulations are increasing.

A number of commission merchants who were interviewed on the subject declined to hazard any prophecy as to the course of the market, but one was emphatic in declaring that butter must be bought here at lower rates if it was hoped to unload on the English market.

In the meantime, the problem remains as to the whereabouts of these large accumulations.

MOLASSES SITUATION.

THAT the situation of molasses is shaping to an interesting position will be apparent to our readers by glancing at the comparative statement of exports to July 16, 1902 and 1903, given below. From this report, which is authentic, as it is compiled from lists of aggregate shipments as shown by the market reports from all the commission houses in Barbados, it is clearly evident that the trade will have to look for higher prices. The fact, and an important one to bear in mind, is that the season of 1902 was commenced with larger stocks in importers' hands than was the case in 1903, and as the stocks in the United States, Newfoundland and the Maritime Provinces are only normal, these points cannot be looked to very confidently to supply demands from here:

COMPARATIVE STATEMENT OF MOLASSES EXPORTED TO JULY 16, 1902 AND 1903.

	Puns.	Hdds.	Bbls.	Equal to total Puns.
1902 { United Kingdom.....	393	1	1	393
United States.....	1,381	85	81	1,443
Newfoundland.....	13,217	1,940	2,626	14,843
Montreal.....	11,215	1,018	631	11,881
Quebec.....	3,914	755	391	4,388
British Provinces.....	7,804	696	1,515	8,531
Total.....	37,924	4,495	5,245	41,470
1903 { United Kingdom.....	193	1	1	193
United States.....	577	39	15	629
Newfoundland.....	11,517	1,776	2,126	12,336
Montreal.....	600	77	73	656
Quebec.....	1,501	473	341	1,822
British Provinces.....	7,445	767	769	8,020
Total.....	21,833	3,192	3,324	24,256

In 1902 there were 3,900 puncheons shipped from Barbados after July 16, and the most reliable information places the quantity remaining for shipment this year, after same date, as 3,500 puncheons, nearly all of which will go to the Maritime Provinces. It is only necessary to compare the quantities sent to the St. Lawrence in 1902 and 1903 to see that there will be the greatest scarcity of molasses this year that Canada has ever experienced, especially as the season of 1902 was commenced with larger stocks in importers' hands than in 1903. Imports to the United States, Newfoundland and Maritime Provinces are only normal, and these points will probably not have very much to resell.

TECHNICAL EDUCATION IN GERMANY—ITS LESSON.

GERMANY is, par excellence, the land of paternal government, of state-owned and operated railways, of universal and compulsory military service, of compulsory industrial insurance, of protective tariffs and export bounties. Its government, in form an autocracy, is in substance a bureaucracy, and with the omnivorousness characteristic of the bureaucracy it has arrogated to itself many functions which we, with our *laissez faire* doctrines, have left to individual initiative.

We, with our inherited traditions of individual liberty and jealousy of governmental interference, have been perhaps too ready to agree to the proposition that the best government governs least and to regard with a supercilious compassion our over-governed cousins in Germany.

In the matter of education, the contrast between our system and that of the Germans is clearly marked. Our system provides for primary, secondary and university education, and that, so far, we are not inferior to the Germans is proved by the fact that our graduates who attend the German research, or, rather, investigation schools are in every respect on a par with their German confères.

The Germans also have their primary schools, gymnasiums and universities corresponding to our public schools, high schools and universities, but they have built up alongside these a system of industrial and technical education which has wrought wonders in the industrial life of Germany and become the envy and model of the rest of the world.

Ernest L. Harris, U. S. commercial agent at Eibenstock, Saxony, in a recent report to the U. S. Bureau of Commerce and Labor, gives some interesting information as to the status and growth of industrial schools in Germany, with particular reference to his own district, Saxony.

With a population of slightly over 4,000,000, Saxony has 287 industrial schools, or one for every 14,641 inhabitants. These schools are divided, reversing the order of the report, into (I) industrial primary or continuation schools; (II) industrial schools

for women, girls and children; (III) industrial schools for drawing and painting; (IV) special industrial schools, and (V) advanced industrial schools.

The first class, of which there are 44 in Saxony, are designed to give boys and girls who have completed the public school course a chance to prepare themselves in a general way for some trade or particular branch of industry without the express intention of following the same.

The second and third classes afford general industrial education to women and children, and instruction in painting and industrial design for the artistic textile industries of the kingdom. There are 53 schools in these classes.

The fourth class, special industrial schools, numbers 150 and is most important, training young men to become expert workmen in some 28 different trades, such as architects, barbers, tinmen, brewers, woodcarvers, tailors, lace-makers, watchmakers, etc. The curriculum of the tin and metal includes arithmetic, drawing, physics, bookkeeping, geometry, sketching, mechanics, correspondence, German, modeling, chemistry, besides requiring the student to devote 28 hours each week to practical work in the tin and metal workshops of the school and city.

The advanced industrial schools, of which there are 12 in Saxony, are typified by one at Chemnitz, which is divided into five minor schools, known as (I) industrial academy, (II) architecture, (III) machine construction, (IV) dyeing, and (V) industrial drawing departments. The same standard is required for entrance on these schools as entrance to the universities, with the addition of two years' practical experience in the branch it is proposed to pursue, and the usual length of the course is four years.

These are the schools which have given the Germans the mastery in scientific industry. The term industrial school or technical school gives a wrong impression. They are practically technical universities in which workshop practice is given a large place, and in which speciali-

zation has been carried into every branch. The School of Practical Science in Toronto, the School of Mines in Kingston and the Faculty of Applied Science at McGill in certain lines are performing similar work, but the Germans have provided for every industry in their schools of science, and the Government has found money thus spent to be a most profitable investment. The lower industrial schools, which correspond to the manual training schools now being experimented with in Canada, produce a gratifying skill and dexterity on the part of the workmen, but it is in the trained scientific minds of the graduates of her advanced industrial schools that the secret of Germany's industrial advancement lies.

If the German student has a motto it is "thorough." The secret of their industrial success was found in the bottom of a laboratory crucible. Three years in the primary school, nine in the gymnasium, two years in the workshop and four in the advanced industrial school are required to turn out the German industrial scientist. There are no short cuts.

Manual training schools, drawing classes, popular science lectures, have their place. They produce bright, intelligent workmen. But do not expect too much. The industrial scientist is made, not born. And it takes time to make him. The lesson that Germany teaches is that future industrial success depends upon the application of trained scientific minds to the industrial problems of the day, and the assistance of trained hands in subordination to the directing mind.

MARITIME BOARD OF TRADE.

THE annual meeting of the Maritime Board of Trade will be held in Charlottetown, P.E.I., on August 19. As its name implies, the Board is composed of the representatives from local boards of trade in the three provinces, New Brunswick, Nova Scotia, and Prince Edward Island. Those which annually attend its meetings are representatives of the best business interests of the three provinces.

The Board is not, of course, a legislative one, but it is none the less an impor-

tant and influential institution, and its opinions are respected by the politicians, not only in the Maritime Provinces, but at Ottawa as well.

The members of the Board of Trade, who year after year meet and deliberate upon matters appertaining to the welfare of the commercial interests of the Maritime Provinces, deserve the highest encouragement from the business men in that part of the Dominion. While the Board of Trade receives a great deal of encouragement, it should receive still more; and it is to be hoped that the business men in the Maritime Provinces will take even more interest in its proceedings than they even have hitherto.

There are towns in the Maritime Provinces which are still without local boards of trade, and it is to be hoped that while the existing boards will become even more successful than they have in the past, those towns which are without boards will, during the ensuing year, organize and affiliate with the central organization—one of the most important organizations of business men in the Dominion.

THE VACATION TIME.

THE permanence of the travellers' holiday should now be assured. The trade seem to have taken kindly to the idea. Stocks have been sorted up for the two weeks and mail orders are quite adequate for the little business which may have been overlooked. Office employes have also been turned loose to enjoy the fresh air and sunshine and many houses have made an effort to get all the holidays off by the middle of the month.

The agreement on a common period, which at one time seemed imperilled, has been a most satisfactory feature, and should be extended next year. It is desirable that the manufacturing grocers and allied firms should be enlisted with the general wholesalers, another year, in this holiday movement. Nor should the movement be confined to the grocery trade of Western Ontario. We would commend to the consideration of the different firms interested the proposition of a general Dominion travellers' vacation for 1904. There would doubtless be diffi-

culties crop up. But difficulties are made to be surmounted and no more grateful task could be undertaken than that of harmonizing the various interests concerned.

In the meantime, whether by lake or stream, in the woodland camp or the popular resort, the traveller is extended by THE GROCER the very heartiest wishes for a most enjoyable vacation.

TEA DUTIES.

THE approximate duty on tea levied in different countries per English pound, culled from Gow, Wilson & Stanton's last tea report will prove of interest as indicating the degree to which in the various countries tea is considered an article of necessity or a luxury:

- Argentina, 4½ d. and 12%.
- Australia, free.
- Austria and Hungary, 9¼ d.
- Barbados, 3d.
- Belgium, free.
- Bermuda, 5% ad. val.
- Brazil, 50% ad. val.
- Bulgaria, 14% ad. val. and 4¼ d. excise.
- Canada, free from country of production and U. K., otherwise 10%.
- Cape Colony, 4d.
- Chili, 9d.
- Denmark, 4d.
- Egypt, 8% ad. val.
- France, 9d.-11¼ d.
- Germany, 5½ d.
- Great Britain, 6d.
- Greece, 10¼ d.
- Holland, 2¼ d.
- Honduras, 2½ d.
- Italy, 11d.
- Jamaica, 1/-.
- Mauritius, abt. 3d.
- Morocco, 10% ad. val.
- Natal, 4d.
- Newfoundland, 33% ad. val.
- New Zealand, 2d.
- Norway, 1/-.
- Orange River Colony, 4d.
- Persia and Arabia, abt. 4½ d.
- Peru, 65% ad. val.
- Portugal, 20½ d.
- Roumania, 3¼ d.
- Russia, 8d.-10½ d.
- S. Rhodesia, 4d.
- Spain, 6½ d.
- Straits Settlements, free.
- Sweden, 3d.
- Switzerland, 1¼ d.
- Tasmania, free.
- Tobago and Trinidad, 6d.
- Transvaal, 4d.
- Turkey, 8% ad. val.
- Uruguay, 5¼ d. and 3%.
- U. S. America, free.
- Venezuela, abt. 5½ d.

FIRMS IN VACATION AGREEMENT.

The following are the firms who have concurred in making the first two weeks in August the common vacation for their travellers, and whose men are off the road till August 15, viz.:

Toronto—H. P. Eckardt & Co., Davidson & Hay, Eby, Blain Co., Warren Bros., James Lumbers, T. Kinneer & Co., John Sloan & Co., F. W. Humphrey.

Hamilton—Balfour, Stewart & McLaren, Balfour & Co., W. H. Gillard & Co., Lucas, Steele & Bristol, Jas. Turner & Co., Lumsden Bros., Duncan Bros., McPherson, Glasco & Co., John Stewart.

London—John Garvey, M. Masuret & Co., Edward Adams & Co., A. M. Smith & Co., T. B. Escott & Co., Elliott, Marr & Co., Kerrigan.

Brantford—Geo. Foster & Sons.

St. Catharines—B. D. Voisard & Son.

Guelph—R. & J. H. Simpson Co.

Collingwood—T. Long & Bro., Telfer Bros.

Sarnia—Thos. Kenny & Co.

Berlin—Randall & Rose.

Windsor—J. F. Smyth & Co.

ENQUIRIES ABOUT CANADIAN TRADE.

Enquiries received by the Canadian section of the Imperial Institute, London:

(1) A house manufacturing essences, cordials, crystals, mineral waters, and similar lines asks to be placed in communication with Canadian firms prepared to take up sale of same.

(2) A company manufacturing colored prints, show cards, almanacs, and other specialties wishes to hear from Canadian dealers in these goods.

(3) A firm with offices in Constantinople, Cairo and Alexandria is open to represent manufacturers of goods suitable for their market.

The names of the firms making the above enquiries can be obtained on application to the editor of THE CANADIAN GROCER.

W.H.L.

BACK FROM WELL-EARNED VACATION.

Mr. H. L. Clarke, Haliburton, who has been doing a nice business there for a number of years past has just returned from a month's vacation spent with friends in the Western States. He had rather an unpleasant experience with the C.P.R. steamers. A ticket agent in Chicago sold him a through ticket to Toronto, including berths and meals on the steamer, and made no provision whatever for the berths. The result was that Mr. Clarke and his little family were unable to get any accommodation from Sault Ste Marie to Owen Sound. This is a matter that the higher officials of that company should see to and very promptly. Other business men have suffered discomfort in the same way. The policy of this railway company has always been to do everything possible for those using their line, and no doubt they will follow this matter up, and deal very severely with the careless official in Chicago.

We do not pretend to be gifted with second sight or possessed of Infallible Judgment.



But we **do** claim to have facilities to base reasonably sound conclusions upon, that are denied many others.

In the matter of "SALADA" Natural Ceylon Greens for example. With our large, varied and constantly expanding connection, we have been able to test these against Japans in the most thorough manner. . . The result being a continual flow of repeat orders, that puts contra argument out of court.

"SALADA" Natural Green is sold in sealed lead packets only, same form as the famous Black Teas of this brand.

TERMS AND SAMPLES ON APPLICATION.

Address "SALADA," Toronto or Montreal.

The Australasian Grocer
 The Organ of the Grocery, Provision and kindred Trades of the Antipodes.
Subscription \$2.50 per Ann.
 post free to any part of the world.
 A handsome Diary is presented free to annual subscribers.
PUBLISHING OFFICES:
 Melbourne, - - Fink's Buildings.
 Sydney, - - Post Office Chambers
BRITISH OFFICES:
 London, - - 42 Cannon St., E.C.
CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E. C.**
Specimen Copies Free on Application.

Wherever there are women who take a pride in the daintiness of their linen, there is a demand for
Celluloid Starch
 Never Sticks Requires no Cooking.
 Women who have used it will use no other kind. The more homes you introduce it into, the more business you'll get, for women appreciate a tip like this.
 We are trying to induce you to sell Celluloid Starch, in the interests of our own pocket, but we can only do this by making it interesting to your pocket. There is good profit for you in selling Celluloid Starch.
THE BRANTFORD STARCH WORKS, LIMITED.
 BRANTFORD, CANADA.

TEAS.

The home market in tea has not been marked by great activity since our last issue. Prices continue to rule firm at previous strong basis. The London market reports an improved tone on Indian teas, the offerings being of a particularly attractive character, the Assam and Darjeelings showing some fine selections. Some extra bright tippy broken Orange Pekoes met with strong competition at 2s. 2½d. and 2s. 10½d. Ordinary grades were in fair demand and ruled firm at fully up prices. Ceylons were in improved demand, and the outlook is considered most promising; the quality shows still further improvements. In China tea the first direct shipment of new season's tea has arrived, making good show for quality, and went off readily, the finest grades reaching up to 2s. per lb. Java tea received a fair share of attention, and prices in all grades were fully maintained. We quote:

Congou—half chests, Kaisow, Moning, Paking.....	0 12	0 60
caddies, Paking, Kaisow.....	0 19	0 50
Indian—Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchongs.....	0 19	0 25
Ceylon—Broken Pekoes.....	0 36	0 42
Pekoes.....	0 27	0 30
Pekoe Souchong.....	0 17	0 35
China—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	0 32
thirds.....	0 16	0 18
common.....	0 15	0 32
Pingsueys—Young Hyson, ½ chests, firsts.....	0 18	0 19
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	0 20
Common.....	0 19	0 19

FOREIGN DRIED FRUITS.

A slight falling off in demand has been noticeable since our last issue. Trade on the streets for futures, however, shows a degree of activity. Primal markets denote general satisfaction in the outlook for coming crops, and are expected to be good, both in quantity and quality. We quote:

CURRANTS.		
	Per lb.	Per lb.
Fine Filiatras.....	0 05	0 05
Patras.....	0 06	0 06
	up	Vostizas.....
		0 07

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

DATES.		
	Per lb.	Per lb.
Hallowces.....	0 04	0 05
Sais.....	0 03	0 04
	Fards.....	0 07

PRUNES.		
	Per lb.	Per lb.
100-110s.....	0 04	0 04
90-100s.....	0 04	0 05
80-90s.....	0 05	0 06
70-80s.....	0 06	0 07
60-70s.....	0 07	0 07
50-60s.....	0 08	0 08
40-50s.....	0 08	0 10

CANDIED PEELS.		
	Per lb.	Per lb.
Lemon.....	0 10	0 12
Orange.....	0 11	0 13
	Citron.....	0 15

FIGS.		
	Per lb.	Per lb.
Tapnets.....	0 04	0 15
Naturals.....	0 06	0 09
	Elemes.....	0 10

APRICOTS.		
	Per lb.	Per lb.
Californian evaporated.....	0 08	0 12

PEACHES.		
	Per lb.	Per lb.
Californian evaporated.....	0 08	0 12
Old stock, on track, Toronto, per bag.....	1 25	1 35
New American, on track, Toronto, per bbl.....	5 00	5 00
Old stock, on track, Toronto, per bag.....	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Eggs unchanged. The receipts are large and so also is the loss off. Demand is as fair as can be expected at this season. We quote:

Fresh laid eggs, per doz.....	0 14	0 14
-------------------------------	------	------

HONEY.—The market is beginning to open for honey, but buyers and sellers are apart in their views. There appear to be large offerings and a good quality of stock. The range in extracted depends on the size of package. We quote:

Extracted clover, per lb.....	0 06	0 07
Sections, per doz.....	1 00	1 50

WHITE BEANS.—These are meeting some demand for campers' supplies. We quote:

	Per bush.	Prime.....	Per bush.
Mixed.....	1 50	1 80	1 90
Handpicked.....	2 00		

DRIED APPLES.—These are featureless at this season of the year. We quote:

Apples, dried, per lb.....	0 03	0 03
----------------------------	------	------

POULTRY.—This is picking up some. One dealer reported quite large lots handled this week. We quote:

Spring chickens, per lb.....	0 12	0 14
Old hens, per lb.....	0 08	0 09

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market continues to be the scene of operations aggregating large amounts each day. The holiday on Monday and rain Tuesday left the market somewhat congested that afternoon, but, as a rule, there is no difficulty experienced in disposing of offerings. Oranges have eased off about 25c. since last week, and Canadian tomatoes have fallen from 81 and 81.25 to 75 and 85c per basket. California pears are offered at 83 to 83.25, and watermelons can now be bought for from 20 to 30c. We quote:

Mediterranean sweet oranges.....	3 75	4 00
Sorrento oranges.....	3 00	3 50
Late Valencias.....	4 50	4 75
Pineapples, per crate.....	3 50	3 75
Bananas, per bunch for ordinary.....	1 00	1 50
large bunches.....	1 75	2 00
Messina lemons, per box.....	3 50	4 50
Limes, per crate (8 doz.).....	1 25	1 25
Raspberries, Canadian, per qt.....	0 06	0 08
Tomatoes, per crate (4 baskets).....	0 80	1 00
Tomatoes, bush, crate.....	2 75	3 00
Tomatoes, Canadian, per basket.....	0 75	0 85
Canadian apples, baskets.....	0 15	0 30
Cocoanuts, per sack.....	3 50	4 00
Canadian peaches, per basket.....	1 25	1 50
Gooseberries.....	0 70	1 00
California peaches, per box.....	1 50	2 00
plums.....	1 50	2 50
California pears.....	3 00	3 25
Watermelons, each.....	0 20	0 30
Cantaloupes (musk melons), per crate.....	3 00	3 50
Red currants, per basket.....	0 50	0 75
Black.....	0 90	1 00
Blueberries, per basket.....	1 00	1 25
Canadian peaches, per basket.....	0 30	0 50
Lawton berries, per qt.....	0 08	0 09
Canadian plums, small basket.....	0 40	0 50
large.....	0 40	0 75

VEGETABLES.

The vegetable market shows a brisk business. Supplies are large and the quality of the stuff marketed is excellent. Weather conditions are excellent and the gardeners are satisfied. Green peas bring 20 to 25c. per peck; new potatoes have eased off 5c. on the bushel; parsnips are now worth 30c. per bunch; green corn is down to 12½ to 18c. The first egg plants have appeared at 75c. to 81.25; pumpkins at 75c. to 81.25, and butter squash at 81.25 to 81.75 per dozen. We quote:

Cabbage, per doz.....	0 40	0 60
Green peas, per peck.....	0 20	0 25
Green peas, per bag.....	0 75	1 50
New potatoes, Canadian, per bush.....	0 45	0 55
Cucumbers, Canadian, per basket.....	0 25	0 25
Egyptian onions, per 100-lb. sacks.....	2 75	3 00

New Lemons
Fancy Oranges
Bananas

GET OUR PRICES
WHITE & CO.
Toronto.

Our goods are the
freshest and
best to be
had.

Watermelons
Peaches
Pears
Plums.

 **The Best of all**

FLY Killers
is
Wilson's Fly Pads

Sold Everywhere.
10 CENTS

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply, "**COMMISSIONER,**"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

FRUIT.

Our prices are right.
Our goods are right.

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants,
82 Colborne St., TORONTO
Phones - Main 54, Main 3428.

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

McWILLIAM & EVERIST
FRUIT and VEGETABLES.
Telephone Main 645, Office 3394, Warehouse
...TORONTO

THE MARKETS

The Canadian Grocer

anticipated that still higher figures will rule. Zanzibar cayenne is scarce and firm, cloves are also higher, nutmegs quiet and nothing much doing. All China cassias have advanced and look strong. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
" " Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Afghan	0 12	0 13
" " ground Japan	0 15	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

RICE AND TAPIOCA.

A firmer tone is apparent in rice, the recent advance of 10c. per 100 lb. in "B" and "C" rice stimulating the demand. Millers state higher prices within the range of possibilities. From reports of Mt. Royal Milling & Mfg. Co. we learn that in Europe rice has been advancing at the rate of about 1 1/2d. per cwt. per week for several weeks past and the market is still tending upwards. The crop in Japan will be about 1.3 of last season's. The unsettled condition of affairs between Japan and Russia has caused the former to conserve its supply of rice and the Japanese Government is apparently preparing for possible contingencies, and looking after its food supplies. We quote:

B rice, in bags	3 40
" 1-bags	3 40
" 1-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" 1-bags	3 30
" 1-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62 1/2
" " in 1-bags	4 75
" " in 1-bags	4 87 1/2

In the open territory prices are about 10c. less.

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87 1/2		
Indian Bright	3 60		
Java Caroline	3 50		
Lustre	3 75		
Snow Japan	4 87 1/2		
Japan Ice Drips	5 25		
Tapioca, medium pearl	0 62 1/2	0 63	
" seed pearl	0 03	0 03 1/2	
" flake	0 04 1/2	0 05	
Imported Italian	0 09		

TEAS.

The chief interest in teas seems to be centered in Japans and Ceylon greens. In the former a few days ago it was expected that lower figures would eventuate in second and third crops, but did not materialize, on the contrary cables have been received to-day showing an advance of 1 per cent. on teas from 17 to 20c. for immediate shipment. China greens have eased off considerably during the past week and while there has been good speculating going on in the primary markets, it is very uncertain how Ping Sueys will be for the balance of the season. In China blacks there is not much change to note, lowest spot quotations for small lots being in the neighborhood of 7c for common and there is absolutely no inquiry for teas of this grade with exception of a few Pan Yongs and Paklings at from 10 to 13c. During the past few days there have been some inquiries for Formosa Olongs, ranging from 26c. to 35c., but the market, as is usual at this time of the year, is comparatively bare of such goods. We quote:

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10

Pealeaf Gumpowder	0 21 1/2	0 23
Common	0 12 1/2	0 15
Ceylon blacks	0 14	0 18
Indian	0 11 1/2	0 20

FOREIGN DRIED FRUITS.

Currants, unchanged from last week's figures. Raisins also are quiet, and demand moderate. Sultanas have dropped off this week, the crop prospects being excellent and stocks of last season large. The low prices ruling will likely increase the demands. In nuts, no change is noted. Prunes are 1/2c. higher than last year this time. Apricots 2c. higher. Peaches 1/2c. higher. We quote:

CURRENTS.

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 09	0 12
--------------------------	------	------

VALENCIA RAISINS.

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

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb.	0 04 1/2	0 04 1/2
---------------------------	----------	----------

CALIFORNIA EVAPORATED FRUITS.

Apricots, per lb.	0 10 1/2
Peaches	0 09 1/2
Pears	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
" " Connoisseur Clusters	2 00	2 10
" " Royal Buckingham Clusters, 1-boxes	1 15	
" " Excelsior Windsor Clusters, 18	1 30	1 40

CALIFORNIA RAISINS.

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

PRUNES.

30-40s.	Per lb.	Per lb.
40-50s.	0 09	0 09
50-60s.	0 08 1/2	0 08 1/2
60-70s.	0 07 1/2	0 07 1/2
70-80s.	0 07 1/2	0 07 1/2
80-90s.	0 06 1/2	0 06 1/2
90-100s.	0 06 1/2	0 06 1/2
Oregon Prunes (Italian style) 40-50s.	0 07 1/2	0 07 1/2
" " 50-60s.	0 07	0 07 1/2
" " 60-70s.	0 06 1/2	0 06 1/2
" " 90-100s.	0 04 1/2	0 04 1/2
" " 100-120s.	9 64	0 04 1/2

GREEN FRUITS.

California green fruit has been selling freely, and good prices have ruled. At the sale on Monday, August 3, seven carloads were sold, peaches bringing from \$2.15 to \$2.35; pears \$1.25 to \$1.35; plums \$1.85 to \$2.25. Plums are light crop and other fruits normal with exception of pears, peaches and grapes. Canadian fruit is showing forward freely. Peaches, pears and plums being mostly in evidence. Crawford peaches are still unquoted, clingstones only being on sale and selling from 27 1/2 to 10c. basket, plums 50 to 70c., pears about 40c. A few raspberries still left, going at 7 1/2 to 9c, blackberries 7 1/2 to 9c. and red currants scarce at 5 to 6c. Western tomatoes bring 75 to 90c. basket, with strong demand at those figures. Apples are selling at 15 to 25c. basket. We quote:

California late Valencia oranges	4 00	5 00
Sorrento " 300's, compartment cases	3 50	
" " 300's, ordinary boxes	3 00	
Maiori seedless lemons, 300's, extra fancy	4 00	
Messina lemons 300's, fancy	3 75	
" " 300's, fancy	3 00	
" " 300's, choice	2 75	
" " 300's, choice	2 25	
Cocoanuts, per bag of 100	3 25	
Canadian apples, in bbls.	2 00	3 60
Canadian cherries, per basket	1 50	1 75
" " raspberries	0 08	0 10
Bartlett pears	2 25	2 75
Peaches	1 25	1 50
Plums	1 50	2 25
Pineapples, 24 to case	5 50	
" " 30 to case	4 95	
Bananas	1 75	2 00

FISH.

Trade in general shows strong demand for all kinds of fish. Prices are firm. There is a scarcity this week of all kinds of fresh fish, especially haddock, owing to the appearance of the belligerent dog fish on the fishing grounds. The destruction by fire this week of one of the largest fish houses at Canso, N.S., will tend to stiffen prices. Very little, if any, brook trout on the market, season almost over now in these fish. We quote:

Haddies	0 07	
Smoked herring, per box	0 15	
Fresh haddock, per lb.	0 04 1/2	
Dore, per lb.	0 08	
Pike	0 06	0 06 1/2
Halibut, per lb.	0 10	
Gaspé salmon, per lb.	0 16	
Salmon trout, per lb.	0 08	
" " B.C., per lb.	0 15	
Brook trout, per lb.	0 17	
White fish, per lb.	0 08	
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 50	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring, " "	6 50	
" " per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, new, per bbl.	5 50	
No. 1 large green codfish, per bbl.	5 50	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	0 05
Loose boneless cod, per lb. in 40-lb. boxes	0 05	
Dried codfish, new, per 100-lb. bundles	4 75	
Steak cod	0 05	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 45	
Canadian kippered, per doz.	0 90	
Canadian 1/2 sardines, per 100	3 75	
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size, per doz.	2 25	

VEGETABLES.

The scarcity noted last week continues, and shipping demand is still difficult to satisfy. We quote:

Turnips	0 20	0 22
Carrots	0 10	0 20
Beets	0 12	0 20
Parsley, per doz.	0 20	
Cabbage, per doz.	0 40	0 75
Celery, golden	0 30	
Tomatoes, per box	0 80	0 90
" " Canadian	2 00	2 25

COUNTRY PRODUCE.

BEANS.

Trade is somewhat better this week, inquiries for prime goods being a noticeable feature. We quote:

Choice prime, per bushel	1 75	1 80
" " carlots	1 65	1 70
Choice, small lots	1 20	1 40
Ordinary, carlots	0 90	1 00

HONEY.

Business this past week has shown nothing of an interesting feature. Trade is quiet. New stock is just coming in, but price asked, viz., 8 to 9c., is considered too high for business. Commission houses think 6 1/2 to 7c. about fair figuring owing to supplies of West Indian honey on the market. We quote:

White clover, comb	0 12 1/2	0 13 1/2
White, strained, in tins	0 08 1/2	0 09
Buckwheat, strained	0 06 1/2	0 07
" " comb	0 10	0 11

POTATOES.

New potatoes are coming in freely now, and prices are easing off perceptibly, as last week, 25 to 30c. per barrel. It is expected by jobbers that figures will be lower shortly. We quote:

New, in jobbing lots, per bbl.	1 50	1 75
New, bushel baskets	0 50	0 75
Old, per bbl.	0 80	0 90

MAPLE PRODUCTS.

Market continues steady and the advance in sugar noted last week is maintained. We quote:

New syrup, in wood, per lb.	0 06	0 06 1/2
New syrup, in large tins	0 70	0 75
Old	0 65	0 70
Old " in wood	0 05 1/2	0 06
Pure sugar, per lb.	0 07 1/2	0 08

HOPS.

Trade is very quiet and prices are easy. We quote:

Choice No. 1.....	0 19	0 20
Fair to good.....	0 16	0 18
Yearlings.....	0 09	0 12

ASHES.

The advance noted in our last report does not seem to have to any extent stimulated business, which continues quiet. The market continues firm. We quote:

First pots.....	5 15	5 30
Seconds.....	5 00	5 10
Pearls, per 100 lb.....	6 25	

HIDES.

Trade this week has been of a spasmodic character, though on the whole prices maintained a fair equilibrium. We quote:

No. 1 beef hides.....	0 08	0 09
No. 2	0 07	0 08
No. 3	0 06	0 07
No. 1 buff sheepskins.....	0 77	0 79
Lambskins.....	0 25	0 30
No. 1 calfskins.....	0 11	0 12
No. 2	0 09	0 09 1/2

FLOUR AND GRAIN.

FLOUR.

No change in condition of market this week and no especial feature to note. Orders from country are small, buyers being fairly well supplied. An upward tendency of the market is the feeling of some of the leading dealers. We quote:

Winter wheat patents.....	3 90	4 00
Winter patents.....	4 05	
Straight rollers.....	3 35	3 40
90 per cent. patents.....	3 45	3 60
Extra.....	1 60	1 65
Strong bakers.....	3 45	3 60
90 per cent. bags.....	1 70	1 75
Straight rollers, bags.....	1 80	1 85

GRAIN.

Business continues quiet on spot and demand small. We quote:

No. 1 hard Manitoba.....	0 88 1/2
No. 1 Northern.....	0 87
Rye.....	0 58
Peas.....	0 72
Corn.....	0 60
Buckwheat.....	0 48 1/2
Barley.....	0 52
Oats.....	0 38 1/2
Malt.....	0 75

FEED.

A fair trade is being done in shorts, but the demand for bran is limited. We quote:

Ontario bran, in bulk.....	17 00	17 50
shorts.....	19 50	20 00
Manitoba bran, in bags.....	21 00	
shorts.....	21 00	
Mouillie.....	24 00	30 00

ROLLED OATS.

Market is quiet and jobbing prices unchanged. We quote:

Rolled oats, in bbls.....	3 80	3 85
in bags.....	1 85	1 90

CORNMEAL.

Market continues strong and crop reports from the West point to higher prices in the near future. We quote:

Gold dust, bags.....	1 80	1 90
bbls.....	3 90	4 00
Ordinary, bags.....	1 40	1 45

BALED HAY.

The recent sharp decline in prices for Canadian hay in American markets has produced a weaker feeling on spot on account of the falling off in the demand and the increased offerings, making prices lower in consequence. We quote:

No. 1.....	10 50	11 50
No. 2.....	9 00	10 00
Clover mixed.....	8 00	8 50
Clover.....	7 50	8 00

for carload lots.

RAW FURS.

Quotations as under. Market is very quiet, in fact, as is usual at this time of the year. We quote:

BEAVER—Labrador and choice Eastern.....	Large \$6.00	Medium \$5.00	Small \$2.75	Kitts \$1-1.50			
Territory Rocky Mountains and Western.....							
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	50-75			
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50			
Unprime, or, No. 3.....	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25			
BEAR—Black—Choice only.....	Large 15.00	Medium 10.00	Small 7.50	6.00	3.00	4	Cubs, Year's \$2.00 to \$8.00
Brown.....	12.00	7.00	5.00				1.00 to 5.00
BADGER—Of all sections.....	1	2	3	4			
Dark.....	.50	.25	.10	.05			
Brown.....	6.50	5.00	5.00	3.00	1.75		.50
FISHER—Eastern and far North-Eastern.....	6.50	5.00	3.50	2.00	1.00		.50
Territory and Western.....							
Large.....	4.00	2.75	1.25	.75	.20		
Small.....	4.00	2.75	1.40	.50	.20		
Dark.....	10.00	7.00	4.00	2.50	1.50		.50
Fair.....	7.00	5.00	25.00	20.00	9.00		4.50
Pale.....	50.00-60	35.00	30.00	15.00	5.00		2.50
LYNX—Far North-Eastern.....	Large 4.00-8.00	Medium 6.00-4	Small 5.00-2	2.00	1.00		.25
Territory and Western.....	4.00-8.00	6.00-4	5.00-2	4.00	.60		.20
Dark.....	7.00	5.00	3.50	1.75	2.50		1.00
Brown.....	7.00	2.25	1.50	1.00	.60		.20
Pale.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50		.25
MARTEN—British Columbia, Northern Pacific and similar.....	Large 4.00	Medium 3.25	Small 2.50	2.25	1.50		.40
Territory and Western.....	1.50-2.00	1.50	1.00	.75			.25
Spring.....	25-28c.	10 to 13	8 to 10	2 to 5			
Winter.....	20c.	5 to 10	.07	2 to 4			
Fall.....	Large 2	Small 2	2	3	4		Cubs \$1.00 to \$2.00
Kitts.....	4.00	7.00-10	10.00-12	2.50-5	2 to 4.00		.25 to .50
OTTER—Labrador and far North-Eastern.....	4.00	4.50	3.50	5	2.25		.50
Territory and Western.....							
Large.....	75-1.25	.60-75	.33-50	.25	.15		
Small.....	2.25	2.00	1.00	.50	.25		
RACCOON—Black—Value according to darkness, size and beauty.....	Black 75-1.25	.75	.40-50	.05-15			
White.....	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75		.25
SKUNK.....							
WOLVERINE—Value according to darkness, size and beauty.....							
CASTOREUM.....							

NOTES.

Some large orders for roasted coffees have been sent out this week by Chase & Sanborn, for points in British Columbia and the Yukon. Several tons of "Seal" brand being included in the shipment.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., August 1, 1903.

JULY has been a rather quiet month. Even in some of the more seasonable lines this has been noticed. Canned meats, which usually move freely at this season, have, in particular, been disappointing, and without, as far as could be seen, any good reason. The buying of Fall goods has tended to infuse some life, but even here, buyers take hold slowly. Markets show little change. Cream of tartar, while rather easier, is still unsettled, and the outlook seems to favor higher prices. Dealers are very unsettled in regard to canned goods. The situation is perhaps as unsatisfactory as it has ever been.

OIL.—In burning oil, prices are easier, having declined 1/2c. this week. This will somewhat affect the buying of future stock, which has been very large, because of the low prices and the advance which the market showed later last year. In linseed oil, there has been a marked decline of some five cents. A fair business is being done. Turpentine is unchanged. Receipts of cod oil are very light. Market is firm. We quote:

American Water White.....	0 20
Best Canadian.....	0 19 1/2
Prime.....	0 19
Linseed oil, raw.....	0 60
boiled.....	0 65
Turpentine.....	0 80
Cod Oil.....	0 29
	0 31

SALT.—In Liverpool coarse salt the market is well supplied. Prices are un-

changed. There is a cargo now afloat. In fine salt, while there is a fair supply, there is still no Canadian cheese salt. We quote:

Liverpool coarse, per lb.....	0 55	0 60
English factory-filled, per lb.....	0 95	1 00
Canadian, per bag.....	1 10	
Cheese and butter salt, per bbl.....	2 25	2 35
" 5-lb. bags, per bbl.....	2 85	
" 10-lb.	2 85	
" 20-lb. wood boxes, each.....	0 25	
" 10 "	0 15	
" cartons, per case.....	1 90	2 00
English bottled salt, per doz.....	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.....	0 60	1 00

CANNED GOODS.—This is a matter of continued interest. There is much dissatisfaction. The trade hardly know where they are. Many, even of the larger buyers, are picking up goods outside of the association. Spot goods are unchanged. Lobsters are higher than last season, that is for export grades. Salmon are getting quite well cleaned up. Meats have had a very light sale this season. Fruits are in fair supply. The outlook is for firm prices for blueberries. We quote:

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

GREEN FRUITS.—Dealers are very busy. New apples are having quite an active demand. Oranges are quite high. There is not a large sale at this season. Lemons tend to higher prices and the sale is good. Bananas continue very cheap, though for best stock quite full prices are asked. Melons have but a fair sale and some very fine stock is

Headquarters for OLIVE OIL

(PUREST
FINEST
CHEAPEST)

Here is a small lot: /

100 1-gallon cans, with tap, Dandicolle & Gaudin
Superfine Olive Oil.

77 cans, $\frac{3}{4}$, 1 and $1\frac{1}{4}$ gallons, with or without tap,
Vercherin & Co. Virgin Superfine and Extra Olive Oil.

60 cans, 1-gallon, "Jug Style," Pelissier's XXX
Famous Olive Oil.

We have the best stock of **Olive Oil** to be found in any Wholesale Grocery House.
We have further shipments coming. Also a full assortment in bottles of all sizes, shapes
and qualities.

Ask for our prices; they are the lowest. We have the goods and we are **Sellers**.

We are Also Distributors for the Famous

"UBERO" COFFEE.

(WRITE FOR PARTICULARS AND PRICES.)

L. CHAPUT, FILS & CIE,

Wholesale Grocers,

MONTREAL, P. Q.

oat.
ply.
salt.
per pound.
pearl's
\$8.00
5.00
.....
25
.00
.50
.....
0 60
1 00
1 10
2 35
3 10
2 85
0 25
0 15
2 00
1 30
1 00
r of
dis-
know
f the
out-
ls are
than
ades.
d up.
this
The
ries.
5 1 40
0 1 60
0 1 00
5 1 20
5 0 90
5 0 1 75
0 1 20
5 1 70
0 1 75
0 2 25
5 1 75
0 2 75
0 0 95
0 2 15
0 2 30
0 2 50
5 1 00
5 0 95
5 1 35
5 1 40
0 1 50
0 3 25
5 3 00
5 4 00
5 4 00
0 1 60
0 2 70
very
te an
high.
eason.
d the
very
te full
out a
ck is

The Canadian Grocer

offered. Some California pears are offered and prices are quite low. Peaches and plums are quite plentiful. Pears are large sellers here. Strawberries out of the market. Native cucumbers and tomatoes begin to be offered, and prices tend lower. We quote:

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

DRIED FRUIT. There is little spot business and dealers take hold of Fall stock slowly. In raisins and prunes profits during the year have been disappointing. Quite a few goods still held. New California prunes offering high also affects the sale. The low price at which new dates are offered has led to quite a demand. Currants opened at full figures. The market is rather unsettled. There is little sale here except for cleaned. Nuts are being bought. New filberts are being offered low. It would seem as if all lines would be quite plenty. Peanuts are higher. We quote:

CURRENTS.				
Fine Filiatras, per lb. in cases.....			0 04	
" cleaned.....			0 06	
" in 1-lb. cartons.....			0 06	
VALENCIA RAISINS.				
Finest off-stalk, per lb.....	0 07	0 07½		
Selected, per lb.....	0 07½	0 08		
Layers.....	0 08	0 08½		
MALAGA RAISINS.				
London layers.....	1 75	1 90		
" Connoisseur Clusters.....	2 25	2 50		
" Royal Buckingham Clusters, 1-boxes.....		1 15		
" Excelsior Windsor Clusters.....	4 50	4 60		
" \$8.....	1 30	1 40		
CALIFORNIA RAISINS.				
Loose muscatels, per lb.....	0 08½	0 09		
" seeded, in 1-lb. packages.....	0 10	0 10½		
FIGS.				
Comadres, per tapnet.....		1 20		
Elmes, per lb.....		0 10½	0 20	
DATES.				
Dates, Halloweens, per lb.....	0 04	0 05		
" Sair.....	0 03½	0 04		
ONIONS.				
American onions, per bbl.....	3 50	4 00		
Egyptian onions, per lb.....		0 02½		
CALIFORNIA EVAPORATED FRUITS.				
Apricots, per lb.....		0 11		
Peaches.....		0 09½	0 10½	
Apples.....		0 06	0 06	
PRUNES.				
Per lb.....		Per lb.....		
30-40s.....	0 08½	70-80s.....	0 06½	0 07
40-50s.....	0 08	80-90s.....	0 06	0 06½
50-60s.....	0 07½	90-100s.....	0 05½	0 06
60-70s.....	0 07	Egyptian onions.....	0 02½	0 02½
APPLES.				
Per lb.....		Per lb.....		
Dried.....	0 04	Evaporated.....	0 06	0 06½

SUGAR.—There is a continued good sale. Market holds quite firm at the slight advance. We quote:

Paris lumps, in 50-lb. boxes.....	5 00
Redpath's granulated.....	4 25
St. Lawrence.....	4 25
Acadia.....	4 20
" in bags.....	4 05
Bright yellow.....	3 90
No. 2.....	3 60

MOLASSES.—Stocks are very light. There is quite a quantity to arrive, but it is thought the full prices will hold. We quote:

Barbadoes.....	0 36	0 38
Porto Rico.....	0 40	0 44
New Orleans.....	0 28	0 35

FISH.—Dry codfish are rather higher. Supply so far has not been large. Pollock show no change. There is a very light demand. Some pickled herring continue to be received and full prices rule. Smoked are very dull at the present high prices. Fresh salmon is still offered, but the season is getting late. We quote:

THE MARKETS

Haddies, per lb.....	0 05	0 06
Smoked herring, per lb.....	0 11	0 12
Fresh haddock and cod.....	0 02	0 02
Boneless fish.....	0 04	0 05
" Pure cod.....	0 08	0 09
Pollock, per 100 lb.....	1 75	2 00
Pickled herring, per ½-bbl.....	1 90	2 00
Dry cod.....	3 75	4 00
Pickled shad, ½-bbl.....	5 00	6 00
Halibut.....	0 08	0 10
Fresh salmon.....	0 12	0 13
" shad.....	0 2	

FLOUR, FEED AND MEAL.—Flour shows a steady sale. Prices of Ontario grades have shown very little change for some time. Manitobas advanced 15c. this week. Oatmeal and oats seem firm, but sales are light. Cornmeal is unchanged and quite full figures rule. Beans are lower and the sale dull. Barley and split peas are rather firmer. We quote:

Manitoba flour.....	\$1 99	5 10
West. Ontario.....	1 29	4 50
Medium.....	5 19	4 00
Oatmeal.....	4 14	4 25
Cornmeal.....	2 89	2 80
Miscellaneous, in small lots.....	1 7	2 00
Oats.....	0 40	0 44
Hard piece beans.....	2 00	2 10
Peas.....	1 06	1 99
Yellow eye.....	2 50	5 00
Split peas.....	1 80	5 00
Barley.....	4 25	4 40
Hay.....	10 00	12 00

NOTES.

C. A. Chouillou, of Montreal, was in the city this week. Domestic sardines are being more freely received, and new goods are being quoted.

There are times when brokers find too little business, but J. A. Tilton, the local representative for Windsor salt, has for some months found it impossible to supply the demand.

NOVA SCOTIA MARKETS.

Halifax, August 3, 1903.

THE wholesale grocery business continues, as it has been for the last three or four weeks, only fairly active, but the volume of business done is above that of the usual mid-summer period in which business is rather light. Business is expected to be only nominal in extent for another week or two as the haying season is on and the farmers are too busy to do much general trading.

Collections for July, in most instances, have been much better than was expected, but they are not yet up to the usual standard. The situation in this respect is improving every month, and business men now expect a heavy Autumn trade, with good general conditions prevailing. There have been a few small failures and compromises this season, but the losses are light compared with what was anticipated when stocks broke so sharply a month or two ago.

Canned stocks, which had run low and were hard to replace, will now soon be replenished, the first consignment of canned peas having arrived last week. Prices for the season as a whole are yet somewhat uncertain, but it is hoped that some lines may not be so firm as last season.

Sugar and molasses are as firm as ever, and the former has been subject to an advance of ten cents per hundredweight. This is reported to have caused considerable buying, as it is rumored that a further advance may be made. The refineries are now heavily booked with orders.

The provision market becomes weaker week by week, and prices are much easier. Butter and cheese are coming in heavily, and the export demand being only nominal, prices have declined and are expected to drop off still further. All kinds of meat are in good supply, and prices have declined. Lamb, which has been unusually high, is now retailing at twelve cents. Eggs, which have been higher than usual at this season, have declined sharply and country merchants who have been buying largely will, no doubt, meet with loss.

Breadstuffs are unchanged, though flour is reported firmer in millers' hands. Flour quotations are: Ogilvie's Hungarian, \$1.70 to \$1.80; eighty per cent. patents, \$1.05 to \$1.15; ninety per cent. \$3.65 to \$3.75. Beans have declined five cents and are now \$2 to \$2.05. Cornmeal is \$2.80 to \$2.85. Oatmeal and rolled oats are firm at \$1.05 to \$1.10, but the demand is not heavy at present.

Hay is steady at \$12 to \$15 and is being bought up in small lots to meet present demands. There is only a limited quantity of old hay still held, and the present state of the hay crop, which is turning out much better than expected, hardly warrants holding for higher prices. The oat market is steady at 41 to 45c., but there is not a great quantity moving. Feeds are easier, the quotations being: Middlings, \$23.50 to \$24; bran, \$22 to \$23.

Late reports from the fishermen on the Banks show that the catch will not be so large as expected. Late reports from St. Pierre and from Newfoundland and Labrador also tend in the same direction. The shore fishermen have been doing well lately and large catches of fine mackerel have been made.

MANITOBA MARKETS.

Winnipeg, August 3, 1903.

THE week has been a peculiar one so far as weather is concerned and the first three days were as unseasonably cool as the previous week had been too hot. These extremes are affecting the crop and it is now pretty generally conceded that 50,000,000 will be about all that can be expected in Manitoba. The present indications are that any shortage of amount will be made up in price. The market for September has ranged during the week at 78 to 80½c. at which price the market closed Saturday. The crop will be much heavier in the Northwest Territories than in Manitoba, as the rains have been more frequent and more abundant in the extreme west.

Trade in the city continues to be good in all lines of groceries and produce with firm prices and few changes.

CANNED GOODS.—The situation continues full of interest. The combine refuses to quote prices on either tomatoes or corn until they know what the crop is going to be. Eastern wholesale houses are quoting new pack of tomatoes at \$2.25 per case here. It is understood they are basing their price on what they know of the crop and the prices of past seasons.

New peas are quoted at \$2 to \$2.15, according to the quality of peas. Strawberries and raspberries (new pack) are each quoted at \$3 per case.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 31, 1903.

THE most interesting point before the wholesale grocers of the coast today is the stage of water in the lower Yukon river. By this time there are thousands of tons of supplies for next Winter's stocks of foodstuffs in Dawson, on the way up the river. Nearly all the vessels which left Vancouver, Seattle and other ports with large cargoes a couple of months ago, have returned from St. Michaels, where the goods were discharged. The river steamers take them from there up the river to Dawson. This transportation via St. Michaels and the Yukon is of such uncertain nature that a great quantity of the goods intended to supply the markets of the Klondike during the long Winter, may never reach their destination this season. The wholesale trade of Vancouver and Victoria is interested in this, because if the goods which have been sent in by the long water route, do not reach their destination, there will be a rush for orders from here via the White Pass railway and the upper Yukon, down to Dawson.

All reports from the lower Yukon indicate that a lower stage of water has never been known since navigation was begun on the river. And to make it worse, the water was still falling at last accounts. Even on the upper river, which usually has a fair stage of water all through the open season, there has been some difficulty experienced by the low water on some of the bars with which the river is frequently punctuated.

It is a very risky method of shipping goods into Dawson, to send them via St. Michaels, and up the Yukon, but the big commercial companies of Dawson and the north, such as The Northern Commercial Co., The North American Trading and Transportation Co., and The Alaska Commercial Co., have had their own ocean steamers chartered, and have also put on river boats on the lower Yukon. Until this Summer they have been fairly successful in getting goods in in time. This year there has been another difficulty in the way. The steamers going from Vancouver and the Sound to St. Michaels have been very late in reaching that port. This was partly owing to ice in the Berhing Sea, and partly to accidents to several of the vessels. As a result, there is still a large quantity of cargo consigned to the various big companies, still in the C.P.R. wharf sheds here. The total must reach several thousand tons. Two steamers are due here to-day to begin loading these goods for the north.

Should it so happen that the Dawson merchants must re-order from here because of the failure of up-river freight to reach its destination, it will be necessary for goods to come forward here better than they have been in the past few months. Many lines of goods on large order for the northern trade have not been half supplied. In condensed cream alone, especially the hotel sizes, the houses here placed large orders in February last for Summer delivery. But a small proportion has been received, and some houses are behind their orders several thousands of cases. This is not altogether because the orders have been increased very greatly, but merely that the stocks have not come forward to fill the orders with. Some wholesalers say that their travellers in the north have

written that they have large orders yet to place.

* * *

There are indications that there is a slight lull in the Dawson shipments, especially of produce, at the present moment. This is the usual course, following the sending in of large supplies earlier in the open season. Advices from Dawson state that markets are easier in prices of perishables. This too is the regular experience. The small, independent adventurers, "scow men," as they are called in Dawson, because they take the method of bringing their goods down the river on scows to Dawson, all get on the market early. Their advent is immediately followed by a cut in prices, the big commercial houses of Dawson adopting that method to make these outside traders feel "sick."

An example of the way prices are cut, in the lines which are taken in by small dealers, is given in eggs, which, according to last advices from Dawson, are now being sold there at 25c. per dozen, which is a net loss of at least 8 to 10c. per dozen.

* * *

In local market matters a cut of 1c. per lb. in sugar was announced by The British Columbia Sugar Refinery yesterday morning. This puts the price back to 12c. for granulated. No particular reason is assigned for the reduction, which follows by ten days a raise of 1c. per lb., and the demand is at the highest now owing to the fruit season.

* * *

In canned goods there is nothing new beyond the receipt of quotations on canned peas, from the east. The local wholesalers have unanimously ignored the combine's circular, and several cars of canned peas, new crop, are now in transit on order from independent factories. In canned tomatoes the market is experiencing some trouble at the present moment. The whole supply for months has come in from California. Recently the stocks there have become reduced so that orders from here have not been filled and most of the San Francisco houses have withdrawn their quotations. The new pack tomatoes from California have not yet been put on the market. In fact the season of fresh tomatoes makes the price too high for the packers to begin yet.

* * *

Local wholesalers are using American lard largely just now in preference to the Canadian manufacture. The price is now so much lower that it is possible to use the lard from the other side, and the double cover, one of which is sealed, makes it a very much more preferable package for Summer shipment.

Dried fruits are moving north in Dawson orders, but local trade is quiet, the large quantities of fresh fruit preventing the use of much dried fruits at present. Flour has advanced slightly, the standard quotation, judged by the price of Hudson Bay flour, is \$1.80 per bbl., in carlots.

* * *

Dairy produce is perhaps moving in quieter lines than for some time past. There is a stiffer tendency in prices, in sympathy with a quotation of 1c. per lb. on both dairy and creamery butter in the Northwest. Stocks are fairly well kept up. There is little or no low grade butter in the market at present, and second quality is pretty good. Price here

EVAPORATED FRUITS.—The only quotations so far are for apricots and dealers state that these are now so high that the selling price for new pack will be 12 to 12½c.

DRIED FRUITS.—The trade in old stock is small but steady, and purchases of new raisins are being made for the first shipments at open prices so that as yet it is not possible to quote prices on new stock.

SUGARS.—The prices declined 10c. per cwt. on July 29, for which no reason was assigned; the trade is heavy in granulated, which is now quoted at \$1.80.

COFFEE.—Green Rios are easier, being 7½ to 7¾ for 5s. and 7¼ to 7½ for 6s.

CANNED SALMON.—Canners have practically withdrawn all quotations from this market owing to shortage of pack.

CEREALS.—Cornmeal continues at the advance quoted recently and is firm at \$1.80 per sack. Rolled oats have been at the same figure for months, being \$1.75 for the 80-lb. sack. Granulated and standard meal at \$2.40 for 98 lb. White beans are easier and are quoted at \$2 to \$2.10.

FLOUR.—The trade in flour is steady, but not active at the present time. There is a fair export demand and a medium domestic trade, but nothing striking. Prices remain firm at \$2.15 for No. 1 patent flour.

GREEN FRUITS.—Early Crawford peaches are in. This is about the only new addition to the fruit list for the week. Blueberries are arriving in large quantities from Rat Portage, and are of fine size, very clean and free from bruises. Raspberries continue very dear, the small half pint box retailing at 20c., while wild fruit is 50c. retail for the three-pint pail. Prices for the week are: Peaches, \$1.75 per crate for Crawfords and Idahos; plums \$1.50 to \$1.75; watermelons \$5.50 per dozen; tomatoes 4 basket crates \$2; bananas \$2.75 to \$3; oranges \$4.50; lemons \$5.50 to \$6.

DRESSED MEATS.

BEEF.—Corresponding with the weaker feeling in beef cattle there is a weaker tendency in dressed meat and 7 to 7½c. is now the highest price quoted.

CURED MEATS.—The market is steady but rather lower, hams 14½, shoulders 10¾, breakfast bacon, bellies 14, backs 13¾, spiced rolls (long) 11¾, (short) 11¼, drysalt, long, clear bacon 10½, backs 12.

LARD.—Lard in tierces, 10¾; 50-lb. tubs, \$5.30; 20-lb. pails, \$2.20; cases 10, \$6.65; 5-lb., \$6.75; 3-lb., \$7.35.

DAIRY PRODUCTS.

CREAMERY BUTTER.—The price of creamery butter has firmed up and 17 Winnipeg is said to have been declined by one creamery. The demand is fairly good and the offerings of the month are not large; 16½c. Winnipeg is the highest price actually quoted.

DAIRY BUTTER.—A good supply is now coming in and prices remain unchanged at 11 to 13, according to quality. The average quality, on the whole, is good.

CHEESE.—Cheese is firmer in small offerings and 9¾ to 10 Winnipeg is quoted.

EGGS.—Receipts are small and exhibition demands have about exhausted supplies. Dealers offer 15 to 16c. Winnipeg, for case eggs subject to candling.

may be quoted at 21 and 22c. for creamery, 18 and 19c. for dairy, with seconds quoted at 16c. Eggs remain quoted at 21c., and supplies are not very liberal. Stocks come almost exclusively from Ontario now. A few small shipments are from the Northwest, but none from Manitoba.

A car of Manitoba cheese, making about the third this season, was received this week. It contained 40,000 lb., and the stock was prime. It was pretty well turned over in a few days. There are no large stocks on hand. Price is quoted at 12½ to 13½c. * * *

Receipts of California fruits have been very heavy this week. A large quantity is being received in carlots now, in preference to the slower method of shipping by steamer. It is to be noted also in favor of rail shipments, that there is no handling. The goods are packed into the special fruit transportation cars and not opened until they are on the warehouse siding of the consignee. The shipping by boat necessitates an extra handling at point of shipment, and all perishables sent here are transhipped at Victoria from the San Francisco steamer, which proceeds from Victoria to Seattle before reaching Vancouver. So many handlings seem to have a bad effect on the fruit.

Not all the carlots received are in good shape when they get here. The fruit inspector, who keeps a rigid examination during the season of fresh fruit, this week condemned a straight car of pears, and also a mixed car of peaches, pears and apples. Fruit, such as apples which will stand re-shipment, is sent back to the United States side of the line. Perishable fruit, such as pears, is always sent to the crematory to be burnt. The regulations excluding infected fruit are very rigid here, and no fruit with codlin moth or San Jose scale is allowed in the country. * * *

Supplies of peaches, pears and apples from California are very liberal now. Plums from California are nearly out, and prices are high. They are now too ripe to stand shipment. Oregon and Washington plums and prunes are not yet in. And it is too early for local plums. Local preserving cherries are nearly out. They have been a liberal crop this year, but the Alberta market takes so much of it that the local demand is seldom satisfied. Raspberries and blackberries are at their most plentiful supply just now. Watermelons are being received from California in great quantities. Three or four cars arrived this week for local merchants. Prices on all lines of fruit remain low at present, with the exception of California plums, and that for the reason noted. G.S.B.P.

ONTARIO LIVE STOCK CO., LIMITED.

The Ontario Live Stock Co., Ltd., Toronto, have been incorporated with a share capital of \$300,000, to carry on a general live stock, farming, ranching, packing and storage business, and to manufacture, buy and sell farm products and by-products. The provisional directors are: Robert Hay, Elsworth Maybee, C. G. Harston, Toronto; Jonathan Slater, Anthony Foster, Markham township; and Henry Harding, Scarborough township.

THE MARKETS

HINTS TO BUYERS.

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

"Gold Medal" pickling spice, put up and guaranteed by The Eby Blain Co., Limited, is one of the best and fastest selling lines on the market.

A. F. Randolph & Sons, Fredericton, are offering new Porto Rico molasses. A direct shipment just received. The schooner discharged at St. John.

W. Frank Hathcway & Co., St. John, N.B., have received a large shipment of Upton's jams, including some half-barrels for bakers' trade.

Quail on toast and pure cod fish 1 lb. blocks are again in stock with The Eby Blain Co., Limited.

The R. & J. H. Simpson Co., Guelph, Ont., are offering all lines of groceries at special prices for the next ten days.

Hudon, Hebert & Cie., Montreal, have received into store a carload of new "Simcoe" peas, all grades—English Garden, Early June and Fine French.

Peerless sliced beef in 6c. tins may be had from Lucas, Steele & Bristol.

The Eby Blain Co., Limited, have just passed into stock their first shipment of new season's early May pickings Japan teas—put up in 40 lb. boxes. Parties wanting something really choice should get samples and quotations.

Dandicolle and Gaudin's French peas in glass, also mushrooms, are in store with Lucas, Steele & Bristol.

The F. J. Castle Co., Ottawa, are doing a good business in prunes just now, especially with outside points. They have a quantity of the larger sizes in excellent condition, which accounts for their sale.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are offering a snap in New Orleans molasses, barrels and ½-barrels, and Mat figs.

Lucas, Steele & Bristol have just received McMechen's Old Virginia salad dressing, also their Nail City tomato catsup in glass and jars.

Stretton's sauce, for which S. H. Ewing and Sons are agents, is seemingly a good drawing card, judging by the number of orders received since its introduction to the trade. Ewing & Sons solicit inquiries for prices and terms.

Hudon, Hebert & Cie., Montreal, are offering special values this week in Japan siftings.

Laporte, Martin & Cie. report booking a number of large orders for canned peas,

tomatoes and corn. They are protecting their customers in all quotations. Inquiries for quotations are solicited.

J. A. Mathewson & Co. have received into store a first carload of new "Quaker" brand peas, Sweet Wrinkled, Early June, Midgets, etc., which they are offering at desirable figures.

Buyers' attention is directed to E. D. Marceau's ad. in this week's issue, as very interesting offerings will be noted. A change in price of coffees will also be found in their market quotations.

One thousand doz. brooms are offered at old prices by L. Chaput, Fils & Cie.

Among the recent large orders placed by Hudon, Hebert & Cie., Montreal, are 500 boxes Chinese starch (Empois Chinois), the demand for which has grown largely, 700 sacks peanuts, 500 cases "Reindeer" brand condensed milk, and a carload of "Cow Brand" soda—the latter the largest order ever placed by one Canadian jobber.

L. Chaput, Fils & Cie., Montreal, have received into store this week a carload of Williams Bros. & Co.'s (Detroit) pickles, including bulk pickles in 40-gallon barrels, which they are offering at attractive prices.

VALENCIA RAISIN OUTLOOK.

Discussing Valencia raisins, with special reference to the price situation, The Exporter, of Denia, under date of July 16, says: "We must confess we do not in the least agree with some of our merchants, who seem to be fond of anticipating the season and have, as far as we hear, already made offers at relatively low terms, for which they are certainly much to be blamed. Those firms abroad who accept offers from people who should be known to them as having figured in the unfortunate affairs which took place between buyers and sellers during the season of 1900, are to be blamed also. Should then the foreign firms we allude to suffer any trouble they will certainly have no excuse this time. Our bona fide merchants should be on the alert and not hurry in making offers at so early a period, for the coming season is not indeed one that can be lightly judged, and so it will be wise to wait until prices are established." In this connection a prominent importer said to-day: "The warning contained in the above applies to other articles produced abroad. Figs and the several descriptions of nuts might be included. Buyers here are all too ready to see bargains in low-priced articles irrespective of who is offering the same. In figs last year the matter was brought to the attention of importers here with some force, and the large importations of poor quality of bags injured not alone the buyer of the same, but importers of the better grades as well. Low prices at this season of the year on crops not yet gathered usually mean either short deliveries on contracts or the substitution of inferior qualities."

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

cting
quir-

eived
ker"
June,
g at

E. D.
s, as
oted.
so be

ffered
e.
laced
l, are
nois),
gely,
leer"
ad of
larg-
adian

have
ad of
ckles,
rrrels,
rices.

pecial
e Ex-
ly 16.
not in
mer-
antici-
ar as
tively
tainly
broad
should
ed in
place
g the
also.
allude
tainly
na fide
t and
arly a
not in-
l, and
ces are
ion a
"The
applies
Figs
might
all too
ed ar-
g the
er was
porters
ge im-
ags in-
same.
es as
of the
usually
ntracts-
lities."

LONDON COMMERCIAL TRAVELLERS' PICNIC.

FOR several months past the commercial travellers of London, Ont., representing every branch of trade carried on here, have been quietly and continuously preparing for their annual picnic. These picnics of the commercial men, whether from the heartiness with which matters of detail have been carried out, or from the courtesy and geniality of the knights of the grip themselves, have always been very successful. Encouraged by their record of the past, and also by the home-coming of London Old Boys this year, extraordinary efforts were put forth to eclipse all their former ex-

and during the day at intervals of 30 minutes crowded trains departed from London for the scene of enjoyment.

The success of the picnic is estimated by the number of those present, and, following this accepted rule, the travellers' picnic at Port Stanley, on Saturday, was the greatest that ever went out of London. Everything favored the occasion. The weather, a most important consideration, was superb, and the temperature perfect. Then the travellers were favored in the excellence of their train service for which they were able to arrange. There is, to a considerable extent, a community of

most as thick as bees, and between the hours of two and six o'clock at least twelve thousand were in attendance.

The sports began with a grand baseball game on Erie Flats, between the London and Toronto travelling men for a magnificent silver trophy, presented by M. C. Ellis, of Toronto. The athletic competitions took place on the heights and resulted as follows:

100 yards, travellers only—1, E. Dore; 2, H. A. Turner.

75 yards, four-legged race, badge holders only—1, H. W. Lind, J. E. May and H. E. Turner; 2, Talent, Obernesser and Struthers.

100 yards, hotelmen only—1, J. S. Sweeney; 2, W. Obernesser.

One mile automobile race—1, H. Southam and R. Munro; 2, T. Nopper and Geo. Detlor.

100 yards, travellers over 200 lb.—1, H. A. Lawson; 2, T. Mortimore.



3
see last book
Page 63
JMcG

RECEPTION ROOM IN THE LONDON TRAVELLERS' CLUB.

cursions. That the travellers succeeded in their latest endeavor, was amply proven by the enthusiasm of the immense throng as the procession which opened the big day's proceedings formed and moved through some of the principal streets, headed by the band of the Seventh Regiment. Port Stanley, a watering place situated on the shore of Lake Erie, some 25 miles from the Forest City, was the rendezvous for the picnickers. The train conveying the first detachment of the travellers' picnic left the L.E. & D.R.R. station at 11 a.m.,

interest between the railroads and the commercial travellers, and this fact helped very materially. One hundred and nineteen coaches were called into use to transport the passengers from London and St. Thomas alone, while in addition, a special train was run from points along the Lake Erie Railway. A very large number of those gathered at the Port Stanley grounds drove in from the country from many miles around, others wheeled, and each helped to form the immense whole; wherever the eye turned, landward, were many human beings, al-

100 yards, jungle race—1, elephant; 2, giraffe.

10 yards and return, visiting merchants' business race—1, T. C. Hanna, Wingham; 2, J. N. Scott, Mt. Forest; 3, C. D. McReady, Port Stanley.

25 yards and return, local merchants' fishing contest—1, W. Evans; 2, J. Sweeney, Ridgetown; 3, Geo. Chantler.

The King's plate, travellers only—1, E. Austin; 2, E. Powlaka; 3, R. Greene.

Catching the monkey, badge holders only—1, W. Evans; 2, E. Powlaka.

Driving the blind pigs, warehouse employes only—1, Sage and Turner; 2, J. Hunter and A. Croden; 3, A. Clark and T. Hevey.

In the team skipping and sun bonnet race for little girls, the children became so entangled by the conditions and the bonnets that they were each paid off with a box of candy, it being impossible to choose the winners.

50 yards, boys under 15—1, Peter Moore; 2, Chas. Allport; 3, Fred. Wright.

100 yards, Richards' pure soap race, ladies over 16 years—1, L. Thorne; 2, Ethel Winslade; 3, Minnie Smith; 4, Miss B. cking; 5, Miss Pembroke.

100 yards, Sweet Caporal race, badge holders only—1, C. Dore; 2, L. Sage; 3, H. Turner.

75 yards, judges' race, square heel and toe—1, F. Love; 2, J. B. Campbell; 3, R. D. McDonald.

After supper on the Heights, the 7th Regiment band gave a promenade concert that was enjoyed by assembled thousands, in front of the Fraser House.

The big event of the evening was the cooks' parade, in which about three hundred travellers participated. The parade began on the beach, and went through the village to the Heights. Unfortunately, it was dusk when the long parade, representing fifteen nationalities, reached the grounds, but nevertheless, it afforded a vast deal of amusement.

The General and Supervisory Committee were: C. S. Hyman, M.P., chairman of committees; S. F. Glass, secretary of committees; H. E. Buttrey, J. K. Spry, Alf. Gunther, J. M. Ferguson, E. I. Sifton, Donald Ferguson, A. T. Edwards, R. D. Kilgour, J. S. Townsend, E. R. C. Struthers, C. W. McGuire.

NOTES OF THE TRAVELLERS PICNIC.

The American Cereal Co., of Peterboro', were deserving of all the advertising they got. Four solid-looking men in "Quaker Oats" uniform were in the parade, and they elicited frequent applause and much comment.

The travellers' committee advertised for some original ideas for the events to be put on the day's programme; seven answers were received, all the original ideas were good, and all were included on the printed programmes.

The uniform adopted by the travellers for the day's outing was both sensible and economical, viz.: white duck trousers and white linen hats.

Altho there is one thing travellers have in common, and that is big-heartedness and good humor, there is a terrible difference in build and physiognomy. At the Port picnic there were fat drummers and thin ones, corpulent and lean ones, tall, short and shorter men; but the latter were mostly tall across. Some were dark, others fair, some ruddy, a few caroty; lots were good looking, some middling, others worse, some worser; a few dudes, and a few mashers, with a number of real handsome men in the big bunch.

In round numbers 1,800 commercial travellers are enrolled at London as members of The Commercial Travellers' Association of Western Ontario. Some 500 of this number reside in the city.

Three-twelfths of a dozen of the best looking policemen not belonging to the regular force kept fairly good order and the crowd back. The chief with the false whiskers made a real good "bobbie," although only a gripman like his subs. Remarks were made that those police were smoking cigars on duty!

All's well that ends well, especially when it has been a record-breaking success.

Are you selling your share

of Canned Meats?

Give your customers Clark's, they make the come-again customers. Quality and style of package the very best—every tin guaranteed.

60 Varieties to choose from.



Delicious, Healthful
The Ideal Fruit

—FOR—

SPRING and SUMMER USE

Once Tried, Always Used.
ASK FOR IT.



Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FINEST ORANGES GROWN

Car Extra Fancy Late Valencias arriving this week from the celebrated groves of the Arlington Heights, all sizes. Prices right. Send us your orders.

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

DON'T PASS THIS BY.

We require good BUYING AGENTS to handle our COCOA, CHOCOLATE AND CONFECTIONERY. You can't go wrong in applying for prices and particulars to

RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

the east
ball idon nag- . C. peti- re-
H.A.
nly—
; 2,
y; 2,
and
Law-

look
263
288

raffe.
usiness
Scott,
y.
fishing
etown;
ustin;
—r, W.
mploves
and A.
ace for
led by
e each
ossible

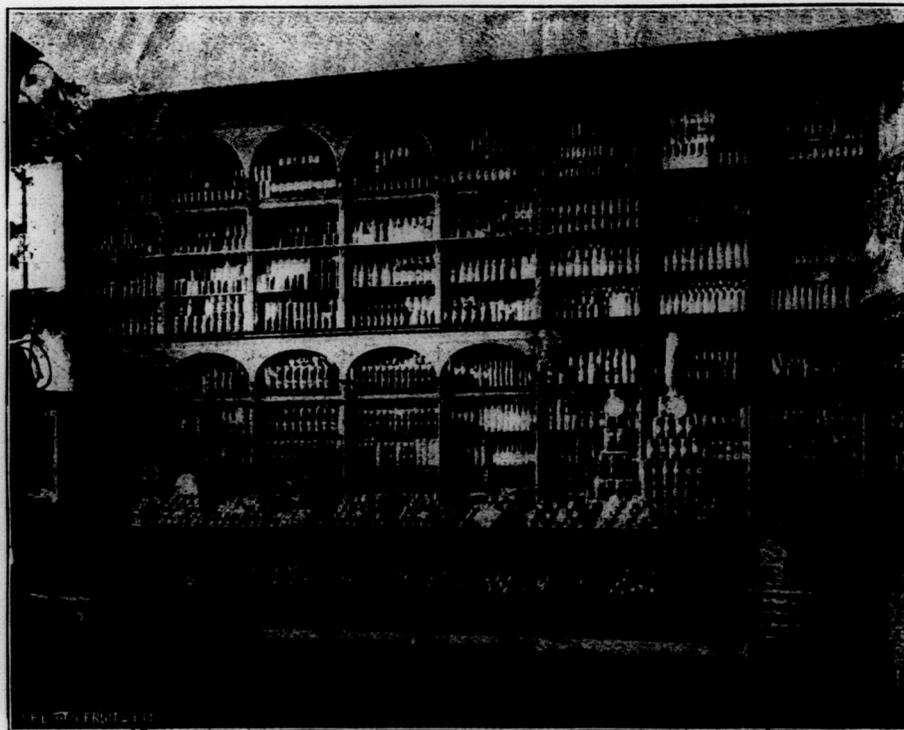
Window and Interior Displays

Timely Hints
and Suggestions.

Unity in the Window Display.

IN dressing a window there is always a temptation to put in too much. A window display is designed to produce an effect. If properly trimmed it will produce the effect for which it was

articles. These should be made to contribute to the effectiveness of the main article. The whole display will thus have a unity which would be spoiled by the introduction of any article foreign to the breakfast table.



Fruit and Bottled Goods Department.

arranged, but if two or more diverse effects are sought at the same time the result will be distraction and neither will be realized. It does not follow, however, that only one article should be exhibited in a window at a time. Far from it. But having decided on a particular line to be brought before the attention of the public everything in the window should conduce to furthering that end.

For example, in making a display of breakfast foods it would be quite appropriate—indeed, it would add immensely to the effectiveness of the display—to fit up the window with a tempting breakfast laid out with all accessories. The particular breakfast food to be pushed should of course be given the place of honor, and should not be overshadowed by the other

The same principle can be applied to a dinner window, a house cleaning window, a preserving window, or numberless other windows which will occur to the wide-awake grocer.

A window display is in a sense a work of art and like every other work of art must obey the laws of unity and harmony or else it will fail, no matter how excellent may be the individual constitution of the ensemble.

An Attractive Department.

THE illustration this week portrays a fresh fruit and bottled goods department of a Chicago house. The department shows a remarkable utilization

of all available space, without leaving any impression of undue crowding. Below will be noted the double row of bins, in which the fresh fruit is attractively displayed and conveniently located for frequent turnover. The lower block of bottled goods are within easy reach and are suitable for those goods most frequently called for, while the higher row is readily reached by the travelling ladder observed to the left.

The arched compartments of the shelving relieve the formal stiffness often observable in grocery stores, and affords a convenient basis for sorting.

The whole impression left by the department is that of tidiness and order, an impression the value of which on the casual customer cannot be over-estimated.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	- - -	\$10
Second Prize	- - -	\$7
Third Prize	- - -	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs — the plates fitting accurately, the joins imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

Full information in our Catalogue—
it makes interesting reading.

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

Do you sell it!!!

POP CORN

in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.	

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

THE CANADIAN GROCER

PERSONAL.

Col. Davidson, of Davidson & Hay, wholesale grocers, Toronto, left Saturday for Minnicoganeschene.

Mr. David Bell, president of the Toronto Retail Grocers' Association, passed through Montreal, on his way to the Old Country. Mr. Bell deserves a holiday and it is to be hoped the trip will be enjoyed.

A visitor to the grocery trade of Montreal this week was Mr. T. Duff Williamson, the representative of the Brantford Starch Co., Limited, Brantford, Ont. Mr. Williamson states that business is remarkably good, their new factory being taxed to its fullest capacity. The outlook was never so bright as at present. Mr. Williamson has just returned from his Eastern trip, and from all accounts never had a more satisfactory tour.

Mr. Ernest Hustwitt, of the A. F. MacLaren Imperial Cheese Co., Limited, Toronto, was a visitor in Montreal over Sunday. "Ernie" ran down from Ottawa, where his company are making an exhibit at Central Canada's Fair, and from all accounts are going to excel themselves this year. Mr. Gregg, the Montreal and Eastern representative of Surprise Soap, was piloting him around and it goes without saying that all the beautiful churches of Montreal were taken in.

VISIT FROM A WINNIPEGGER.

Mr. Geo. Adam, of Geo. Adam & Co., brokers and commission agents, Winnipeg, is spending a few weeks in the east, visiting Toronto, Montreal and other places. It is seventeen years since Mr. Adam came east and he said that he noticed a very great improvement not only in the cities, but in the country as well. One thing that particularly struck him was the large number of trees that had been planted along the country roads. "This certainly very much improved the appearance of the country," said he.

Speaking of the crop conditions, he confirmed what has recently been said in regard thereto. He said that in Southern Manitoba, owing to the damage done by the drouth, some fields have been plowed up again. In some places in the north they have, on the other hand, had too much rain. The crops on the whole should be very good in the Northwest, he declared.

Among the exports from Canada to the United States last week was 27,250 pounds of "Salada" Ceylon tea.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

EXPERIENCED cheesemaker, a so one of less experience. Apply at once. Box 114 CANADIAN GROCER, Toronto. f

MILLER—Competent to take half night. Apply, stating wages, Stuart Bros., Box 111, CANADIAN GROCER, Toronto. f

MILLER at once. Married man preferred; must be reliable and capable of taking charge of mill. Send references and state salary expected. Address box 113 CANADIAN GROCER, Toronto. f

UPHOLSTERERS—Highest wages paid to first-class men. Apply at once. Box 115 CANADIAN GROCER, Toronto. f

TRAVELLER WANTED.

COMMERCIAL TRAVELLER to represent a coffee and spice house west of Toronto; must have a good connection and first-class references; liberal remuneration to the right man. Box 47 CANADIAN GROCER. (31-1f)

FOR SALE

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

AGENCIES WANTED.

WANTED by a wholesale coffee and spice house in Toronto, of good standing, sole agency for a good coffee mill. Address Box 46 CANADIAN GROCER. (31 1f)

COFFEE ESSENCE.

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

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.

**CANADA
PERMANENT
MORTGAGE CORPORATION**
HEAD OFFICE
TORONTO STREET—TORONTO

By an Act of the Parliament of Canada passed at the present session, the name of The Canada Permanent and Western Canada Mortgage Corporation has been changed to Canada Permanent Mortgage Corporation.

J. HERBERT MASON,
Managing Director.

 **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.

SAVINGS
ACCOUNTS RECEIVED

3 1/2 %

ALLOWED

**ON DAILY
BALANCE**

DEBENTURES
ISSUED

4 %

INTEREST PAID

**A TRUSTEE
INVESTMENT**

**CENTRAL
CANADA**
Loan & Savings Co'y
26 KING ST. E., TORONTO.

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,800,000.

Reserve Fund, \$ 2,900,000.

Total Assets, \$24,000,000.

The accounts of Merchants and Manufacturers
are cordially invited.

BUSINESS ACCOUNTS opened on favorable terms.
SAVINGS ACCOUNTS for your spare money. Interest paid
on these compounded twice a year.
DRAFTS SOLD for use anywhere in North America or Europe.
LETTERS OF CREDIT ISSUED of Travellers in Europe. Time
(Cash Credits for convenience
Credits for Importers.)

At any of our Offices you will receive courteous treatment and our best services.

**THE CANADIAN BANK
OF COMMERCE.**

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

HEAD OFFICE: TORONTO, CANADA.

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

The offices of this Bank number 105, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager. NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager. TORONTO, John C. Kemp, Manager.
HALIFAX, H. N. Wallace, Manager. VANCOUVER, Wm. Murray, Manager.
WINNIPEG, John Aird, Manager. OTTAWA, Robert Gill, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager. VICTORIA, Geo. Gillespie, Manager.
DAWSON, D. A. Cameron, Manager. HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager. SEATTLE, WASHINGTON, G. V. Holt, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager. PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign-Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

THE PRUDENT BUSINESS MAN

will name as his executor a Trusts Corporation possessing a large Capital Stock, a Board of Directors of high standing and a trained staff of officers to ensure the efficient and economical administration of his affairs and comfort and happiness of his family.

THE TORONTO GENERAL TRUSTS CORPORATION,
59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - - \$1,000,000.
RESERVE FUND - - - 290,000.

Booklet on application.

FINANCE AND INSURANCE

MANY are hoping that the bottom has been reached in the decline of values in the stock market. But it is even more difficult to determine where the bottom is than to fathom the deepest part of the ocean. However, values have reached a basis that strengthens the position of those who believe that bed rock has been touched. It is held by some that the recent failures in New York have tended to clear the atmosphere. Identified with one of the insolvent firms was one of the most expert market manipulators and the biggest single operator in the Street. Presumably, therefore, a great deal of the recent selling has been for the account of this operator and of the house with which he was associated—for with them a line of 100,000 shares would be as nothing. Whether or not all the "lame ducks" are removed remains to be seen.

* * *

THE New York Times, in a recent article on the situation on Wall street, says that it is a matter of no great moment that a few plungers and stock gamblers who, in the course of the transactions by which great combinations were organized, came into the possession of large quantities of common stock in payment for properties already abundantly paid for by bonds or preferred stock, should be compelled to throw the common stuff upon the market for what it will fetch. But when this process goes on day after day, with no evidence that the bottom will ever be reached, and when stocks which are not mere "water," but represent solid value and demonstrated earning power, also go down with a run, and when the market is so shaken that the owner of securities who should be in need of money could not sell them save at a dreadful loss, there is manifestly some danger that disaster and failures may result. Financial disasters and failures, even when they occur through Wall street gambling, are not good things for the country. It is this aspect of the matter which makes the present proceedings in Wall street disquieting.

* * *

FIVE railroads in the United States have, so far as known, this year, borrowed money to the extent of \$86,500,000 in the aggregate. These railroads are: Lake Shore, Pennsylvania, Rock Island, Burlington, and Union Pacific. At the beginning of the new year the president of the New York Central railway expressed the opinion that one reason why the railroads of the country, during the year then to come, should be able to continue to earn fixed charges and dividends and to lay by a penny or two for a rainy day, was that the capitalization of the roads had been brought down to rock bottom by the reorganizations which followed the period of depression through which the country had then only just passed. Commenting upon the action of the railways in borrowing the money, The New York Times says: "To-day, after bond issues have followed bond issues, stock increases have come upon stock increases, capitalizations have for the moment, apparently reached, if not passed, the maximum,

which, in the opinion of many people, is conformable with a fairly healthy condition of the financial markets, and the railroads which a few years ago, on a rock-bottom basis, saw no difficulties ahead, find it necessary to resort to the issue of notes in enormous quantities to finance either purchases of new lines, perhaps at still exaggerated valuations, or to make improvements which, in some cases, are probably imperative. In the private affairs of men it is not generally considered conduct worthy of approval if a man, already heavily in debt, assumes still greater liabilities for the sake of purchasing articles which he has been able to get along without, and there is no reason why different judgment should be rendered on corporations."

* * *

OLD age is not always accompanied by decrepitude, particularly in commercial and financial institutions.

One proof of this is The Royal Exchange Assurance, a fire insurance company. It is in its 183rd year, but is still expanding its business and earning good profits. The increase in business last year was £61,293. Its last dividend, which was recently paid, was 14 per cent., while the total funds of the company increased from £1,853,173 to £4,924,182.

* * *

A PROMINENT stock and grain firm in New York a few days ago issued a bulletin in regard to the stock market. It so well coincides with our own views that we reprint an extract from it. "While we see nothing in the general situation at the moment to warrant turning over to the bull side with the expectation of any general improvement or the development of an outburst of any real bull speculation, we realize that prices have had a big decline, and liquidation has been very extensive, (particularly among the big interests and pools, who have been the worst sufferers by the break,) and that the technical speculative position of the market is so much better as a consequence of this extensive liquidation and the creation of a fresh large short interest, that a good rally may now occur at any time. In other words, the technical speculative position is such at the moment that the chances are we will now have more of a two-sided market and that it will prove a good trading one to those who are satisfied with scalping operations for moderate profits."

* * *

THE National banking system of the United States has been in existence 40 years. During that time 6,862 banks have been organized. Since the establishment of the system only 392 national banks have been placed in the hands of a receiver. This is 5.7 per cent. of the total number organized. Of the 392 banks that have been placed in the hands of receivers, a large number paid their depositors in full. The assets of the remainder average nearly 75 per cent. of their indebtedness. The chief need of the system at present is an extension of the banks' privilege of note-issue and some liberalization of the present provisions for the security of such issue. In other words, something more approximate to the Canadian banking system is needed.

FORTUNES THAT HAVE GONE.

LARGE interest after large interest has been compelled to let go part of its holdings (in the stock market) to protect the rest. There are signs that more than one large interest has had to let go everything. The small seller is cutting very little figure in the market. What is going on seems to be an elimination of the middle-class operator, leaving as the only sure survivors the dozen leading interests whose wealth, computed at \$50,000,000 and upwards, seems comparatively secure. Money making has been comparatively easy for the past five years. The present process is one tending to extinguish a large proportion of those who have become millionaires out of almost nothing since the great business revival of 1897. It seems almost incredible that one man, unheard of five years ago, should be able to make \$15,000,000 out of a single trade and should lose it all in general speculation within eighteen months. Yet such is believed to be the case. The times have gone hard with a Chicago millionaire crowd of recent creation who came East to teach New York how to do business. A large Pittsburg contingent, after struggling with the iron industry for many years, were made millionaires over night. They converted their money into paper, and the latter has been shrinking ever since.—New York News Bureau.

INSURANCE AGAINST STRIKES.

A COMPANY has been formed in Louisville, Ky., to underwrite strike insurance risks. No employer who is unfair to his employees will be knowingly accepted as a subscriber and policy holder, nor will any such, if by any chance they do get in, be allowed to remain in after any unfair treatment of their employees shall become known to the attorney. The liability of subscribers as underwriters is carefully limited to a moderate amount. By the plan under which the business is conducted the expenses are strictly limited to a very moderate percentage of the premiums, so that by far the largest part of the fund derived from premiums will be available to pay losses. This class of insurance being entirely new, the result cannot be predicted with certainty, but it is considered highly probable that the funds derived from premiums will not only be sufficient to pay all expenses and losses, making it unnecessary to call upon subscribers for any part of their underwriting obligations, but that a considerable part of the premium fund will be left at the expiration of the policies, to be returned to the subscribers as profits.

The subscribers underwrite severally and jointly, so that no one of them can be held for the delinquency of any of

the others. Only persons, firms or corporations in high credit standing for character and pecuniary responsibility will be accepted as subscribing underwriters.

TAX ON LIFE INSURANCE.

THE Georgia Legislature is reported to have a bill before it proposing to assess a tax on each policyholder having life insurance that has a cash surrender value. This bill contemplates obliging all companies placing policies within the State to make a report to the comptroller-general of all such policies it has out, together with their cash value. In advocating this measure Representative Bell, who is the head of the movement, is reported as saying:

"Life insurance policies having a cash surrender value constitute a valuable asset, yet they are not returned for taxation. They cannot be reached in bankruptcy proceedings, though their holders can realize on them after the proceedings in bankruptcy have been dismissed. I consider that they are just as much property as are cash, stocks or bonds, and therefore they should be returned for taxation."

THE London Statist is of opinion that as the United States grows in wealth, the present movement for buying up the National securities of every kind will gain strength. Thirty years ago or so a very large part of the Government debt of the United States was held in Europe. Now the amount of the debt so held is hardly worth talking of. Ten years ago the amount of industrial securities of all kinds held in Europe was enormous. Now it has been immensely reduced. In ten years more the remnant that will still be held by Europe will, in all probability, be quite trifling.

**BRITISH AMERICA
ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

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

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

BONDS

PROTECTION

We protect you and also save the employee from being under obligation to anyone.

PROGRESS

Because we always lead and never follow.

PROSPERITY

On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply.

J E ROBERTS, General Manager,

Cor. King and Yonge Sts

TORONTO

WESTERN Incorporated 1851
ASSURANCE COMPANY.

**FIRE
AND
MARINE**

Head Office

Toronto,
Ont.

Capital - \$2,000,000.00

Assets, over - 3,333,000.00

Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

WHY IS IT

that the sales are steadily increasing of

JAMES' DOME LEAD?

It has been before the public for 63 years, and would have dropped out long ago if quality wasn't behind it.

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

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Sweet and Crisp. Just the kind of a Biscuit that goes well at an afternoon tea. It made a hit right from the start.

HAVA LUNCH

is a great seller. Here's the way our customers speak of it:

MESSRS. THE IMPERIAL BISCUIT CO., LIMITED,
GUELPH.

DEAR SIRS,—Please add five boxes of "Hava Lunch" to my order sent you yesterday. It is certainly a first-class biscuit for the money.

Yours very truly,

The Imperial Biscuit Co., Limited, Guelph.

FLOUR AND CEREAL FOODS

The Orient as a Flour Market.

THE American millers have exploited the Far East for their flour to a much greater extent than have Canadian millers, and the value they put upon this trade is indicated by the many resolutions their conventions have endorsed, looking forward to reciprocity with Canada. Reciprocity talk is usually dressed in flowery language, and reading on the surface one would think that purely economic consideration for the good of both nations entered into the question. It will usually be found, however, that individual interests, selfish and mercenary, are behind the sentiments so cordially proclaimed. The American millers' concern about Canadian reciprocity indicates imperilled interests, and the preference given to Canadian flour in the recent Japanese competition, together with increasing orders from the Orient for Canadian flour have doubtless given additional ardor to the numerous resolutions that have come to our notice.

The Japanese are easily the most influential of the people of the East, and what Japan does in a commercial way is a hint to other Eastern nations. If Japan wants Canadian flour doubtless China, the islands of the Eastern Archipelago, and other Oriental countries will also want Canadian flour. But if Canadian flour is not offered? Herein lies the substance of this article—the necessity for Canadian millers to make good and prompt use of existing conditions. It is when the sun shines that it behooves us to make hay. Let our Canadian millers follow up the present advantages and let American millers continue to pass resolutions. The East contains hundreds of millions of people. The East is no longer a land of dreams. Its people are knocking at our doors wanting our flour. We have the flour; they have the price. The exchange is sought; is possible. And the profits—trade with the East has ever been lucrative.

Canadian Flour in Japan.

This season's wheat crop in Japan is about 30 per cent. short of the usual crop. There is also a shortage in Corea, from where the Japanese are accustomed to draw a portion of their supply.

Trade is hampered with Manchuria because of the political turmoil there, so that there is an exceptionally fine opening for Canadian flour and wheat in Japan. The attention of the Japs was drawn to our products by the exhibits Canada made at

Osaka, and all that is required of our people is a little enterprise to take advantage of the chance.

What Becomes of Canadian Wheat?

WHERE does all our wheat go to? Or perhaps the question should rather be: What is the matter with our statistics? It is just now very important that the people in Great Britain should know exactly what amount of wheat Canada already exports as a basis for estimating what this country is capable of exporting under an increased acreage.

Much of our wheat enters Great Britain under the general term "American" and British statistics do not tell the correct story, but there is no reason why our own statistics should not be correct. Yet it is almost impossible to believe that they are correct. In the blue books there are given what are claimed to be the complete figures of the exports of Canadian produce. Take for example, the year ending June 30, 1902, with the figures covering the crop of 1901. The blue books state that in that year there were exported from Canada to all countries 26,117,530 bushels of wheat and 1,086,648 barrels of flour, or a total of, say, 30,600,000 bushels of wheat. Now, the total Canadian crop of that year was estimated at about 90,000,000 bushels, and we know for certain that over 44,000,000 was inspected in Winnipeg. What became of the balance between the 30,000,000 bushels exported and the 90,000,000 bushels grown? Suppose we allow for some exaggeration in the estimate of the yield, yet there is no exaggeration in the amount inspected at Winnipeg, practically all of which went east in the shape either of grain or flour. How did 14,000,000 bushels of this wheat disappear? A good deal of Manitoba's wheat is consumed in Eastern Canada, but as Eastern Canada produces more than enough for its own consumption, the Manitoba wheat used there would release eastern wheat for export. It is probable that six bushels per head would be a high enough average for consumption in Canada, perhaps too high, but make it seven bushels per head, and we could account on the score of consumption for only about 38,500,000 bushels. The requirements for seed would not be more than about 10,000,000 bushels. Taking the two together we might account for about 50,000,000 bushels, but this would seem to be the outside limit. On a 90,000,000 bushel crop we should easily be able to export 40,000,000

bushels, yet the official figures credit us only with 30,000,000 bushels. Was the other 10,000,000 bushels fed to stock, or was it never grown at all? Or, taking only the figures for Winnipeg inspection, is it possible to believe that 14,000,000 bushels which passed through Winnipeg was consumed in Eastern Canada without releasing a single bushel of eastern wheat for export? We have not yet the complete figures for the year ending June 30, 1903, but for eleven months of that year the exports are given as 20,346,520 bushels of wheat and 1,099,915 barrels of flour, or about 33,800,000 bushels altogether. Yet the crop of 1902 was greater than that of 1901 by about 8,000,000 bushels. The Canadian Statistical Year Book gives the Canadian crop as 96,606,345 bushels and the United States Crop Reporter gives it as 98,654,000 bushels. Making all reasonable deductions for over estimates in this case, also, there will be a discrepancy which is hard to explain. Do we feed immense quantities of wheat to stock? Do we eat as a people an abnormal amount of flour—the consumption in the United Kingdom is only a little over four bushels per head and we have already allowed seven for Canada? Does Eastern Canada not produce nearly as much wheat as it claims to produce? Or are our official statistics of export totally incorrect? This is a subject worthy of attention.—Winnipeg Telegram.

Breadstuffs in Trinidad.

The last commercial review of Gordon, Grant & Co., Port of Spain, Trinidad, has this to say of breadstuffs:—The S. S. Maraval has just arrived from New York and the S.S. Piemonte is due, both bringing large assortments induced by the recent reduction in freight rates to 20 cents per dry barrel. These liberal receipts have fully stocked our market with most items and as trade generally is quiet and the closing of the Venezuelan ports restricts our trade in that direction, only a retail business can be reported. All grades of flour are in oversupply and quotations remain much the same as last advised.

Canadian Flour Approved.

At a recent meeting of the Royal Commission on the food supply of the Empire in time of war, witnesses representing master bakers and confectioners were agreed in declaring that Canadian flour was greatly improved in quality, and was finding a large market in Great Britain.

HAVE YOU

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

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

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

Breakfast Food

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

Wheatlets

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

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257.
" 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Canada Flour Mills Co.

The Canada Flour Mills Co., Limited, of Chatham, have increased their elevator capacity to 7,200 tons, have built a substantial dock the entire length of their property on the river front and added storage room for 1,500 bbls. of salt and have now room to store 2,000 tons of coal. New gyrators have also been installed throughout the mill.

Cereal Notes.

The first new wheat was taken in at the Tillson mills last week. The sample was good, running about 62 lb. to the bushel. The price paid was 74c. Tillsonburg promises to be a leading wheat market town during the coming season.

Howson, Harvey & Brocklebank, of the Wingham flour mill, have purchased the flour and feed business of Cassels & Carr, of the same town, and will continue the business in the same premises.

JOHN MacKAY, Limited,

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills BOWMANVILLE, ONT.

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

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS, PERTH, - ONT.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

"The best pump that was ever made won't get water out of a dry well; but there's water down deeper, and the dry weather is the best time to dig for it."

IN a recent issue of *Printers' Ink*, a New York publication devoted to advertising, the English correspondent prophesies a gradual extinction of the retail trade, in an article which brings out some points worthy of special note.

We can't get around the fact that the days of the non-advertising retailer are numbered, but the question as to whether retail stores will ever become extinct or not is hardly one which will concern this generation at any rate.

Here is what the Englishman says in part:

"A class of business men, at present active, vigorous, and if not always flourishing, certainly not unprosperous, is destined within the next 20 years, and most certainly within the next 50, to absolute and complete extinction.

"This, to the unreflective reader, seems startling. The reflective reader will at once know what class is referred to.

"It is the non-advertising class of storekeepers and manufacturers.

"The larger and older storekeepers of this class now alive will probably die at their counters. Their prosperity will somewhat decline. Their sons will either go out into other fields of activity or reform the methods of the business they will inherit. The smaller and the younger storekeepers will have to face these alternatives for themselves. The wisest of both kinds already realize what is coming. For it is inevitable.

"Progress is the cause of the coming change. I don't mean progress in advertising, or at all events not this progress alone. Increased facility of communication and conveyance, the solidifying of population, new and better business methods, all work in the same way. Increased intelligence on the part of the people compels and guides these other increases. We demand value in full for our money; we demand guarantees. Advertising has been the educating power. Observe what has already happened.

"In the days when readers of *Printers' Ink* were boys practically every article of domestic consumption was bought in bulk from the grocery. Coffee, tea, flour, sugar, soap, candles and the like had no names on them. Our mothers went to the grocer for them, and partly guided by what the grocer told them, partly helped by their own judgment, bought by the pound what they wanted. To-day sugar is almost the only article among those named which is

almost always bought in that manner, and the American newspapers here lately have begun to contain advertisements of a proprietary sugar. You can still buy these things loose if you want to, but the people have begun to see that a proprietary tea, a proprietary soap and the rest, have certain advantages which goods bought from bulk do not possess.

"If I go to a grocery and buy oatmeal for my breakfast table, it will be a different kind of oatmeal at each grocery; and what I buy at a single grocery to-day may be different from what I shall get a fortnight hence. But if I buy Quaker Oats it will be the same at every place and every time. I needn't go myself, my wife doesn't need to go, in order to make sure that the stuff is right, as we must go if we buy loose oatmeal. We send Mary the cookmaid and she brings us Quaker Oats and we needn't be uneasy. The same with all the rest of the supplies. Every day there are more of the advertised proprietary goods being sold and less of the bulk goods.

"Now, on the old plan, the retail storekeeper was a highly needful member of the community. He gave credit and he had knowledge—technical knowledge very necessary to the selection in the wholesale market of suitable bulk goods. But the retailer has no special value as regards packed goods. Credit, happily, is less and less taken or wanted by consumers in and near towns.

"In a great measure, retail storekeepers have brought upon themselves the doom which has been shown to be inevitable. Substitution every day deprives storekeepers more and more of their patrons' confidence. Every day price-cutting makes them weaker. They cannot fight against the tendency of things. In English and American cities where the resident population is mainly suburban, suburban trade is rapidly declining. The tendency of families is to buy from large department stores in the city—stores which advertise themselves in newspapers and by catalogues and price books. Probably suburban populations will for many years continue to be supplied in this manner, and the advertising storekeeper will be able to go on existing, though he will only exist as a distributor of proprietary and branded goods. If substitution is not stamped out it will kill all retail business on the present plan. But in large cities manufacturers will combine to run department stores, advertised as such.

Express companies and the C. O. D. parcel post will supply the rural and village populations and the dwellers in small towns alone.

"Advertising is the greatest motive power of business to-day. But to-morrow it will be the only power. The manufacturer who does not advertise is, as a class, just as certainly doomed to extinction as the small retailer. The lesson of these things is obvious."

This article will be taken with a grain of salt by some readers; with several grains by others. But it sounds a note of warning to which it might be well to pay some heed.

A possible great majority of us will question the probability of conditions ever reaching the stage predicted by the writer of the article in question. It is hardly likely that any retailers who may read it will have to battle with such conditions as are there outlined or suggested.

But there are present conditions which must be considered, and the man who wants to figure in business in the coming years will find plenty of food for thought in certain paragraphs of the article which is under discussion.

It is, no doubt, only a question of time when a great deal of the package trade now handled by the retailer will be conducted direct with the packer. But will the usefulness and convenience of the retail store then have altogether disappeared?

Who will say that when I want a package of oats, or a package of sugar, or any of the little odds and ends needed about the house, that I will sit down and write an order to some proprietary house and wait a few days for the goods to be delivered?

Well, hardly—not yet, at any rate.

Until conditions change considerably—and they will hardly make such a radical change as is predicted—we'll go on buying our household necessities much the same as we do now; and if the retailers, in the main, stick to their spurs and by continuous advertising and keen attention to business as it is done the retail trade will hold its own for as long a time as we are interested.

But we must study conditions, adapt ourselves to them, and meet the competition of the larger houses if we are to prevent the centralization of trade which will tend to bring about the ultimate doom of the retailer predicted by this level-headed Englishman.

Drink them once
and you will want
them again.

Red Rose Tea (in lead packets)
Estabrooks' Black Blends (in bulk)
Estabrooks' Japan Blend (in bulk)

These teas have gained the reputation of always being uniform in quality, and in the making of these blends particular attention is given to the fact that "**tea is to drink, not to look at.**"

Give these teas to your customers once and they will ask for them again!

T. H. Estabrooks

Tea Importer and Blender.

BRANCHES:
Toronto and Winnipeg.

— St. John, N. B.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Penalties for Tobacco Smoking.

THE Mohammedan legend on the subject of tobacco is too long for repetition under its Eastern garb. Suffice it that a viper was restored to health by the warmth of the prophet's body. Immediately on convalescence, the ungrateful reptile announced the intention of biting his preserver. The prophet expostulated. An argument ensued, which ended in the viper's carrying out its original project. The prophet sucked the venom from his wounded wrist and spat it forth. "From these drops sprang that wondrous weed, which has the bitterness of the serpent's tooth quelled by the sweet saliva of the prophet." But whatever the origin of tobacco, no plant has exercised so much political influence. The Pope Urban VIII. excommunicated all those who took snuff in churches. The Empress Elizabeth was less severe. She declared that the snuff boxes of those who made use of them in church should be confiscated to the use of the beadle. At Berne the use of tobacco was classified with adultery.

In Transylvania the penalty was far greater; in 1639 entire confiscation of property was the sentence of those who should plant tobacco, while consumers were condemned to fines varying from three to two hundred florins. Amurath IV. hung persons found guilty of smoking with their pipes through their noses and a tobacco pouch hanging from their necks. The Grand Duke of Muscovy forbade smoking and snuff taking under the penalty of having the nose cut off; while Mohammed IV., son of the Sultan Ibrahim, 1665, punished the practice with decapitation. It is related of Amurath that a smoking saphi once struck the monarch himself for smoking with him incognito on board a caique. Amurath informed the saphi that the royal decree referred equally to himself. "No," replied the saphi, "I fight for and would die for him. It does not apply to me." A few days subsequently Amurath sent for him, and making himself known, gave his fellow offender a good appointment. But such penal regulations appear always to have been evaded.

These modern Amuraths, railway directors, in England arrogate to themselves the right of inflicting a fine of 10 shillings (about \$2.50), and expulsion from their line on any person guilty of the

sublime act, other than in compartments specially set apart for smokers. But it is sweet to smoke under difficulties. Were the prohibition removed, smoking on railways would probably cease. One young man feigned madness to secure a carriage to himself. Another on seeing a bishop alight at an intermediate station, immediately made for the compartment, and calling for a guard complained that the carriage was reeking with tobacco smoke. "To be sure those clerical gentlemen do smoke terribly," answered the official. "Then don't accuse me of it hereafter," rejoined the youth with an arch smile. On one occasion a railway guard thrust his head into a carriage filled with devotees in the act of their devotions, and placing his hand on a cushion, observed, "There are two very good rules on this line, gentlemen. Smoking is strictly prohibited, and the company's servants are forbidden to accept gratuities."

Oranges Good for Smokers.

From The Philadelphia Record.

"Did you ever notice," asked a well-known uptown physician the other day, "that men who eat oranges are not much injured by smoking? It is a fact. Orange juice has the faculty of neutralizing nicotine, and that is the reason. I have

seen men weakened and even made ill by excessive smoking, and a few oranges were all that was necessary to straighten them out.

"All this pother about the injurious effects of cigarette smoking wearies me," he continued. "I don't mean to say that they are not injurious to boys—any kind of smoking is, for that matter. But those who put up a hue and cry against cigarettes say that it is the paper that is at fault. That is all nonsense. It is the inhalation of the nicotine-laden smoke that causes the trouble. You don't inhale cigar smoke, because it is too strong. But if you did you would find that the injury inflicted by

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



A Winner !

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

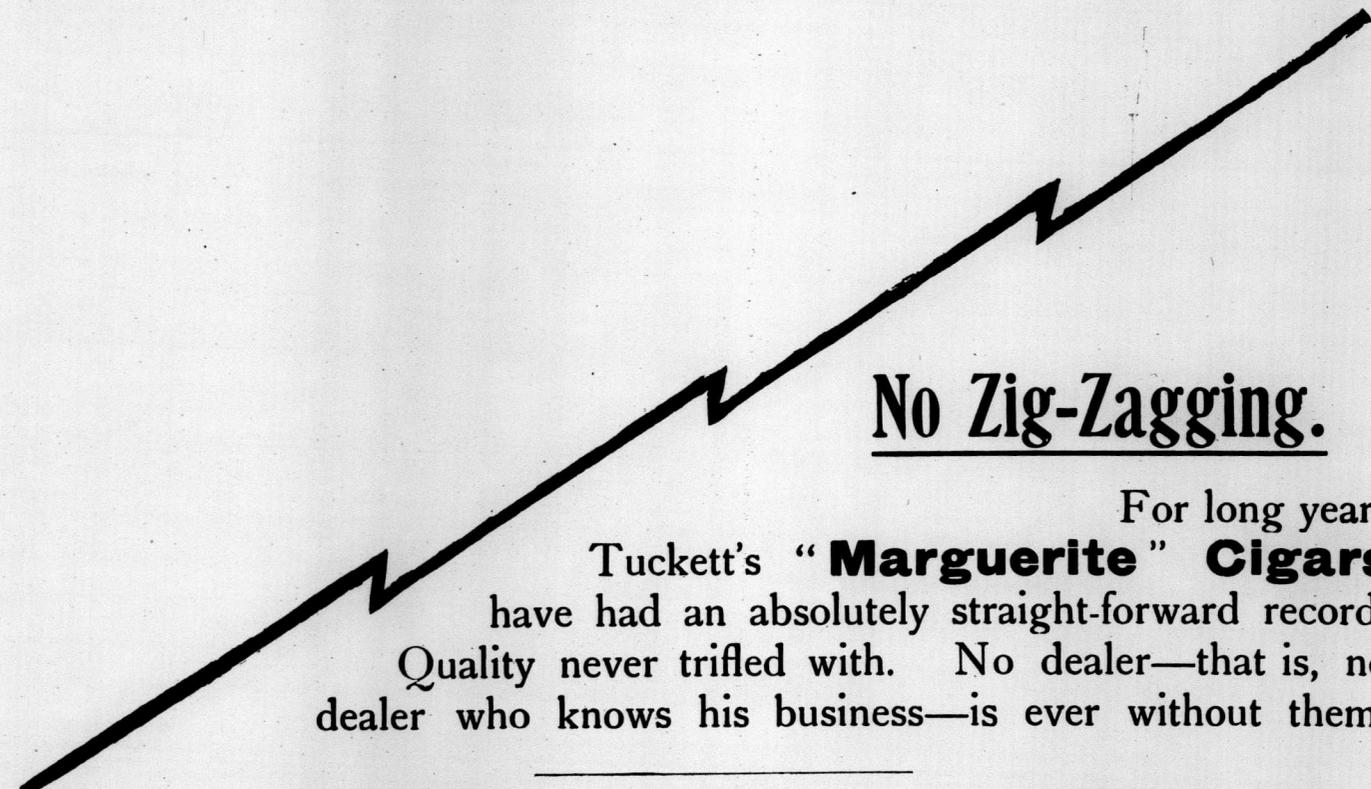
"La Fama Cigars"

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

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

Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.



No Zig-Zagging.

For long years Tuckett's "**Marguerite**" Cigars have had an absolutely straight-forward record. Quality never trifled with. No dealer—that is, no dealer who knows his business—is ever without them.

Tuckett Cigar Co., Limited, **Hamilton.**

The
Canadian Grocer

TOBACCOS AND CIGARS



OUR "CORONATION."

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

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

Dominion Show Case Co.
53 Richmond St. East, TORONTO.

RONTO

HIGH-GRADE SMOKING MIXTURE, 10th PACKAGES 80c. PER POUND.

A good profit to the grocer and satisfaction guaranteed to the consumer.

T. J. Horrocks, Wellington St., Toronto.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

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

Smoking

—
TONKA
SOLID COM-
FORT
PINCHIN'S
HAND - MADE



Union Made.



You Are Prejudiced

possibly, in favor of certain brands of Tobacco, and are unwilling to stock a new line, even though there's money in it. But surely your prejudice is ill-founded. Consider our growth. Our growth is our best argument.

Chewing

—
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT



Union Made.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

cigarettes is ridiculously slight compared with it. I have smoked cigarettes for 20 years, and look at me. I eat oranges."

As the doctor is an athlete, and has not known sickness during the whole 40 years of his life, it looks as if there might be something in his claim.

Tobacco Bought Wives.

In the early history of Virginia and Maryland tobacco was by all odds the most important crop, says The Scientific American, and it was even possible at times to secure a wife in exchange for a moderate amount of tobacco, as in later days in the west a squaw could be obtained in exchange for a small amount of whiskey. In 1732, at Jamestown, tobacco was made a legal tender for all debts, including customs. In about a dozen years after the founding of Jamestown by Captain John Smith, an English nobleman, Sir Edwin Sandys, brought over with a shipload of supplies ninety young English maids, who, immediately upon their arrival, were wooed and married by the colonists, each being paid for at the rate of "one hundred and twenty pounds of good tobacco." As late as 1777 the annual poll tax of Baltimore City and county was fixed at one hundred and seventy two pounds of tobacco. Tobacco, it is well known, was a native Indian crop in America before the advent of Columbus.

An Old Smoker.

W. G. Pattison, of Kalamazoo, Mich., smoked on an average eleven ten cent cigars a day during the last twelve years of his life. He died yesterday of tobacco heart, at the age of 89. It took My Lady Nicotine a long time to fetch him, but she got in her deadly work at last. However, aged gentlemen who have a hankering after suicide need a lot of patience if they take the tobacco route.

A Curious Coincidence.

A peculiar feature in connection with the balloon ascension at Montreal, Sunday July 26, is reported. As is well known in Montreal and no doubt throughout the country by this time, these balloon ascensions are made three times a week, in the interest of The Empire Tobacco Co., to advertise not only to the inhabitants of this earth but also to those of Mars and the other planets, the virtues of "Currency" plug chewing tobacco. The experience related here is interesting. When Professor Wolcott's parachutist started on his trip the secretary of The Empire Tobacco Co. was enjoying a quiet game of tennis at Longueuil, about two miles from the scene of operations. It is certainly a strange coincidence, that after ascending 6,000 feet into the air,

and crossing a river one mile and a half wide; Mr. Belmont, the parachutist, should descend to terra firma within fifty yards of the secretary of the company whose "Currency" plug chewing tobacco he was advertising. We doubt if Santos Dumont could have done better.

In Praise of Tobacco.

Of all the good things that man has found
Scattered upon this planet round,
Tobacco surely holds its ground—

A weed delicious;
No other green leaf yields so much
Delight: no flower has fragrance such:
Of something vicious.

A pipe after breakfast, when
I read the morning paper; then
At luncheon one small whiff again—

A tube of tissue;
And, after dinner, a cigar,
An easy chair beside the jar
Wherein the good Havanas are,
Too close to miss you.

Life is at best a journey brief,
And Time pursues us like a thief,
But if one cultivates the Leaf
There is no hurry.

A friend, it cheers one on the way,
And helps to lighten out the day,
And keeps the hair from turning gray
With care and worry.

Virginia, Turkish or Perique—
A puff of incense and a streak
Of smoke that almost seems to speak
In sweet aroma!

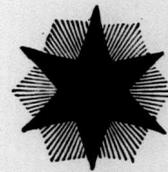
And may the good Tobacco last
So long as we to life hold fast,
Till Death, the old iconoclast,
Brings his diploma!
—Frank Dempster Sherman, in Life.

Holland Heads Tobacco List.

Statistics show that Holland consumes more smoking tobacco relatively than any other country in the world. Her quota per head approximates nine pounds. The United States comes second with about four pounds. Belgium and Germany are next, then Austria, with about two pounds and a half. Norway and Denmark come before Canada, and France is tenth, with about two pounds per head. Sweden and Russia are almost abreast, and England, Italy and Spain are lowest. Italy and Spain, however, are the greatest consumers of cigarettes.

A Startling Device.

There is an ingenious cigarist in Philadelphia who has recently adopted a novel way of exhibiting his goods. A number of cigar boxes stand on top of his show case, close together, and end to end. When a customer asks for a five cent cigar all the covers of these boxes fly up



Security
A
High-Grade Cigar.

THE W. H. STEELE CO., LIMITED
40 SCOTT ST., TORONTO.

simultaneously, offering him his choice. As the clerk does not touch any of the boxes, and as all of them open at precisely the same instant, the effect of this jack in the box arrangement on a customer may be imagined. The secret of the trick is in fastening the covers of the boxes together by means of a strip of wood about an eighth of an inch thick and about an inch wide, the fastening being effected by means of small screw eyes.

The World's Tobacco Bill.

The year's consumption of tobacco in the United States alone includes seven billions of cigars, ten billions of cigarettes, and two hundred and eighty millions of pounds of manufactured tobacco. The one item of smoking and chewing tobacco, exclusive of cigars, cigarettes, and snuff, registers an annual over all value of more than \$500,000,000. In addition, England smokes six billions, Japan three billions, and China one and one-half billions of cigarettes every twelvemonth. This outside cigarette pulling burns up forty five millions of pounds of tobacco and puts about \$1,000,000 into the bank account of the American grower, giving the giant balance to the trust. Everybody's Magazine.

Tobacco Notes.

The W. H. Steele Co., Ltd., Toronto, report a very busy season in their cigar department.

One thousand hogsheads of Kentucky tobacco were totally destroyed last week by the fire in the warehouse of Jarvis & Co., Jersey City.

Ronto is a good cigar and the Ronto smoking mixture recently placed on the market by T. J. Horrocks is rivalling its cigar namesake in popularity.

Mr. Hyman, formerly of Montreal but for some years proprietor of the cigar store at 339 Broadway, New York, shot himself last week on account of business troubles.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
For quotations address

Montreal Agents:

S. H. EWING & SONS,
96 King St., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

TRADE-WINNERS

**Golden Eagle Blend
Coffee**

Ask the grocers who are handling it.

**Lees & Langley's
Worcestershire Sauce**

The most perfect relish ever placed on the Canadian market.

Sole Proprietors

AMERICAN COFFEE & SPICE COMPANY.

LEES & LANGLEY, TORONTO.

**Arrived
this week
in store**

Dandicolle & Gaudin's Truffles, brushed & peeled,
Capote Capers, Pate de fois gras,
Boneless Sardines, Asparagus Tips,
Brussels Sprouts, Peas, Mushrooms, in glass.

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

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



Hires'
Root Beer

the who'e day long,
And you will feel "all right."

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

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

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

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.
MONTREAL.

Flett's

Pickle Competition

is keen — numbers of inferior brands are on the market to-day. The wise dealer doesn't waste time pushing poor articles, or articles which, owing to their quality, must have a short life. He sells **FLETT'S PICKLES**. Once sold to a customer the repeat order follows easily.

ROSE & LAFLAMME

Agents,

MONTREAL.

MHS

FOR PICNICS

"Good coffee is half the breakfast."

says the old camper— that's why the choice is



PATERSON'S CAMP COFFEE ESSENCE

For Picnics and for Camps.

ROSE & LAFLAMME, Agents,
MONTREAL.

Brand's Al Sauce

is the climax of
perfection

—a fine tonic
—and digestive

and

a rapid and profitable
seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

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

Everybody WANTS

VINEGAR NOW

Everybody

should use the BEST
Malt Vinegar—that is

Grimble's

PURE MALT



BRAND.

Vinegar.

Brewery: **LONDON, England.**

Agent—**Mr. I. S. WOTHERSPOON,**
204 Board of Trade Bldgs. MONTREAL.

HANDY LAW BOOK FOR BUSINESS MEN.

THROUGH the courtesy of Mr. R. R. Cromarty, of The Canada Law Book Co., THE GROCER has received a copy of an important new work on "Frauds on Creditors and Assignments in Benefit of Creditors," by W. R. P. Parker, B.A., LL.B., of Osgoode Hall, barrister-at-law, a well-known writer on "Company Law."

The work is a treatise on the Canadian law of fraudulent transfers, fraudulent preferences, assignments for the benefit of creditors, composition and extension deeds, and contains as well a complete list of forms and a compilation of the statutes in force in the various provinces bearing on these matters. Mr. Parker has made a special study of this branch of law for some years. The effect of the enactments of the different provinces is considered and the decisions in all the provinces, other than Quebec, as well as English cases, are cited, and, where of service in throwing light on unsettled points, American cases are also referred to. A distinct gain to legal literature, the work treats of matters commonly arising in connection with all large mercantile concerns, and is written in such a way as to be of practical use to the mercantile community and should prove a handy work of reference for a merchant or manufacturer to have in his office. The book is handsomely and serviceably bound in half calf, and is sold at \$5.50 by The Canada Law Book Co., law publishers and binders, 32-34 Toronto street, Toronto, Canada.

A CRAB FEAST.

Over 10,000 people assembled at Tolchester Beach, Md., on Thursday to enjoy the feast of crabs given by the Society of Elks, says The Fishing Gazette.

The first course served was crab soup. This was followed by hard crabs, deviled crabs, fried soft crabs, crab salad, and, in fact, crabs in every style known to the most expert in the culinary art, were served to the hungry Elks, piping hot or deliciously cold, as the nature of the dish demanded, and any Elk who went home without being able to boast that he knows the flavor of a Chesapeake crab will have something to regret all the days of his life.

An idea of the amount of provisions disposed of will be obtained from the following order list: 50,000 crabs, 400 pounds of crab meat, 30,000 rolls, 100 pounds of butter, 200 pounds of coffee, 200 pounds of sugar, 400 pounds of ham,

150 pounds of spiced beef, 100 pounds of beef tongue, 8 tubs of potato salad, 10 barrels of potatoes, 50 gallons of milk, 10 gallons of mustard, 10 tons of ice, 2,500 bottles of ginger ale, 2,500 bottles of sarsaparilla.

Should many feasts of this kind be given, we doubt if the Chesapeake crabs would ever reach the northern markets.

POMELO, OR GRAPE FRUIT.

THE pomelo, or grape fruit, belongs botanically to the citrus family along with the lemon and orange. The fruit most common in market is about the size of an orange and of a lighter yellow color. It is valued chiefly as a breakfast fruit, and is eaten with or without sugar, in the same manner as oranges. Marmalade is also made from it. The fruit has a bitter acid pulp and juice that to some tastes is very palatable and refreshing. According to analysis reported by the California Station, the juice contains 2 to 2.7 per cent. of citric acid and 6.7 to 9.5 per cent. of sugar. Lemons contain 6 to 10 per cent. of citric acid and 2.5 to 3.6 per cent. of sugar. It is thus seen that the pomelo more nearly approaches oranges in the amount of sugar and acid it contains than lemons.

The pomelo has lately been made the subject of a bulletin by H. H. Hume, of the Florida Station. According to Professor Hume, the oldest name for the fruit and one commonly used by horticulturists is pomelo. Commercially, however, the fruit is more generally known as grape fruit. This name is thought to have originated from the fact that the fruit grows in clusters like grapes. Another name sometimes used for the fruit is shaddock. This term, however, is more properly applied to very large pyriform or necked varieties; they are seldom seen in market. These large varieties often weigh 15 lb. or more, and to American tastes are of inferior quality.

The pomelo has become commercially important only during the last 15 or 20 years. The supply in this country comes chiefly from Florida, though California and Jamaica furnish some. The fruit grows like the orange, but is slightly less hardy than the sweet orange. As a stock for oranges and lemons the California Station states that it is rapidly becoming a favorite in Southern California. The tree grows upward of 30 feet high and is slightly thorny. The mature leaves are medium sized, ovate, and of a dark-green color. The flowers are large, white, sweet scented, and borne in clusters. From 3 to 18 fruits mature in each cluster. These

have a rounded form 3 to 4 inches in diameter. The seeds are usually very numerous, except in a few varieties. Marsh Seedless is a good variety, containing few or no seeds. Analysis by the Florida Station show the percentage of pulp of six varieties to vary from 65.16 to 74.72, and of seed from 3 to 3.45.

SALMON IN LAKE ST. JOHN.

It will be news to many of our readers to hear that there are now sea salmon in Lake St. John, as well as the so-called fresh water salmon, or ouananiche, says The Quebec Chronicle. In the spring of the year several of the fish taken by the bait fishermen at Roberval were declared to be small salmon, and recently a smolt of 1½ lb. was caught by an angler in the Grand Discharge. Another angler reports a broken casting line from a fish which he declares from its repeated leaps and bright silvery appearance to have been a grilse. These facts would tend to show that the experiment of introducing young salmon into the Lake St. John waters proved successful.

PEANUTS AS A DIET.

A journal devoted to physical culture strongly advises parents to provide their children daily with a supply of peanuts which they might eat with their school lunch, as they are asserted to be a most wholesome food for growing boys and girls, being given the preference over all other nuts. The belief that nuts are indigestible is attributed to the fact that the usual method of eating them is at the end of the heartiest meal of the day, when the stomach is already overloaded. For all nuts to do any good must be masticated properly, there being little or no chance of their assimilation should they go to the stomach in solid lumps.

THE HONEY SEASON.

R. F. Holtermann, Brantford, Ont., prominently connected with the bee industry, speaking to a representative of The Toronto Globe this week, stated that the light honey flow is now over. The Spring was unfavorable to bees building up. The early clover has not yielded well owing to cool and dry weather. In Quebec and Eastern Ontario, where the drouth prevailed, only a light crop of honey will be secured. In western Ontario, in spite of the early failure, there will be a full crop. Mr. Holtermann will demonstrate and give lectures in bee-keeping at the Toronto Industrial Exhibition.

THE GROCER has at hand a copy of "Der Buchhandler," a neat little periodical published by Karl Fr. Pfau, Leipzig.

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

“It pays to handle the **RIGHT** goods.”

Send for sample
packets for free
distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

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

BALFOUR & COMPANY

BRANCH CANADA GROCERS LIMITED

Wholesale Grocers, - - HAMILTON, CANADA.

Our travellers are on their holidays. Wire or 'phone at our expense. We are the quick shippers, and **Tartan Brand** is a guarantee to quality. Send for samples of our bulk Teas. It will pay you.

Specials in Ceylon Greens and cheap Ceylon Teas.

THE CANADIAN GROCER



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South
Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper
Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328
Holland Block.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

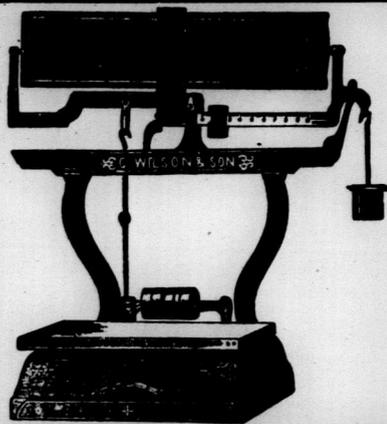
DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



HOW TO RAISE OYSTERS.

PROFESSOR John A. Ryder, of Johns Hopkins University, and other scientists of renown, have by experiments made it possible for anyone near salt water with ordinary care to produce young oysters, says an exchange. The method is exceedingly simple, and the experiments will no doubt result in correcting the scarcity of mollusks which prevails by reason of overfishing.

Producing oysters by artificial methods consists merely in aiding nature in her work of reproducing the species. An oyster is taken and the shell opened so that the animal lies in the deeper shell. The upper surface of the oyster is then stroked gently away from the hinges with an ordinary glass pipette. If the mollusk is ready to spawn this stroking will cause it to emit a fluid which, if the oyster be a female, will be full of tiny eggs, microscopical in size. A few drops of this liquid is taken up by the pipette and put into a tumbler of sea water, as is also a drop or two of liquid from a male oyster. The eggs and male cells thus come together in the water and are fertilized in the natural way. In a couple of hours the eggs will have hatched, and thousands of young oysters will be floating in the tumbler. For a couple of days the young oysters will swim about, but at the end of that time they will have grown a glassy shell and will be ready to attach themselves to some solid substance. During the swimming stage thousands of them are very likely in their natural state to be devoured by fishes or by adult oysters.

It is after a young oyster attaches itself to a solid object of any kind that it begins to grow a lime shell. The larval shell remains attached to the new shell until it finally wears off. Care must be taken that the oysters have solid objects on which to attach themselves, as many perish for lack of a proper place to settle, or they suffocate in the mud.

The possibilities of producing oysters by artificial means are great, since a single female oyster in a single spawning season will produce 16,000,000 to 40,000,000 eggs. It is estimated that 90 per cent. of the eggs may be impregnated and hatched. A tumbler of sea water will hold 100,000 of the newly hatched oysters.—Fishing Gazette.

The contract has been signed for the erection of a large warehouse for Campbell Bros. & Wilson, wholesale grocers, Calgary, to be ready by the first of November. The building, which will be of solid stone, three storeys and a basement, 37 1/2 by 118, will be on Atlantic avenue.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO**



Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

Ask your wholesale grocer for it.
Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

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.

BROCK'S BIRD SEED



A treat for the bird.

A boon to the seller.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

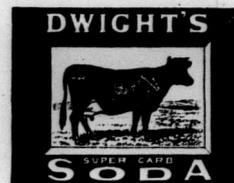
403 St. Paul St., MONTREAL



See at book 90
Page 178
J. M. H.

We challenge the grocery trade to show a better selling article or one more generally satisfactory than

COW



BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

August 6, 1903.

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

Baking Powder.

Brand	Size	Per doz.
Cook's Friend	1 lb. 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
Pound tins, 3 doz. in case		3 00
12-oz. tins, 4 "		2 40
5-lb. "		14 00

W. H. GILLARD & CO.

Brand	Size	Per doz.
Diamond	1 lb. tins, 2 doz. in case	\$2 00
"	1 lb. tins, 3 "	1 25
"	1 lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
1 doz.	10c.	\$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2-lb.	10 50
4 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	16 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2-lb.	4 30
1 "	5 "	7 30
2 "	6-oz.	Per case \$4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	\$0 40
" 4 "	0 75
" 3 "	1 25
" 2 "	2 25
Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

Ocean Mills	Per doz.
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Royal Dime	Per Doz.
1/2 lb.	\$ 1 00
6 oz.	1 60
3 lb.	2 25
12 oz.	2 90
1 lb.	4 50
3 lb.	5 75
5 lb.	15 50
	25 50

Cleveland's

Dime	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 50
3 lb.	2 20
12 oz.	2 80
1 lb.	4 25
3 lb.	5 50
5 lb.	15 00
	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross	\$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. black	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13 3 and 6 oz. size.	
Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 "	3 95

Boeckh's Bamboo Handles C, 3 strings	3 70
" " " " D, 3 "	3 50
" " " " F, 3 "	3 20
" " " " G, 3 "	2 95
" " " " I, 3 "	2 60

CANADIAN BROOM CO.

Warehouse, 4 strands	Doz. Net.
Special, 4 "	\$3 15
Crown, 4 "	3 15
Maple Leaf, 4 "	2 75
Electric, 4 "	2 40
Queen, 3 "	2 25
Crescent, 2 "	1 90
	1 60

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.	
Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	\$9 00
" No. 1	10 50
1 Fins	12 50
Tres fins	14 00
Extra fins	15 00
Sur extra fins	16 50
French Sardines—	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1/2-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40

Cocoa Essence, sweet, 1/2 lb. tins, per doz.	1 80
Chocolate—	
per lb.	
Queen's Dessert, 1/8 and 1/4 s.	\$0 40
" " 6s.	0 42
Mexican Vanilla, 1/8 and 1/4 s.	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8s.	0 28

FRY'S.

Chocolate—	
per lb.	
Caracas, 1/8, 6-lb. boxes	\$0 42
Vanilla, 1/8, sweet, 1/8, 6-lb. boxes	0 29
"Gold Medal," 1/8, 6-lb. boxes	0 42
Pure, unsweetened, 1/8, 6-lb. boxes	0 24
Fry's "Diamond," 1/8, 14-lb. boxes	0 24
Fry's "Monogram," 1/8, 14-lb. boxes	0 24

Cocoa— Per doz.

Concentrated, 1/8, 1 doz. in box	2 40
" " 1/8, 1 doz. in box	4 50
" " 1/8, 1 doz. in box	8 25
Homoeopathic, 1/8, 14-lb. boxes	0 35
" " 1/8, 12-lb. boxes	0 35
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/8 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/8 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/8 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 35

CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/4 and 1/2-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/4, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

— a wise saying

“Never change horses while crossing a stream.”

EDWARDSBURGH OR BENSON'S

STARCH

has pleased your customers
for nearly **50** years.

WHY CHANGE?

(Quality better than ever to-day.)

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE

Caracas tablets, 100 bundles, tied 5's,
per box 3 00
Soluble chocolate (hot or cold soda)
1-lb. cans 0 42
Vanilla chocolate wafers, 48 to box,
per box 1 65

Cocoanut.

L. SCHEPP & CO. Per lb.
1-lb. packages, 15 and 30-lb. cases 20 26
1-lb. " " " " " " " " 0 27
1-lb. " " " " " " " " 0 28
and 1-lb. packages, assorted, 15 and
30-lb. cases 0 26 1/2
and 1-lb. packages assorted, 15 and
30-lb. cases 0 27 1/2
5c. packages, 4 doz. in case, per doz. 0 45

Condensed Milk

Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4l. 4 65



Borden's Condensed Milk Co.

Eagle brand 1 65
Gold Seal brand 1 30
Peerless brand evaporated cream 1 02



Dominion brand, cases 4 doz. (48
lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk - Per lb.
Club House 0 32
Royal Java 0 31
Royal Java and Mocha 0 31
Nectar 0 30
Empress 0 28
Duchess 0 26
Ambrosia 0 25
Fancy Bourbon 0 20
High Grade package goods
Gold Medal, 2-lb. tins 0 30
Gold Medal, 1-lb. tins 0 31
Kin Hee, 1-lb. tins 0 30
Cafe Des Gourmets, ground only, 1-
lb. glass jars 0 30
English Breakfast, ground only 1-
lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca 30 32
Damascus 0 28
Cairo 0 20
Sirdar 0 17
Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java 80 22 1/2
Mocha 0 22 1/2
"Condor" Java 0 27 1/2
Mocha 0 27 1/2
15-year-old Mandehing Java and
hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48
tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars...per doz. \$8 25
Medium size jars 4 50
Small size jars 2 40
Individual size jars 1 00
Imperial holder—Large size 18 00
Medium size 15 00
Small size 12 00
Roquefort—Large size 2 40
Small size 1 40

Coupon Books—Allison's.

For sale in Canada by The Eby-Blain Co.,
Limited, Toronto. C. O. Beauchemin &
Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100
books, 1 kind assorted. 4c. 4 1/2c.
100 to 500 books 3 1/2c. 4c.
100 to 1,000 books 3c. 3 1/2c.

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 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

BRUNSWICK'S
EASYBRIGHT
WATERLESS
CLEANER
CLEANS EVERYTHING.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00
Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO. Per gross.
1-oz. London extracts 8 60
2-oz. " " (no corkscrews) 5 50
2-oz. " " " " " " 9 00
2-oz. Spruce essence 6 00
2-oz. " " " " " " 9 00
2-oz. Anchor extracts 12 00
4-oz. " " " " " " 21 00
1-oz. " " " " " " 36 00
1-lb. " " " " " " 70 00
1-oz. flat " " " " " " 9 00
2-oz. flat bottle extracts 18 00
2-oz. square bottle " " " " " " 21 00
4-oz. " " " (corked) 36 00
8-oz. " " " " " " 72 00
Per doz. \$3 50
8-oz. " glass stop extracts 7 00
8-oz. " " " " " " 7 00
2 1/2-oz. round quint essence extracts 2 00
4-oz. jockey decanters " 3 50

Food.

Robinson's patent barley 1-lb. tins \$1 25
" " " " 1-lb. tins 2 25
" " " " groats 1-lb. tins 1 25
" " " " " 1-lb. tins 2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.
Frank Magor & Co., Agents.
Orange marmalade \$1 50
Clear jelly marmalade 1 80
Strawberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " " 1 85
Other jams " " \$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 35
2 1/2-lb. tin pail, 2 doz. in case, 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

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... ..

