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# Instant Powdered



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

It dissolves **instantly** in hot  
water.

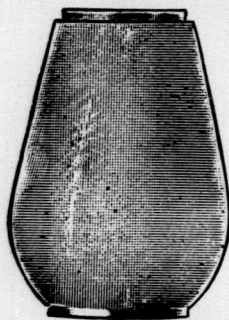
**The Standard Gelatine of the World**

ARTHUR P. TIPPET & CO.,  
General Agents.

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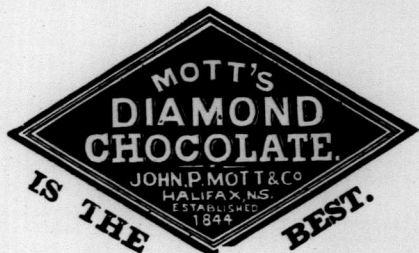
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Cold Blast  
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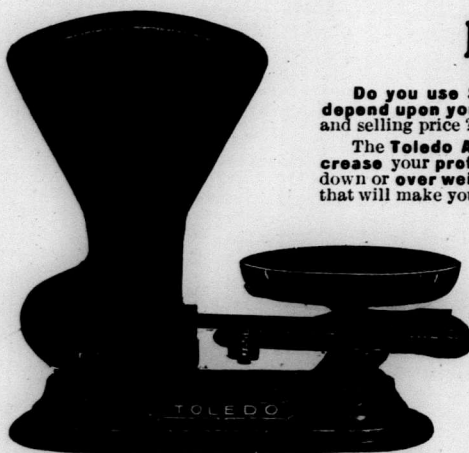
The Toledo Automatic Springless Computing Scales will increase your profits, as they absolutely stop the necessity of giving down or over weight, and are absolutely the only fully legalized Scale that will make your bulk packages hold out weight.

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Drop a postal asking for Catalogue to

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Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

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It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

**TARBOX BROS., Toronto, Canada.**



THE  
MOP  
THAT  
THE  
SUN  
NEVER  
SETS  
ON.

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by doing a little better advertising.

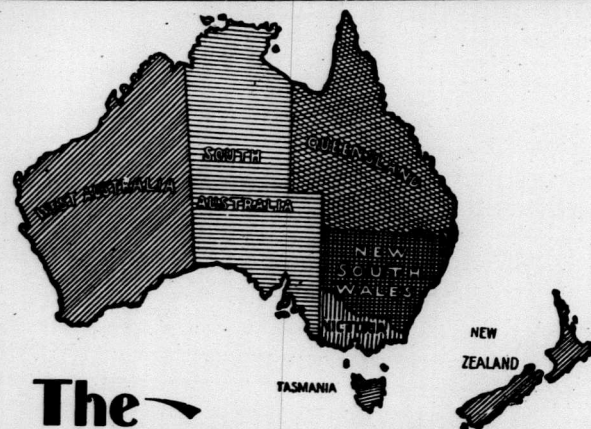
\* For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store." will prove of great value.

It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is \$1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

**MacLean Publishing Co.,**

TORONTO.



## 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.

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Specimen Copies Free on Application.



**Do You Realize  
What You Are Losing?**

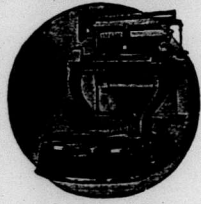
On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept M. for Catalogue. *Save three Pennies* **DO IT TO-DAY**

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



Pleased customers are the most valuable thing that a store can possess. During the Exhibition there will be much demand for a pleasant drink.

**Lime Fruit Juice  
Lime Juice Cordial  
Raspberry Vinegar**

fill the bill. They are hygienic and very pleasant.

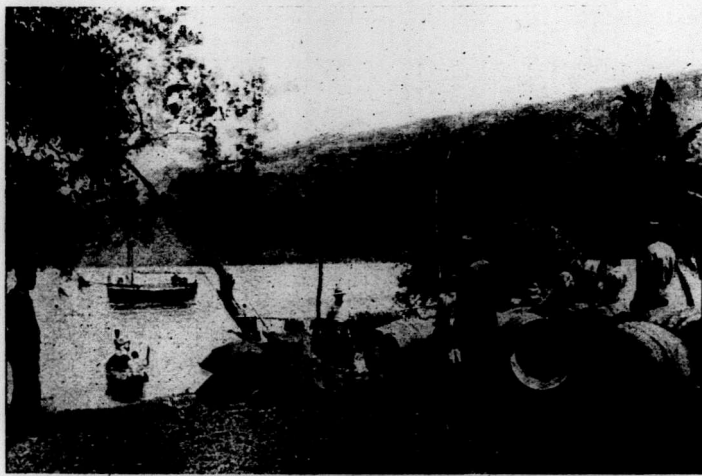
Keep well stocked with these drinks.

Manufactured by

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

124-128 Richmond St. West, TORONTO.

The beautiful golden green color of



A Shipment of "Sovereign Lime Juice" waiting to be carried by boat from shore to steamer.

**Sovereign Lime Juice**

suggests a tropical richness and flavour which a drink of it confirms. It is the pure juice of the ripe, sound Lime Fruit. The Dominion Government Analyst reports it to be absolutely pure, and without coloring matter, and this we guarantee, as we control the juice from the tree to the bottle. Only two teaspoonfuls of "Sovereign Lime Juice" are required to make a glass of the most delicious, refreshing and economical summer drink.

Refined and bottled by \_\_\_\_\_

All Grocers.

**Simson Bros. Co. Limited**


Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

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That the whole crop of \_\_\_\_\_

# JAPAN TEA

is always too small for the Demand, although the price for the past two years has been **extraordinary high**, and going higher each season?  Because it is the best Tea! and wanted anyhow by real Tea drinkers!

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**CANADA** and the **UNITED STATES**  
can use the whole crop of

# ...JAPAN TEA...

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

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**Imperial Brand  
Maple Syrup.**

After selling a customer one tin

of Imperial Brand Maple Syrup don't

bother about selling her any more—she'll  
remember to order it regularly.

ROSE & LAFLAMME, Agents, MONTREAL.

*Nonpareil  
Jellies.*

The delicious quality,  
delightful flavors and  
perfect purity of these  
Jellies have made them  
popular with people of  
judgment.

ROSE & LAFLAMME, Agents,  
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The **QUEEN**  
of Teas  
For  
The **KING**  
of Lands.

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**Ceylon Tea**  
**FOR CANADA.**

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Ceylon Green Tea is incomparable.  
Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most  
fastidious customer, and gives  
you a fine margin of profit.

## He who Hesitates is Lost !!!

Salmon packs this season are undoubtedly short.  
Enterprising men are now fixing their orders.

## If you Hesitate you will Miss Your Chance

### RED SOCKEYES

"Nimpkish"  
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"Sunset"  
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### COHOES

"Eagle"  
"Golden Net"  
"Harlock"  
"Empress"

These brands are quality and show fine margin of profit.

## The British Columbia Packers' Association,

VANCOUVER, B. C.

## All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

### Without Cost to You.

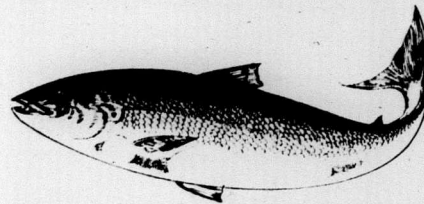
WRITE US FOR PARTICULARS.

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.



THE CANADIAN GROCER

Has stood  
the test  
of every  
climate.



Purest  
and best  
for all  
purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

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

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

# 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.**

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.  
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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.**

## A GOOD THING MAY BE REPEATED.



The following is taken from THE TORONTO GLOBE of April 11th, 1903, but there are no politics in it.—

“Carl Frederic Heebner, Ph. G., Phm. B., “Dean of the Ontario College of Pharmacy, was “born at Lee, Massachusetts. He studied at “the public and high schools of his native town “and at Williams College. Afterwards, in pur- “surance of his love for Chemistry, he entered “the employ of a druggist, and after 4 years in “that position he matriculated at the New York

“College of Pharmacy. He was next appointed assistant in the Laboratory of one of the largest wholesale druggists of New “York, rising to the position of chief clerk. In 1884 he was appointed to the teaching staff of the New York College of “Pharmacy, later being promoted to the professoriate. In 1887 he published a ‘Manual of Pharmacy.’ He has also “published other works, included ‘A Synopsis of British Pharmacopeia.’ In 1891 he was appointed professor of pharmacy “at the Ontario College of Pharmacy, and in 1892 the Deanship of the college was added. The same year the University “of Toronto conferred on him the Degree of Bachelor of Pharmacy, honoris causa. In 1893 the University of Toronto “appointed him lecturer and demonstrator in materia medica and elementary therapeutics, and in 1897 he was made “associate-professor of pharmacology and therapeutics. He has been a member of the Senate of the University of Toronto “since 1893. His ability and success as a teacher are well-known, and an English writer who visited Canada and the “United States to enquire into the systems of pharmaceutical education, referring to the Ontario College of Pharmacy, said : “‘The new system now existing in Ontario is vastly superior to our own; in fact, it is an ideal system.’”

This is the man who states that

## St. Lawrence Extra Granulated

is the best Granulated procurable, and that it is the only Granulated he uses in delicate experiments requiring entire purity of ingredients.

The St. Lawrence Sugar Refining Co., Limited  
Montreal.

# Spices for Pickling and Sauce Making.

**W**E HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

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

# Wood's Primrose Ceylon Tea

## STABILITY IN YOUR BUSINESS.

Few dealers can spare time to do the testing necessary to secure choice Tea.

We do that for you. For many years we have been putting to searching tests the products of the finest gardens, giving you the full benefit of this experienced selection in **WOOD'S PRIMROSE TEAS.**

When you give your customer Primrose Tea, therefore, you may be sure the necessary testing has been done and the canister contains Tea of proven quality. This gives confidence and a basis of stability to your Tea business.

THE CORRECT THING  
FOR  
ICED TEA.

**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.

## EXHIBITION

We cordially invite our stockholders to make use of our offices while in the city. We should also be pleased to meet any grocer interested in buying his goods right, and we can soon show you how we can save you money.

## CANADA BROKERAGE CO., Limited,

Phones: 2282 / Main  
870

48 Wellington St. East,

TORONTO

## Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

**P**OLITICAL discussion permits of wide divergence of views, and, almost invariably, these are accompanied by an equally wide divergence in alleged facts. In no case have both these features been more in evidence than in the discussion of the new Transcontinental Railway policy, and it must, indeed, be puzzling to the outsider who is reading the press of both parties with an honest intention of arriving at a just conclusion. In too many cases, we fear, he will be prone to charge misstatement and dishonesty of purpose on the part of the politicians, but he should remember that while public men are, from the very nature of things, as adherents of parties, special pleaders, they are not necessarily insincere in the statements which they utter. That the wish is father to the thought is often absolutely true, and where people have to deal with a whole field of at least but partially known conditions, the speaker is naturally driven to allegations which are likely to strengthen the position he has taken in any given case. So it is that we find one man describing the north part of Ontario through which the new road will run as a land of promise, rich in timber, in minerals, in water powers, in agricultural lands; while, to another, who has committed himself to the statement that the whole thing is an utterly "mad scheme," it is the land of rock, muskeg, the stunted poplar and impassable natural barriers.

\* \* \*

In no phase of the whole debate has greater difference appeared than in that dealing with the financial conditions. From the statement of Sir Wilfrid that the cost to Canada could be paid out of this year's surplus, to that of Dr. Sproule, who asserts that the result will be to increase the national debt to \$100,000,000, we have a wide choice for financial belief. Let us first, for a few moments, examine the contention of the Prime Minister. The Government section of the road from Moncton to Winnipeg covers a distance variously estimated at from 1,400 to 1,500 miles, the cost of which, Mr. Fielding, who, by the way, estimates the distance at 1,475 miles, as against Mr. Blair's 1,425 miles, places, including the interest during construction, at \$54,609,677, while Mr. Blair estimates

it at \$65,000,000. The question as to which is more nearly correct has nothing to do with the criticism of the Premier's statement. The surplus this year will be in the neighborhood of \$11,500,000, so in neither case would it even approach an amount which could meet the expenditure. Of course, what Sir Wilfrid meant, a meaning easily to be gathered from the context of his speech, by him who reads it in extenso, is, that the surplus would pay for all the outlay above that for which we have a tangible asset to show. True, we may spend from 55 to 65 millions on the Government section, but that section will be ours when completed, and will, after seven or, possibly, ten years, pay interest on the investment at 3 per cent., according to a term in the lease to the Grand Trunk Pacific Railway. In this, of course, lies the marked difference between the case of this new road and the case of the Intercolonial and the Government canals. In the I. C. R. we have invested nearly 70 millions, in the canals almost the same amount, and from neither do we receive the return of a fraction of one per cent. as interest on our investment. To say that the country is not in debt to the extent of 140 millions for these old works because we own them, and hence the asset must be set off against the liability, would be manifestly absurd, and to say the same of the new road would be equally so but for the guarantee of interest by way of rent to which we have alluded.

\* \* \*

Even as it is, we feel that the Premier's statement is somewhat far fetched in this particular. Our debt will undoubtedly be increased to the extent of the cost of constructing this new section. That may or may not be a bad thing. The farmer who mortgages his farm for \$1,000 to put up a bank barn where before he had no building, is certainly \$1,000 in debt, though he may be far more than \$1,000 better off because of the increased facility with which he can carry on his farming operations. And so it will be with Canada. Time will tell whether the money is or not well spent; but that our debt will be increased in any case to just the amount of the expenditure, seems to be beyond peradventure. Now, to this must be added one other item—the interest for the seven years during which the G.T.P. gets the use of the Government section

for nothing, and the interest for seven years on the cost of constructing the G.T.P. line in the mountain section up to \$30,000 per mile. Without wearying our readers too much, we may say that these two sums combined would reach a total of from \$11,500,000 to \$16,500,000, according as we accept the extreme estimates of the rival advocates. In the former case the surplus would in reality pay off the whole obligation, leaving us with the Government section as an asset, and the cost thereof as a liability, and, even in the latter, if, as Mr. Fielding points out, we estimate the amount laid out now in the hands of some trust company to meet the payments of interest as they mature from year to year, the present surplus would be sufficient to meet the whole interest charge. As a matter of fact, the surplus, as we pointed out in an earlier article this session, is a politician's surplus. It is not a surplus of funds after paying all the Government outlays for the year, but only a surplus of income over what has time out of mind by both parties been called "current expenditure." That there is an actual surplus this year just closed over all expenditure, a surplus running into millions, a surplus which is to be applied in that very convincing fashion of a reduction of the national debt, all are pleased to acknowledge, but that we have \$11,500,000 clear to apply in reduction of debt or to meet interest at some future date to accrue in connection with this railway scheme is far from the fact. This much is true: The amount this year actually available for any purpose after payment of all expenditure is so large as to be more than sufficient by a couple of million at least to pay one year's interest on the new railway indebtedness when incurred. The first month of the new fiscal year, July, shows a large increase in revenue over July of last year, and everything points to a surplus for the coming year as large if not larger than for the year just past. Should Canadian prosperity continue for six more years to come, and there seems no good reason why it should not, when we think of the large influx of population and the great development of natural resources—causes which kept hard times away from the United States when every other country in the world fell a victim to that financial disease—should it con-

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

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

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

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

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

time in even much less measure than at present, there would be each year an "actual surplus" quite sufficient to pay the interest for the seven years during which the G. T. P. pays nothing to the Government by way of rent, and in this manner the expense, outside of construction (to balance which there remains the road itself), would be entirely borne by revenue, and at the end of the non-productive period not one cent would have been added to our national debt above and beyond the first cost of the road.

Mr. Blair has contended that we cannot get our money at 3 per cent., the amount which the G.T.P. is to pay as rental after seven years, that 3½ per cent. is the best we can look for, and, that, in consequence, we will have ½ per cent. each year to put up out of the treasury, and this he figures to represent an accumulated loss of \$18,850,000 in the 50 years. As to this, time and the English money market alone will tell. The last occasion on which we went into the market we succeeded in getting our requirements satisfied for 2½ per cent., but the bonds were placed at a small discount, taking which into consideration the loan stood us at about 2.70 per cent., or not quite 2¾ per cent. At present the money market is a little tighter, and it is possible that we might not get such favorable terms. The capital, however, will not all be borrowed at one time. The road will take five years at least to complete, and loans will from time to time be made, as the money is required. To say what the market price will be from one to five years hence is mere guess work. The very fact that the large aggregate amount required will not be needed all at once will tend to keep down the rate, and, on the whole, we think we may venture to conclude that in this matter Mr. Blair's fears have got a little the better of him, and that the money will be forthcoming at 3 per cent. as estimated by Mr. Fielding. If this be so, of course the \$18,850,000, above referred to, disappears from the

cost of the undertaking, or, if we split the difference between the estimates as to the rate to be paid for the money made by Mr. Blair and Mr. Fielding and leave it at 3¼ per cent., the cost as placed by Mr. Blair comes down \$9,425,000.

\* \* \*

We have criticised the Prime Minister's statement as to the surplus being sufficient to pay for the road, it is now time to turn our attention very briefly to the Opposition contention that to the cost must be added the amount of the Government guarantee of G.T.P. bonds. As we know the contract provides that on the prairie section the Government is to guarantee the bonds of the company up to \$13,000 per mile, and on the mountain section up to \$30,000, provided neither sum be in excess of three quarters of the cost of construction, or, in other words, the G.T.P. has to put in one quarter of the cost out of its own funds in excess of the Government guarantee. This being the case what is the likelihood that the Government will ever be called upon to make good any of this guarantee? The section now under discussion has been called on all hands the "fat" section. There is no doubt expressed by anyone; the most sceptical has never even hinted that this section of the transcontinental road would not pay and pay well. If it pays, of course the Government cannot be damaged; if it does not pay, the Government has a first mortgage extending only to 75 per cent, and, in addition to that, has also a mortgage on \$20,000,000 of rolling stock, in which it has not put one dollar,—on which it has guaranteed nothing. What, then, would happen if the Government were called upon to pay the interest on the bonds as guaranteed by it, proceeding to foreclose, and to take the road over? But behind stands the Grand Trunk Railway proper, as a second mortgagee, so to speak, with its quarter of cost of construction, and its \$20,000,000 in rolling stock. How awfully bad would have to be the state of things; how awfully lean would the "fat"

section have to prove, before the second mortgagee would sulk in his tent and allow the first claimant to close him out of all claim. No, it is most reasonable to suppose that this will never happen, and, if it does not, why, of course, it is fallacious to add millions upon millions to the alleged cost of construction in connection with this scheme.

\* \* \*

Mr. Sifton introduced another financial item, which is not unworthy of consideration. He pointed out that negotiations were about completed with certain railway companies by which the odd-numbered sections in Manitoba and the Territories, for years locked up for railway grants, were about to be released and made free for Government purposes. As the even-numbered sections are retained for free homesteads, the Government feels at liberty to sell these new lands, amounting in all to about 50,000,000 of acres. He makes the statement that of this area about 20,000,000 acres are now absolutely worthless because of being totally unserved by railways, and that in ten years' time, owing to the building of the new road, these lands will have attained an average value of \$300 per acre, or an aggregate of \$460,000,000. Allowing for optimism on the part of the speaker, something substantial is sure to come out of the state of affairs which he indicates. We may then summarize our financial review of the contentions of the opposing parties by saying that the scheme will cost the actual outlay for construction on the Government section, the exact amount of which only time will tell, plus the interest for seven years, as above outlined, for even if the yearly actual surplus is sufficient to keep this paid, it is a cost nevertheless, since, but for it, the surplus could be applied in reduction of the national debt. As against this cost there will be the Government section of the road, plus the value of the lands referred to by Mr. Sifton as now being valueless. As to the other aspects of the case, from the point of increased transportation facilities, colonization, development of commerce, the binding together of the East and West, the shortening of the Imperial route to the East, it is no part of our plan to speak now.

# Indian and Ceylon Teas

BLACK or GREEN. We are

## HEADQUARTERS.

Sold from warehouse or "to arrive," from actual sample.

**Lucas, Steele & Bristol, - Hamilton**

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

**COFFEES COFFEES COFFEES**

Our Coffee trade is growing.

Our famous "Queen's Blend" stands at head of the list. "Social" Coffee is gaining friends every day—but for down-right good value order 1 case of 50 pounds of our

**Maravalla ("Albert Brand") Coffee in one pound tins.**

This coffee can be sold at 25c. It is absolutely pure, makes a thick, rich, flavory cup of coffee and is good value at 40c.

Maravalla is guaranteed to give satisfaction to lovers of pure coffees—AT ANY PRICE SOLD.

**LUMSDEN BROS.,** Proprietors of the **STANDARD SPICE MILLS, HAMILTON**

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

## To Our Friends In

**New Ontario, Manitoba and Saskatoon.**

We beg to advise that Mr. H. E. Toms will be leaving here in our interests about first of September for your country, calling on you as early as possible in that month and for him we bespeak your kind attention.

Mr. Toms will have some grand values to offer and samples of latest novelties in groceries.

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

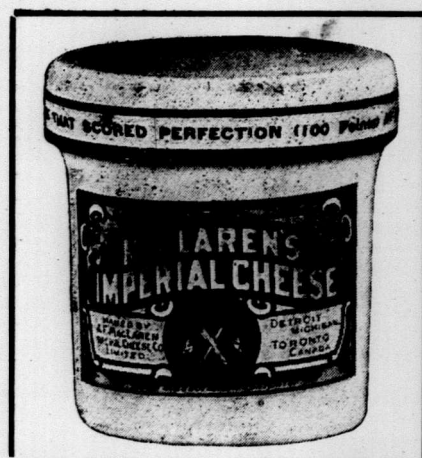
## DOMINION EXHIBITION, 1903.

If in the City during the Exhibition call and see us.  
Our Travellers will be here to welcome you.

### THOS. KINNEAR & CO.,

Wholesale Grocers

49 Front East, TORONTO.



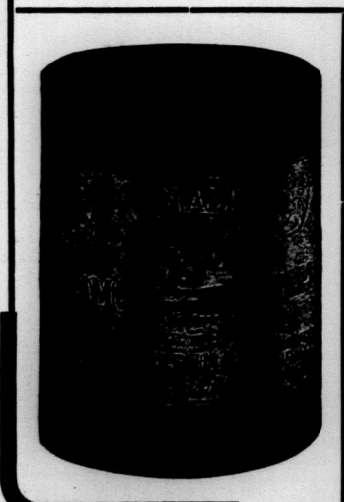
"EVERYTHING COMES TO HIM  
WHO HUSTLES WHILE HE  
WAITS."

IT REQUIRES VERY LITTLE  
"HUSTLING" TO SELL

**MacLAREN'S IMPERIAL, ROQUEFORT,  
and CANADA CREAM CHEESE, NOR**

DO YOU HAVE TO "WAIT"  
VERY LONG BEFORE SEEING  
A SUBSTANTIAL INCREASE IN  
YOUR TRADE RETURNS.

A LITTLE ENERGETIC PUSH-  
ING DOES IT.



**A. F. MacLaren**  
**Imperial Cheese**  
**Co.,**  
Manufacturers and  
Agents,  
**TORONTO.**



#### RAISIN NEWS FROM DENIA.

THE Denia Exportacion de Pasa Valenciana, in the issue of August 6th, says of the raisin outlook: The drought will greatly shorten the quantity of the present crop, in terms that it will hardly reach 500,000 quintals in the whole.

Scaldings, on that account, are rather backward, and the fruit appears so very uneven that many bunches have only part of the berries ripe and the rest green, so that to scald the grapes in such a state the loss to the growers would be serious. Of course, at some early localities people have begun scalding, but this cannot be said to be the beginning of the campaign. Several agents are going round the producing districts paying 30-pesetas per cwt. for fruit of the new crop, and securing what little lots they can, as samples; but we do not call this the opening of the market, as there are no stores yet opened nor is there any packing going on so far.

With regard to elaborating raisins after the Malaga style, we believe that at Gata they will in the present season elaborate a larger quantity than they last year did, because they have actually better fruit for the purpose.

At Malaga, as far as we learn, the fruit will likewise be small for the same reasons we have before alluded to, and the quantity of the crop will be something like the last, say 1,200,000 boxes.

In a few days they will begin to take away some fruit from the drying grounds; and towards the 20th inst. the first boxes containing stuff of the new crop will be sent to the warehouses. Prices are expected to be high, but if so, they will not last long.

Scaldings at Malaga will, this year, have no importance.

From Granada they say that the crop of raisins in that province is small and of inferior quality.

**THE CANADIAN GROCER**

**IN REFERENCE TO CAPERS.**

THE caper tree is a bush which is grown in some parts of Spain and in Algeria, as well as in some portions of France. The commercial caper is the flower bud, which is gathered before its development and preserved in vinegar. The tree thrives on chalky soils, on rising ground well exposed to the sun. Poor, dry soils may be utilized, but a good quality of earth brings about better results.

The gathering of the crop generally commences the first week in June, and as the branches continue to grow, and as

there is one caper for every leaf, the harvest season continues until September or even October. About the 20th of July the crop is heaviest. The buds are picked by women, who work upon the same bush every five or six days. An effort is made to gather small capers, as the smaller sizes are the best and bring the highest prices. The pickers are paid 25 centimes (5 cents) per kilogram (2.2 pounds), and during the height of the season a competent woman can gather 20 kilograms (44 pounds) per day.

After the capers have been picked, they are placed in trays under a shed, where they are left until they evaporate a certain amount of water which they contain, in order that fermentation may not set in. They are then placed in barrels of vinegar for preservation. A white vinegar of 8 degrees Beaume is used for this purpose. A 6-degree vinegar might be employed, but with a stronger vinegar the capers acquire a more satisfactory consistency. Occasionally the brine is flavored with sprigs of tarragon, elder flowers, cloves and pepper in grains. This is a matter of individual taste and experience.

The capers, having been thus preserved, are next classified, during the Winter, by being passed through sieves of different sizes. There are seven classifications, as follows: "Nonpareil" (smallest size), "surfine," "capucine," "capote," "fine," "mi-fine," "commune" (largest size). Having been thus separated, the merchandise is replaced in barrels filled with vinegar and preserved until sold. When prepared for shipment, the capers are washed in vinegar of a standard of 12 degrees, which renders them quite firm, and they are placed in barrels without vinegar. They support long voyages very satisfactorily, if properly treated before.

The average prices per category and per kilogram of 2.2 pounds are: Nonpareils, 1.70 to 3.20 francs; 32.8 to 61.7 cents. Surfines, 1.25 to 2.40 francs; 24.1 to 46.3 cents. Capucines, 1.00 to 1.80 francs; 19.3 to 34.7 cents. Capotes, .80 to 1.40 francs; 15.4 to 27 cents. Fine, 60 to 70 francs; 11.5 to 13.5 cents. Mi-fine, 40 to 50 francs; 7.7 to 9.6 cents. Commune, 30 to 35 francs; 5.7 to 6.7 cents.

**THE PACKAGE IDEA.**

Even though, as some grocers complain, retail stores have become a storehouse for various sorts of packages, it is admitted by a large proportion that with the package has come increased profit. There is no downright loss on a package. It is a pound or five pounds at the start and costs so much. The grocer hands it

over the counter for what it is and doesn't have to supply wrapping paper or twine unless he chooses. The old order has changed, giving place to new, and the new is, after all, more easily followed, and, other things being equal, is productive of greater profits.

Reports from abroad on the new crop Persian dates state that the crop is progressing favorably. The principal importers here will have two fast direct steamers this season, the same as last year, and the first cargo will be due the latter part of October.



**UPTON'S  
JAM  
UPTON'S  
JELLY  
UPTON'S  
MARMALADE**

Are easily the best value  
on the market.

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

# TWENTIETH CENTURY Brooms

**The Best Made.**

They are "Trade-Winners"

**THE  
DAVIDSON & HAY,  
LIMITED,  
Wholesale Grocers,  
TORONTO.**



## THE MARITIME BOARD OF TRADE

### Ninth Annual Convention, held at Charlottetown, P.E.I.

#### A Report of Proceedings. Moncton, N. B. the Next Place of Meeting,

**T**HE number of delegates attending the ninth annual convention of the Maritime Board of Trade, at Charlottetown, P.E.I., on Wednesday and Thursday, August 19 and 20, was considerably smaller than at the conventions of the preceding few years, owing, of course, to so many of them being in attendance at the Congress of the Chambers of Commerce of the Empire in Montreal. But, all things considered, little fault could be found with the attendance, and as for the proceedings, the vigorous style in which most of the subjects were handled by the speakers will long be remembered by those who were present. It seemed to be a general endeavor not only to debate, but to arrive at some conclusions and adopt some resolutions which would be followed out to the end and have marked results.

The delegates were nearly all present during the session on Wednesday, though a number arrived that night. They were well looked after, President Haszard having been indefatigable in his efforts to provide them with all possible conveniences and comforts, in which he succeeded admirably.

#### OPENING OF THE CONVENTION.

It was half past ten on Wednesday morning, August 19, when the president called the meeting to order in the Legislative Assembly chambers. Before the order Mr. Haszard referred to the number of leading members of the Maritime Board of Trade who were absent in Montreal. A meeting had been held in Truro, N.S., with the object of deciding whether or not this convention could not be postponed or brought on at a time when the members would not be called to the meeting of the Empire's chambers of commerce, but it was clearly shown that by their constitution the date of the meeting was practically a fixed one; at any rate it would be awkward to make a change.

#### WELCOMED TO CHARLOTTETOWN.

The president then introduced Hon. Arthur Peters, Premier of Prince Edward Island and Mayor Warburton, of Charlottetown, who welcomed the delegates to the city. Hon. Mr. Peters thought that the Maritime Board of Trade should be a particularly strong body and be of great benefit to the three provinces. It was natural for him to think of his own pro-

vince first, and he knew of several matters in which they would value the aid of so powerful a body. There was the telegraph and railway service and the Winter steamer service between Prince Edward Island and the mainland. One particular phase of the latter was important: When

#### The Meeting Place.

**C**HARLOTTETOWN, where the Maritime Board of Trade Convention was held this year, is a city with rather more attractions for the visitor than can usually be seen in a place of 12,000 or so of inhabitants. While not particularly rich in large public buildings the general appearance of its streets, both business and residential, though more especially the latter, is very prepossessing. The streets in all parts of the city are as wide as those of any city in Canada, excepting none, and their cleanliness would put many Canadian cities to shame.

The great square in which are situated the Legislative Buildings (where the meetings of the Maritime Board of Trade were held) would do credit to any city in North America. Here are three large edifices, and a fourth, the new market, is now being erected, built of the beautiful "Island Sandstone," a red sandstone excellent for building purposes, which is found in great abundance in Prince Edward Island. A public park at the west side of the city, with its tennis courts, cricket grounds, walks and drives, provides a most enjoyable spot in which to spend a Summer afternoon; though one has but to walk out of the city in any direction to find the surrounding country as attractive as the loveliest of parks or gardens.

Whether the capital of the Island Province will ever be a great commercial city or not future years alone can tell, but one thing is certain—when its attractions and the beauty of the surrounding country become better known it is very likely to be a great leader among the Summer resorts of America. Already thousands of tourists visit the city every Summer and their numbers are growing rapidly as the name and fame of the "Garden of Canada" reach further and further.

the two boats were tied up with the ice last Winter the Legislative Assembly of Prince Edward Island and the Charlottetown Board of trade had gone to no little expense to relieve them. They had asked the Dominion Government to pay the expenses, as they certainly should have done, but so far, nothing had been

done for them. This convention could accomplish many things of this kind, not only for his own province, but for all three.

Mayor Warburton believed that the visit of the delegates would stimulate business between the island and the Maritime Provinces very greatly. The delegates, too, coming to the spot, would see the needs of the island, though, had they come in Winter, these would have been more apparent.

Both speakers were warmly applauded, and, having retired, the business of the meeting began.

#### THOSE PRESENT.

The roll call showed that a number of boards in New Brunswick and Nova Scotia were not represented. There were present:

- Alberton, P.E.I.—John Agnew, Alberton.
- Amherst, N.S.—E. B. Elderkin, W. B. Murdock, C. S. McLeod.
- Charlottetown—Horace Haszard (president), D. Nicholson, N. Rattenbury, Geo. E. Auld, Geo. E. Hughes, M.L.A.; F. L. Haszard, C. Lyons, Jas. Paton, W. H. Aitkin, W. F. Tidmarsh.
- Kentville, N.S.—M. G. DeWolfe, Wm. Gould, B. H. Dodge, H. J. Simpson, E. C. Ward.
- King's County Board—Jos. A. Kinsman.
- Pictou, N.S.—Neil Fraser.
- Sackville, N.B.—F. C. Harris.
- North Sydney, N.S.—Jno. P. Brennan.
- Wolfeville, N.S.—O. D. Harris.
- Halifax, N.S.—John P. Longard, John B. Foster.
- West Prince Board—F. J. Buote.
- Tignish, P.E.I.—A. J. McFadyen.
- South King's Board, P.E.I.—W. L. Poole, G. S. Inman, M. McGowan.
- O'Leary—H. W. Turner.
- Summerside — Capt. Joseph Read, M.L.A.; Hon. R. C. McLeod.
- Souris—John McLean.
- Windsor—Geo. Wilson.
- Chatham—W. S. Logie, Geo. Watt.

#### COMMITTEE ON ORDERS.

After the roll call the customary procedure of appointing a committee to consider the order in which the various subjects should be taken up was followed and a committee was selected as follows: John P. Brennan (chairman), E. B. Elderkin, B. H. Dodge, Neil Fraser, O. D. Harris, John McLean, Geo. Watt, Jas.

**THE CANADIAN GROCER**

Paton, R. C. McLeod, A. J. McFadyen, W. L. Poole.

When this committee had retired to a private room the permanent secretary, Chas. M. Creed, submitted his report. It read as follows :

**SECRETARY-TREASURER'S REPORT.**

To the President and Members of the Maritime Board of Trade.

GENTLEMEN,—Your Secretary-Treasurer begs herewith to hand you his report for the current year. All the various resolutions passed at the last annual meeting were forwarded as directed and copies of important resolutions, which required the attention of the Federal Government, were forwarded to the Ministers of the various departments; copies of the proceedings of the annual meeting, as contained in THE CANADIAN GROCER, were forwarded to every Board of Trade in the Maritime Provinces, as also to delegates to the meeting.

The correspondence connected with the same, as also the correspondence with the various boards, are now on the table for the inspection of members.

My correspondence with the boards has been frequent. I have never allowed it to lag, but, I regret to say, that the majority of boards have been very dilatory in answering, and some boards have never answered. I referred to that subject last year in my report, but trust the coming year the secretaries will be more prompt.

**NEW BOARDS.**

During the past year two boards have been formed in Nova Scotia—Canso and Hantsport—the Canso Board have affiliated and paid per capita, and the Hantsport Board have the subject under consideration. Two boards have been formed at Prince Edward Island, the Southern King's and West Prince. They have affiliated and the old Board of Summerside and Souris have also affiliated and all paid their per capita.

The total affiliated boards in the Maritime Provinces are as follows :

NOVA SCOTIA (21 boards)—Annapolis Royal, Berwick, Canning, Canso, Digby, Dartmouth, Halifax, Kentville, King's Co., Middleton, New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth, Sydney, North Sydney, Louisburg, Glace Bay.

NEW BRUNSWICK (7 boards)—Chatham, Sackville, Sussex, Moncton, St. John, Newcastle, St. Stephen.

PRINCE EDWARD ISLAND (5 boards) — Charlottetown, Southern King's, Summerside, Montague, West Prince, Souris, Alberton.

**THE UNAFFILIATED BOARDS ARE :**

NOVA SCOTIA (9 boards) — Bridgewater, Hantsport, Stellarton, Louisburg, Parrsboro, Springhill, Liverpool, Pugwash, Westville.

NEW BRUNSWICK (2 boards) — Fredericton, Woodstock.

The total number of boards in the Maritime Provinces are as follows :

Nova Scotia.....	21	affiliated	
" ".....	9	unaffiliated	Total 30
New Brunswick.....	7	affiliated	
" ".....	2	unaffiliated	Total 9
P. E. Island.....	5	affiliated	5
			44

The unaffiliated boards have been thoroughly canvassed by myself, and later on the president made a canvass, but as yet without any result. I found, from correspondence with the secretaries, that a number of the boards exist in name only, however, during the coming year, I hope to encourage them to greater exertions.

**CHAMBERS OF COMMERCE OF THE EMPIRE.**

On July 1st notices were sent to all affiliated boards inviting them to elect delegates to the fifth Congress of Chambers of Commerce of the Empire at Montreal on August 17th and following days. The boards of Amherst, Chatham, Sackville and Sydney, responded by electing delegates, and the names were forwarded to the secretary of the London Chamber of Commerce, who sent me certificates for each delegate, which I forwarded to those boards on the 10th inst.

**NOTICE TO AMEND BY-LAWS**

tabled at the last annual meeting with reference to subjects for consideration to be forwarded to the secretary 30 days prior to date of annual meeting is a step in the right direction; each time I have been secretary I have put it in the notices, but it

**EXECUTIVE COUNCIL MEETING.**

A meeting of the Executive was held at Truro on the 16th of June. The business transacted there is contained in the minutes which will shortly be read.

In conclusion I beg to say that during the year my best energies have been devoted to the advancement of the institution, at the same time doing all in my power to assist your worthy president, in which I had the able assistance and advice of Mr. M. E. DeWolfe, of Kentville, the father of many boards of trade, and one of the strong bulwarks of the Maritime Board of Trade.

**ACCOUNTS FOR THE YEAR.**

The accounts for the year are all prepared, but as several boards will pay their per capita before



Mr. Horace Haszard, the retiring President.

has never been taken notice of as it was not imperative, but on being made a by-law there will be full authority for the secretary placing it on the notices.

**ANNUAL REPORT.**

I would suggest that in future the proceedings of the annual meeting be published in the form of a report containing the names of officers, the number and names of boards, affiliated and unaffiliated, and the by-laws. They will be handy for circulation and be official.

**OBITUARY.**

It is with deep regret I refer to the death of Mr. F. O. Allison, the late esteemed secretary of the St. John Board of Trade, whose absence we are called upon to mourn. He always took a deep interest in the proceedings of this board, and was twice secretary. His work speaks for itself; he was thorough in every particular, well informed in all business matters and an agreeable companion.

the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

(Sgd.) CHARLES M. CREED,

Permanent Secretary-Treasurer.

**LETTERS OF REGRET.**

The secretary then read letters of regret at not being able to be present from David J. Welch, Moncton; H. W. Kittson, of W. H. Gillard & Co.; Maurice Lich, Merchants' Exchange and Board of Trade, Portland, Me.; W. L. Edmonds, MacLean's trade newspapers; Cyrus A. Birge, president Canadian Manufacturers' Association; and from the secretaries of the boards of trade of Ottawa, Toronto, Montreal and Orillia.

## THE CANADIAN GROCER

REPORT ADOPTED AND SECRETARY THANKED.

W. S. Loggie, Chatham, in moving the adoption of the report, said: "I have listened with much pleasure to the cheering report of our secretary, and I think it shows the close attention that he has paid to the affairs of this Board of Trade. A year ago the office of secretary was made a permanent one, and I think it fell on good shoulders. I can congratulate the board on having a secretary who looks so keenly after maritime mercantile interests, and I move not only the adoption of the report, but a hearty vote of thanks also to our secretary for his exertions during the past 12 months.

M. G. DeWolfe had much pleasure in seconding the motion, "except," he added modestly, "in that allusion to myself. One can hardly form an idea of the work a secretary of a board like this must do by hearing the report read. Mr. Creed communicated with all the local boards in the Maritime Provinces, though some of them did not reply. This is their own loss, because we all must line up to the Maritime Board of Trade. The latter is a body dignified, respected and powerful, and commands the respect of the Government of Canada. I congratulate Prince Edward Island on its boards of trade. There are five of them in this little gem in the gulf, which speaks well for its business men. I regret that there are not more members from Nova Scotia here. From St. John there are none, which is perhaps due to the loss of Mr. Allison, the former secretary of the St. John Board of Trade, whose energy and enthusiasm always resulted in the members taking an interest in the Maritime Board. In connection with our resolution, I think we should include in the minute book the death of Mr. Allison. He was a very valuable friend of this board's.

"One remark of the secretary's struck me forcibly. He said that we had no annual report, but still we have a full verbatim report in MacLean's trade newspapers. If it were not for them we would have no full report at all, but they send a representative all the way from Montreal for the express purpose of recording our proceedings. As a rule the newspapers do not give us great notices for some reason or other. In one Halifax paper the notice of this meeting was put under the obituary list (laughter). In the Kentville Board of Trade, however, we have an annual report, giving a full list of the Maritime Board of Trade officers, and we publish it every year." Mr. DeWolfe concluded by again seconding the movement to adopt the report and pass a vote of thanks to the secretary.

The President: "Before putting the motion, I wish to say that I have had a great deal of correspondence with Mr.

Creed during my 12 months of office and I never before realized the immense amount of work he has to get through. His assistance is invaluable."

The vote of thanks was, of course, adopted unanimously.

The venerable secretary of the board thanked those present for their expressions of their good will toward him. He was not an orator, and would not attempt a speech. He had tried to do his duty, and hoped his life would be spared to continue the work for some years yet.

The Committee on Subjects, not having returned, President Haszard then read his address to the board.

### THE PRESIDENT'S ADDRESS.

Gentlemen of the Maritime Board of Trade,—

Before proceeding to the subject of my address permit me to welcome you to the city of Charlottetown. Whilst I appreciate the honor which you have conferred upon me in electing me president of this large and increasing body of commercial and professional men, I take it as a special compliment to Prince Edward Island. I hope the time spent here may be pleasant for yourselves and profitable to the best interests of the Maritime Provinces. An abstract of the work of the council for the past year has already been placed before you by our secretary, C. M. Creed, who has been untiring in his efforts in the interests of the Boards of Trade of the Maritime Provinces.

We cannot hope to make this annual meeting as interesting as some of those held on former occasions, notably that held last year at Sydney, where for the first time many of us were privileged to inspect the Dominion coal and steel works at Sydney, the Marconi Towers at Table Head and the famous loading piers at historic Louisburg, all wonderful in themselves, never to be forgotten evidences of the immense possibilities that are yet in store for the dwellers by the sea, and which go far to reassure us that the day is yet far distant when the western provinces shall entirely overshadow those of the east.

Whilst we have no mines, timber limits or mineral wealth in this province, we rejoice in the fact that in the special sphere of agricultural development, together with the fishing industries, the fertile soil and healthful climate, we have mines as rich as any in all Canada.

The past year has witnessed many notable incidents of worldwide importance. King Edward's visit to France, so soon followed by President Loubet's visit to England, has already made its impression on the people of both nations, and cannot fail to bring about a better understanding and remove much of the friction which heretofore existed, the good results of which are bound to be reflected throughout Canada and Newfoundland. Later still the visit of King Edward and Queen Alexandra to Ireland, so tactfully arranged and so happily concluded, has already done far more than years of parliamentary debate could do to weld together the hopes and aspirations of the whole British people.

### VISITING CHAMBERS OF COMMERCE OF THE EMPIRE.

The Fifth Congress of Chambers of Commerce of the Empire is holding its convention at Montreal, contemporaneously with our meeting here. Other groups of prominent gentlemen from the Motherland, consisting of members of the Imperial Parliament, bankers, merchants, manufacturers, journalists and leading solicitors and professional men

are either now touring in the Dominion or about to do so.

Since the close of the Boer War public attention in England has been directed towards Canada in a marked degree, partly no doubt as a relief to the long drawn tension in considering solely the affairs of South Africa and the inauguration of the Commonwealth of Australia, and largely as a result of the systematic efforts of the Dominion Immigration Department to bring the manifold advantages of Canada prominently before the eyes of Europe. The effect of the strong searchlights of enquiry and investigation thrown upon the chief vantage points of our country, east and west, can hardly fail to do lasting good to our national interests.

### THE GRAND TRUNK PACIFIC.

This question is still in the realm of politics, and being so, its wisdom or unwisdom cannot be profitably discussed in a non-political body such as this. There can be no doubt, however, of the vastness of the undertaking from a national Canadian standpoint, and we must hope that, should it be carried to completion, it may afford the outlet through Canadian ports for the produce of the western fields, which its promoters claim it will do, and that it may develop the trade of these provinces. The South Shore Railway and other lines in Nova Scotia are now under construction. No doubt they will open up new channels for extensive business operations in some of the earliest settled and most flourishing counties in Nova Scotia, and in Prince Edward Island. The Hillsborough Bridge and Murray Harbor Railway are progressing rapidly to completion, and when finished will afford much needed convenience and transportation facilities to an important section of the province.

### ATLANTIC MAIL SERVICE.

No improvement has taken place since our last annual meeting in the matter of ocean mail communication with the Mother Country and Europe. A resolution on this important national question introduced by Captain C. O. Allen at the Sydney convention last year, advocating immediate and definite action was, as you are aware, unanimously adopted. The resolution was supplemented by a chart pointing out the shortest, safest, and most reliable ocean mail routes, Summer and Winter, between the British Isles and the Dominion of Canada. Copies of this chart have been printed by one of the local boards affiliated with the Maritime Board, which latter is under obligations to the designer of the chart and the Halifax Board for the enterprise displayed in affording such complete data and information on this long deferred question to the different governments and authorities interested.

A notable happening since the adoption of Captain Allen's resolution and chart has been the action of His Majesty's Government, which recently granted an appropriation to The Cunard Co. to assist in building two of the fastest and most up-to-date mail and passenger steamers in the world. In addition an annual subsidy of three-quarters of a million dollars for maintenance was voted.

These vessels will be employed without doubt on the ocean mail service between the United Kingdom and the United States of America. It is to be observed that the route via New York, now so extensively used by Canada, involves a detour in some cases of many hundreds of miles additional in reaching Canadian destinations in comparison with the shorter direct routes to and from a number of convenient and accessible harbours on the Canadian coast of the Atlantic. The diversion of freight and passenger traffic in the future from the

## THE CANADIAN GROCER

nearby Atlantic seaports of the Dominion will doubtless be fully considered by this convention.

### SOUTH AFRICAN TRADE.

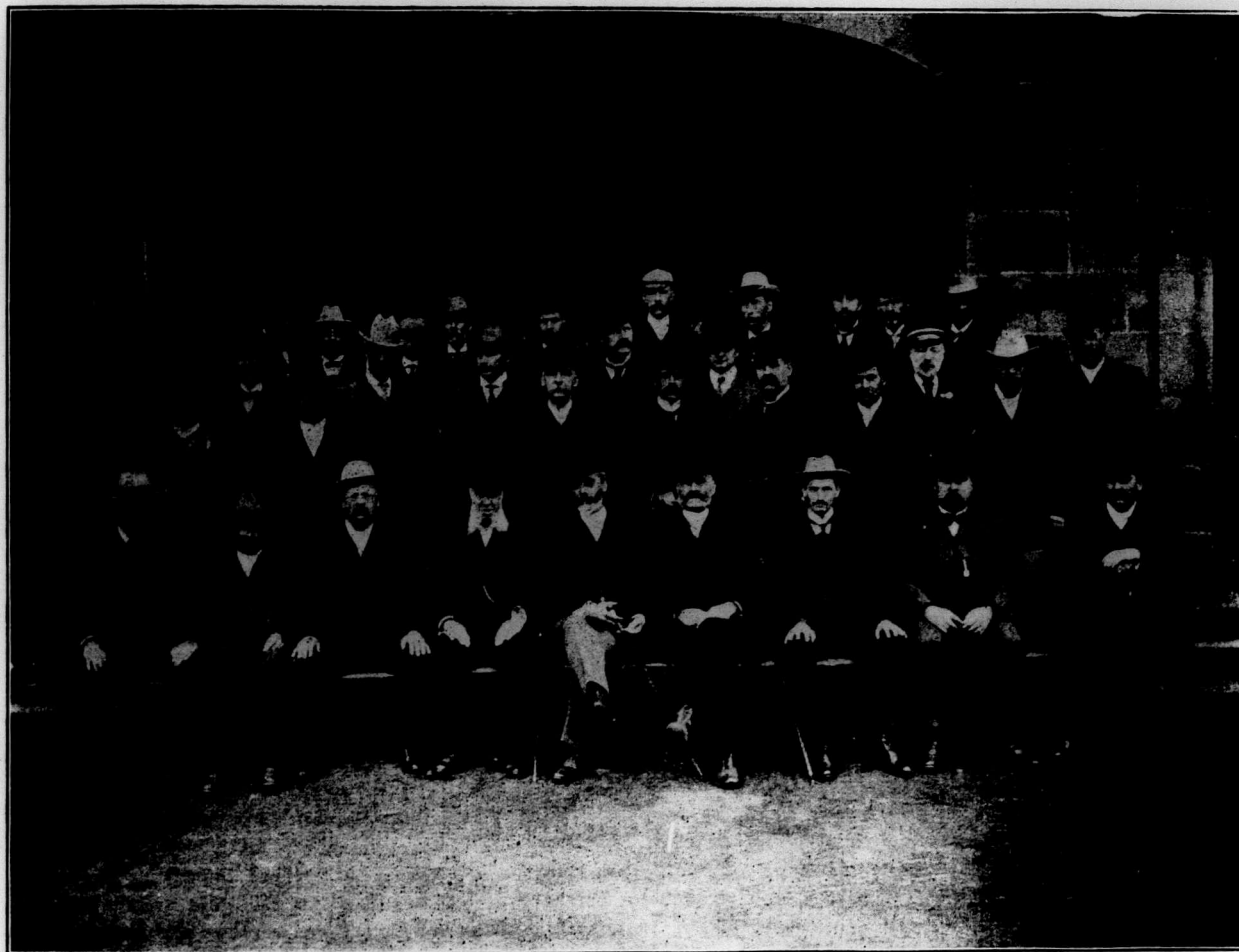
Since our last meeting several steamships have sailed with cargoes for South Africa and there is every prospect of a good trade being done with Canada. The agent of the Dominion Government has been quite active, as is shewn by his reports to the Government. It would seem that there is a large and profitable business to be done there in many lines, which these provinces are in a position to supply; for instance, lumber and its products, including furniture, farming utensils, canned goods, cheese, butter, etc. It would seem to me also that a profitable market might be found in India for many of our products such as I have

that the possession of Newfoundland is geographically necessary to complete this Dominion. Not being an agricultural country the import trade in food stuffs is now very large and with the increase of population necessary as the development of its immense mining resources progresses, bids fair to assume greater proportions. This trade Canada would completely control were Newfoundland a part of the Dominion.

### ALASKAN BOUNDARY.

The long pending dispute with our neighbors to the south respecting the Alaskan boundary has been referred to a special tribunal. The method of forming that tribunal is not as satisfactory as could be wished, but we can only hope that a fair decision may be reached, and even though no satis-

general success that has attended the efforts of the affiliated boards to promote tourist travel. Much doubtless remains to be accomplished in the way of improving and perfecting arrangements, but the transportation facilities now leave little to be desired, every steamer and railway train bringing its quota of visitors, who, in nearly every instance return satisfied that every modern facility has been placed at their disposal at reasonable figures. The importance of this question can be best illustrated by quoting from Sir William Van Horne's speech at Quebec, in January, 1899: "There was no reason in the world, he said, why at least 50,000 additional tourists might not be brought into this province (Quebec). In one way and another these tourists would spend on an average \$100



Group of Members of the Maritime Board of Trade, taken in front of the Prince Edward Island Parliament Buildings in which the Convention was held.

already enumerated in connection with South Africa. We now import a large amount of tea from India and Ceylon and I can see no reason why we should not in return supply them with many of the articles which they require.

### THE WEST INDIAN TRADE

was so exhaustively dealt with by my predecessor last year that I find little to add to what he then said except to emphasize his remarks and again call attention to its importance.

### NEWFOUNDLAND.

There is a decided feeling still abroad amongst business men that the admission of Newfoundland as a member of the Canadian Confederation would benefit the trade interests of both countries. A glance at the map will at once convince anyone

factory result may be arrived at, there is no doubt but that much valuable information will be obtained, which in time, even if not at present, will conduce to a reasonable and honorable settlement of this vexed question.

### STEEL SHIP BUILDING

This subject has been placed before the Federal Government, and delegates from the Halifax Board of Trade had a conference with the Canadian ship builders at Toronto, and also with the Government, relative to a bounty, with good results, and it is hoped before our next meeting that something tangible will result from the efforts being made.

### TOURIST TRAVEL.

It is gratifying to me to feel in a position to congratulate the Maritime Board of Trade on the

each, that meant the astonishing sum of \$5,000,000 paid out in the community. Nor was this all. Some of the finest buildings erected in the city of Vancouver were put up by tourists. There is no limit to the possibilities that may follow a large influx of tourists into Canada."

What is true of the province of Quebec is equally true in regard to the Maritime Provinces. We have instances in Prince Edward Island, as no doubt there are many instances in Nova Scotia, New Brunswick and Cape Breton, of wealthy tourists, who, after visiting the provinces, have erected palatial Summer residences and are occupying them at this time.

### STOCK GAMBLING.

Permit me to call your attention to the ruinous spread during the past year of stock gambling.

The mania for speculation on margins in all kinds of securities seems to have become epidemic in Canada. While it has caused tremendous losses in Ontario and Quebec, we also in these Maritime Provinces have suffered from it. Some people quite ignorant of the simplest principles of stock dealing rush into these speculations, which are really one of the most dangerous and insidious forms of gambling, with the result of ruin to many and serious crippling of resources to more.

MARINE INSURANCE.

Suggestions have been made since our last meeting to invite an acknowledged expert on marine risks to visit all the territorial waters of the Dominion and the principal seaports in order to set at rest once and for ever the complaints as to discrimination that are continually being heard in several of our Canadian seaports. Should this proposition be carried out we may look forward to a final and satisfactory solution of a state of affairs which has been the cause of great irritation and annoyance in shipping circles in the Maritime Provinces for many years past.

FIRE INSURANCE RATES.

This matter was referred to in last year's address and a resolution passed.

The Nova Scotia Fire Insurance Company has recently opened its offices for business under promising conditions.

I am pleased to be able to report that business generally throughout Canada continues satisfactory. Failures have been few and there is an air of prosperity all along the line. At St. John, the Winter port, business last year was beyond that of any previous year. The business commenced in 1895-6, when the registered tonnage of vessels employed in the service during that year was 50,892. During the Winter of 1901-2 the registered tonnage had increased to 276,746.

The number of sailings in the regular Atlantic winter service at St. John during 1901-2 was 66, while during the Winter of 1902-3 it was 98. There were in addition to this some 30 sailings of vessels for South Africa loaded with horses and hay during the Winter of 1901-2.

The increase in value of the shipments at St. John during last Winter over those of the preceding was upwards of \$5,000,000.

In Prince Edward Island everything points to another prosperous year for the agriculturists, the dairying and fishing interests, while the reported failure of the apple crop in England, France, Belgium and Germany should lend encouragement to apple growers here as elsewhere in the Maritime Provinces.

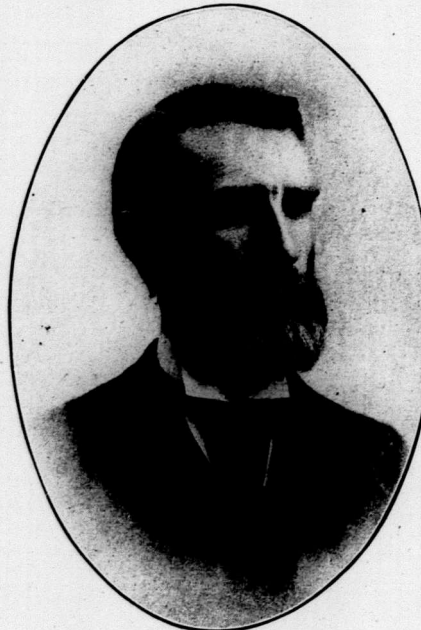
In conclusion I have to report that since we last met six boards have become affiliated, making the total 33 in all, with an enrolment of 1,719 members. All of which is respectfully submitted.

HORACE HASZARD, President.

Mr. DeWolfe: "I have great pleasure in moving the adoption of this report. The address has meat enough in it to do any able-bodied man for 12 months, and would keep us all busy talking for a longer time than that. It must have taken a great deal of time and research to produce such an excellent review, and I doubt if they have as thorough a one at the big meeting in Montreal. The president has been entirely impartial in his view of things, and the address was in the interests of all the Maritime Provinces, besides giving us an insight into the South African trade, the fast Atlantic steamship

service and many other important matters. In regard to a fast Atlantic service I want to say that the Maritime Board of Trade is its only salvation. If Canada ever gets the fast line it will be through the influence of this board. We are a thorn in the flesh of the Government, and we won't give it up. We won't accept a 19-knot service; it must be a 21 or 22-knot. In hearing the report read off it is not possible to judge of the immense amount of work required in its production, nor is it possible to grasp its full import." Mr. DeWolfe concluded by moving the adoption of the report and a standing vote of thanks to the president.

Mr. E. B. Elderkin, Amherst: "Instead of seconding the motion to adopt the report, I think it would be better to refer it to a committee to bring in a resolution in regard to it. I think it is too



Hon. Senator Wood  
President Maritime Board of Trade.

thorough a report, too 'meaty,' as Mr. DeWolfe has said, to merely pass by in this way, and I do not think it is fair to the president either, who has gone to so much trouble to prepare it; so if it is a proper motion, I move that it be referred to the Committee on Subjects, to bring in a resolution. If this cannot be done, I will second Mr. DeWolfe's motion."

Mr. DeWolfe approved of this and the address was left in the hands of the committee to report on at a later date.

President Haszard thanked the members for their hearty reception of his address and the compliments bestowed on it.

Letters were read from Messrs. Gauvin, Gentzell & Co., photographers, inviting the delegates to have their photographs taken in a group before the assembly building, and from the Y.M.C.A., tendering the visitors the use of their library.

SUBJECTS DISCUSSED.

The Committee on Subjects having returned, Mr. Creed read their report. The order of subjects to be discussed they had decided upon as follows:

No. 1.—The unsatisfactory telegraphic service.—Charlottetown Board.

No. 2.—The most practical route between Prince Edward Island and the mainland, via Capes Traverse and Tormentine, and that action be taken to put this route in the best possible condition to meet requirements of the traffic.

No. 3.—That the terminal facilities at Georgetown be enlarged and improved in order to meet the requirements of Winter traffic between the mainland and Prince Edward Island.—Southern King's Board.

No. 4.—Is the time opportune for legislative union of the Maritime Provinces?

No. 5.—Fast Atlantic mail service.—Kentville Board.

No. 6.—Government control of telephones. Better telephone service between Alberton and Charlottetown.—West Prince Board.

No. 7.—Ways and means for preventing forest fires.—Annapolis Board.

No. 8.—The advisability of securing legislation to change the names of places in the Maritime Provinces where more than one of the same name now occurs.—Sackville Board.

No. 9.—The necessity of additional warehouse room at the wharf, Sunnyside.

No. 10.—The necessity of a suitable steamer to ply between ports on the north side of Prince Edward Island, the Magdalen Islands and the port of Sydney. A subsidy required from the Federal Government.

As far as possible the above order was adhered to, though owing to a number of boards not being represented, it could not be completely carried out; and the subjects put in by some boards were discussed by others.

A VERY POOR SERVICE.

The subject of the unsatisfactory condition of the telegraphic communication between Prince Edward Island and the mainland was introduced by Mr. F. L. Haszard, K.C., Charlottetown Board. He said: "The difficulties that exist in regard to this are fairly well known to gentlemen present, and I think it is fitting that this Maritime Board should express its regret that, notwithstanding all our efforts heretofore to have the matter righted and the telegraphic service put into good condition, nothing has apparently been accomplished. It is clearly the duty of the Federal Government to see to this, as part of the terms on which this province entered into the Dominion Confederation were that telegraph connection with the mainland should be undertaken and maintained. We not only have a very poor service, but we pay excessive rates for it, more than double those in force in other provinces in some cases. From eight o'clock in the evening until eight the next morning we are shut off from all communication by telegraph with the mainland, and we are

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practically shut off from 8 p.m. on Saturdays till 8 a.m. on Mondays. The Charlottetown Board of Trade sent a delegation to Ottawa to wait on the Government in regard to this matter, though we had some correspondence with them before, and the delegation was given some promise that the Government would make an effort to improve the conditions. There was some movement to have a wireless telegraphic service installed by a Toronto company, and recently when in Ottawa I was told by the Minister of Public Works that the Government were considering the advisability of giving us a service of this kind. I believe there is a service like it in operation between Toronto and Hamilton, in Ontario. I told the Minister that as long as something was done right away we would be satisfied. What means they take to remedy the situation we do not care, as long as there is no further delay about it. So far nothing has been done. I do not think it would be suitable for me to move a resolution on the subject, as I was one of the delegation to Ottawa."

While the resolution was being prepared by Mr. W. F. Tidmarsh, of Charlottetown, Mr. Geo. E. Hughes, M.L.A., Charlottetown, gave some interesting information showing the disadvantages under which residents of Prince Edward Island labored in regard to the telegraphic service. A 60-word message, he said, could be sent from Sydney, C.B., to Ottawa, for 60c., one cent a word. But the same message sent from Charlottetown to Ottawa would cost \$2. To the West Indies it cost 3c. more a word to send a telegram from a point in the island than if sent from any other part of Canada. "Telegraphic connection," continued Mr. Hughes, "means much more to us on the island than to people in the other provinces. For a part of the year it is actually our mail service, and there is no doubt but that we lose a large amount of business through the lack of proper communication, as we are limited as to time, there being no night service. It is time some decisive action was taken. The matter is one wholly in the hands of the Dominion Government. We were promised a regular telegraphic service when we entered the confederation, and the promise has not been fulfilled. The Local Government is not in a position to aid us, nor are the Boards of Trade. It is very much to be regretted that the Dominion authorities have given so little attention to the subject. They are quite aware of the condition of things here. At Sydney, last year, a committee was appointed to draft a communication to the Government. A delegation interviewed the Government also, and Hon. Mr. Emmerson went with them. The question was gone into thoroughly and was

fully understood by the officials, but with no results. It is a very important subject, and I think it has gone as long as possible without being attended to. I hope the resolution to be adopted will be a strong one."

A resolution moved by Mr. Tidmarsh, and seconded by Mr. Jas. Paton, Charlottetown, was brought in, but was afterwards amended to read as follows:

"Resolved: That in view of the fact that the telegraph service is one which is clearly the duty of the Federal Government to remedy, this Maritime Board of Trade expresses its regret that nothing has yet been done to remedy the grievances complained of, and strongly urge upon the Government its imperative duty to make the service satisfactory; and that the representatives from the Maritime Provinces be requested to press this matter on the consideration of the Government, so that immediate action may



John McLean

1st Vice-President Maritime Board of Trade.

be taken, and that the secretary of the board be instructed to send a copy of this resolution to each of the Maritime representatives."

Mr. Paton seconded the motion in a few words, saying that not only the lower provinces, but the western ones as well, would be affected by an improvement in the telegraphic service.

Mr. Geo. Watt, Chatham, N.B., said: "As one who does a good deal of telegraphing, I can see that you in Prince Edward Island have a real grievance. But it is not altogether the fault of the Government. This board is composed of the leading business men of three provinces and we can compel any Government to do what we want. We now have our wishes embodied in a resolution; it is our duty to see that proper attention is given them. We, as business men, can greatly influence the elections, if we wish.

The politicians' only fear is of being turned out of office, and they must be convinced that we mean to turn them out if we do not get justice in this matter. When the politicians want anything done they pull all the wires to obtain their end. We must do the same, but heretofore we haven't done so. The Maritime Board of Trade is a slumbering giant and has but to make a test of its strength to find how powerful it is. I will vote for this resolution, but we, as a board, must see that it is carried out. In the coming elections the Government will need us. Let us tell them that they will have to see to this matter, or that we will put those there who will."

Mr. Watt is a vigorous speaker and his remarks were loudly applauded.

Mr. Paton suggested that if the resolution were backed up by each local Board of Trade it would greatly add to its force.

Mr. M. G. DeWolfe, Kentville, N.S., said: "We have had this question up before in the Maritime Board of Trade, and it is well worthy of our consideration. We are getting more and more in the way of eliminating all local matters from our discussions, but this, I consider, instead of local, a subject in which we are all interested as much as you gentlemen of Prince Edward Island. Looking at it as your mail service alone, in Winter, makes it indeed a strong argument. This lack of communication with the mainland has inconvenienced this board in the past. At a former meeting a gentleman from the island was compelled to refuse to act on the board, as he could not be sure of getting to the meetings. The speaker, however, who stated that these resolutions are pigeonholed, was in error. They all reach their proper destination, and every one has been acknowledged by the Department. Our board in Kentville has endorsed the resolution on this subject adopted at last meeting, and I agree with Mr. Paton, that all the local boards should do so. It is a serious matter, and we business men are, no doubt, the force behind the throne in Canadian politics. We are helping ourselves as well as Prince Edward Island when we endorse the views outlined in this resolution. We must let the Department understand that we have become tired and disgusted at the apathy displayed by them, and the matter must be attended to."

Mr. John McLean, ex M.L.A., Souris, thought that the resolution did not go far enough. He agreed with Mr. Hughes that the resolution must be made as forcible as possible. "Business men in other provinces are continually exchanging telegrams with us, asking and giving quotations, and sometimes two or three parties are wired to, each of whom feels

bound to answer, and the lack of proper facilities causes great inconvenience. If our representatives in the House, and all the others interested in it, could be got to press the question on the Government much would be accomplished. The Minister, doubtless, would quietly dispose of it if he could, and the only way is to have it constantly aired in the House. Then we would have results."

Hon. R. C. McLeod, Summerside: "This is not by any means a local question; and we would be glad if all the delegates from the other provinces would take part in the discussion. The trouble is that we have been considering it from too local a standpoint in Prince Edward Island, and having exhausted our efforts now must look elsewhere for aid. And where can we look with greater confidence than to the Maritime Board of Trade. We have not sought the board's assistance until we have done everything that we could do ourselves, and I trust that our friends from the other provinces will make it their cause as well as ours."

The amendment regarding the representatives of the Maritime Provinces being added, Secretary Creed read the resolution as given above, and it was unanimously approved of by the members of the board.

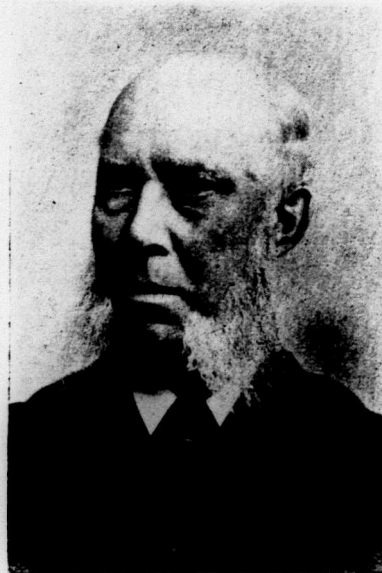
FOREST FIRES.

The next subject to be dealt with was that of the preservation of the forests of the Maritime Provinces from destruction by fire.

Mr. B. H. Dodge, M.L.A., Kentville, N. S., introduced it. He said: "This is an important question, and a very serious one, especially in Nova Scotia, where nearly all the forests this year have been devastated by fire. The cuts this Winter will be wholly of burnt timber, and great difficulty will be found in obtaining what is wanted. Just how protection against fire is to be secured is a difficult question to deal with. But first we should ask the owners of the timber if they wished the Government to take any action. Then we might outline some course to follow, which could be improved upon if necessary by the timber owners. In some places there are forest fire constables. They patrol the woods and put out any small fires that may be carelessly left by hunters or fishing parties, for this class is chiefly responsible for the fires that occur. They light a fire to cook their meals, and then instead of putting it out when leaving the spot, leave the smouldering embers there to be blown very often by the wind through the forests. The constables also track these parties and bring legal action against them. The constables should be paid partly by the Government, partly by the timber owners and partly by the municipality. The matter should be put before

the Local Governments, and I think no body of men can urge it with greater chances of success than the Maritime Board of Trade. As to the replanting of the trees, that is the duty of the Forestry Association, who, however, are not doing very much.

Mr. W. S. Loggie, M.L.A., Chatham, N. B., gave the New Brunswicker's point of view. "It is a grave question in New Brunswick," he said. "The Surveyor-General of the province some time ago invited representatives of the lumber interests to the capital to discuss the question, and the subject was thoroughly gone into. As to how the forests could be best protected, it was a matter of opinion. How this board is to approach the question it is our duty to decide upon. The preservation of our forests so largely depends upon the cutting of undersized timber that that question is also involved. That this is done is a fact



Chas. M. Creed  
Permanent Secretary-Treasurer.

known to the Government and all concerned, but it is claimed that it is not practicable for the Government to enforce the law against it. As a matter of fact the double stumpage tax is not collected. Timber men say that it pays better to haul undersized logs than to pass them by. I would be glad to support a resolution if a practicable one could be framed. Forest preservation is a subject of perhaps more importance to New Brunswick than to Nova Scotia, as the latter province has great mineral wealth. But take away from New Brunswick her forests and the province could not stand it. I do not think New Brunswick could accept the responsibilities that would be put upon her if she did not receive the \$120,000 a year for local government, that has been suggested. I am not prepared to make a motion on this question."

Capt. Joseph Read, M.L.A., Summerside: "The question now before the board shows me vividly how the interests of the three provinces are interwoven. This is not a question that concerns Nova Scotia and New Brunswick alone, although the Legislature of Prince Edward Island has already dealt with the question in this province. But we in Prince Edward Island are as deeply interested in the forests of the other two provinces as they are themselves. In the island we have arrived at a point where there is little forest left, and we have to import all our wood. In consequence we pay 'through the nose' for your forest fires. So the Maritime Board of Trade as a whole can take up the question, and I think we ought to be able to rouse our slow-moving legislatures to action. The time is already here when our forest wealth is greatly enhanced in value. As the forests are cleared and the product shortened the value goes up. No doubt if the Government of New Brunswick could be moved to enforce the laws as to cutting undersized timber, etc., it would not yet be too late to save our forests. I think we should also urge drastic laws against sportsmen negligently leaving fires behind them in the forests."

Mr. Geo. S. Inman, Montague, P.E.I., recognized the importance of the subject, but pointed out that if the fires were the result of accident, no punishment could be meted out; if they were started maliciously it would be very hard to find the culprit. "I do not think that the appointing of wardens for the forests would successfully combat the difficulty. Heavy fines could be imposed on sportsmen and others setting fires for cooking or other purposes in the woods at certain seasons of the year. If the forests are to be protected these fines could be raised from time to time, until people got to fear them. A provision in the criminal code also deals with this question. If people could not be made to cease the practice by fines and imprisonment, then these punishments should be made more and more severe each year till they become a terror to those who break the law."

Mr. Dodge: "We have all these laws in Nova Scotia, but the penalties are never imposed. There is no one to inflict them. I presume your law applies to those persons setting fires at a certain time of year, but people don't set fires to clear the land. They are started for other purposes. But if this board can devise some means for preventing these fires from being set at all the question will be answered."

Hon. R. C. McLeod, Summerside: "While we are interested here, we are not so to the extent that you in the other provinces are. But if you prepare some

resolution we in the island would gladly support it. If a resolution is not prepared now, perhaps it can be before the conclusion of the meeting, and then adopted."

The President: "I think the proper course would be to pass a resolution calling the attention of the New Brunswick and Nova Scotia Governments to the subject, and let them deal with it as they think best."

It was decided that Messrs. Dodge, Loggie and McLeod, members of the three Provincial Legislatures, should be a committee to bring in a resolution in the afternoon session.

Before the adjournment for lunch, Mr. E. B. Elderkin, Amherst, said that the conditions in the three provinces were very different. New Brunswick owned its own timber. In Nova Scotia private individuals owned it. The law in Nova Scotia allowed fires to be lighted in the woods at certain seasons of the year, in other seasons they were prohibited. Thus any resolution could only be general in its nature.

An adjournment was then made for luncheon.

#### The Afternoon Session.

About three o'clock the meeting was called to order. The morning session had served to sharpen the members' debating powers and get them interested in the business of the meeting, and all settled down to work with evident enjoyment and relish.

#### FAST ATLANTIC MAIL SERVICE.

The subject to be discussed was the fast Atlantic mail service, one in which all could take a part in debating. It was introduced by one who has been identified with the efforts made to secure a fast Atlantic service for some years, Mr. M. G. DeWolfe. "This matter has been up before the Kentville Board already," said Mr. DeWolfe, "and I have been talking on the subject for the past four years and don't want to say much more about it now. But I will only ask, do all realize that the time for us to demand such a service has arrived, and that it is advisable for us to take steps to secure it? I will not make another resolution, as one was adopted at a meeting of the Sydney Board of Trade which might be endorsed by this board. Some parties have tried at different times to throw cold water on the scheme, proposing a 19-knot service, etc., but we don't want that. We want a service that will be really a fast service as compared with any now in existence. It was very noticeable that many delegates to the Convention of the Chambers of Commerce of the Empire at Montreal came by American lines, and landed in New York. Among the older members of this board

the question has already been well threshed out and resolutions endorsed." Mr. DeWolfe then read the resolutions passed at Sydney.

Mr. John B. Foster, Halifax, though he had not come prepared to go fully into this question, nevertheless felt convinced that there was great need of a fast Atlantic service to some Canadian port. "And I think," he continued, "that Halifax is by nature best fitted to be the port. I have inspected the harbors of New York, Boston, Baltimore and other American cities and they cannot be compared with that of Halifax. It is very spacious and crossings can be made from the other side to this at the swiftest speed without the least danger. I would be in favor of giving the C.P.R. running rights over the Intercolonial to Halifax. Though it would be a shorter haul to



Chas. D. Stewart  
Corresponding Secretary of the Board.

St. John there are so many other advantages possessed by Halifax that this argument is easily overruled. One of them is in regard to insurance, which with Halifax as the terminal port, would be little more than nominal. There is also a day's sail difference between Halifax and Portland and the other side, and three vessels from Halifax would do what four from Portland, or five from St. John could. The saving would be in the crew, in coal consumed, and many other items. As a Winter and Summer port no other will equal that of Halifax."

Capt. Read, Summerside: "I remember meeting the secretary in Halifax some 11 or 15 years ago, and discussing this very question, and I have had no cause to alter my attitude since then as to the best port for a fast line to run to. I have before advocated a fast service and

my remarks were endorsed by a unanimous vote. What was true then is doubly true now. There are many elements that are to be considered in this connection which do not appear on the surface. Take the question of insurance, which Mr. Foster referred to. I am perfectly satisfied that that one item, if it were what it should be as between Halifax and Great Britain and St. John or Portland and Great Britain, would more than pay for the cost of any difference in the haul to the port. As Mr. Foster says, three steamers going from Halifax to Great Britain would do the work of four from Portland, so that the risk would only be three fourths as much, the Halifax boat being only three fourths as long at sea as the other." Capt. Read gave some very interesting information from a map, copies of which were in the hands of the members, showing that the proposed routes, both for Winter and Summer, were almost clear of fog and entirely clear of ice. It was an absolutely safe route, and all dangers would be minimized by the short distance to go. He began to compare the conditions in Winter between the ports of Halifax and St. John, when Mr. DeWolfe interrupted.

Mr. DeWolfe said that the two speakers, Mr. Foster and Capt. Read, were not sticking to the subject, which was, the necessity for a fast line. The question of which should be the port was not part of it, and a discussion on that subject could only result in arousing animosity between the rival factions favoring St. John and Halifax.

Capt. Read recognized the force of Mr. DeWolfe's remark, and proceeded: "We all know the advantages that would accrue to a young nation by having a fast ocean service; but I think there are not many of us who realize all the difficulties. It means a great deal to get a boat to go two or three knots faster. Take a steamer going at 10 knots an hour; to get her to go 12 knots the power would have to be doubled. That is not generally known. So that to secure a fast service, the last two or three knots after 19 would require an immense motive force. But if we were to secure a fast line it would be greatly to our advantage, directly and indirectly. Many crossing the ocean will be glad to make a trip of four days of it instead of six, and they would come by the line that made it in that time. Thus the passengers going to the United States would use the Canadian fast line in preference to others."

Mr. J. P. Longard, Halifax, thought that there was no reason for eliminating from the discussion the subject of the most suitable port. "We do not want to look upon this from a local standpoint," said Mr. Longard, "yet if we are to arrive at a correct conclusion we must



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be more or less local. I have not the slightest doubt that if when the subsidy was offered a few years ago for a fast line, the contractors were offered the choice of a port we would now have the service. But it is hard to get anyone to take up the project when Montreal or Quebec are spoken of as terminal ports. The question has got to be threshed out throughout the Dominion, and as soon as we here can decide upon a national port the better for all concerned. It seems a shame that this country should be taxed to keep up ports in a foreign country."

Mr. Foster: "The reason why Halifax has not long ago been selected as the port is because the project has been gone about in a very roundabout way. It is the introduction of politics and political necessities that has given prominence to other ports' claims. Halifax is the most accessible port both in Summer and Winter. I know enough of the railway business to know that if a railway can't run to Halifax for this purpose those who conduct it don't know their business. I do not see why the C.P.R. could not operate over the Intercolonial to Halifax. For that matter the C.P.R. might manage the Intercolonial. It wouldn't cost any more to run to Halifax."

Mr. Elderkin: "While I am in sympathy with the remarks of Mr. Foster and Mr. Read, I think it would be unwise for this board to name Halifax or any other port in particular. Mr. Foster says that politics has been the drawback in our not getting the fast line. Well, politics are altogether what we make them. If the Government named Halifax as a port, then the St. John men would want to know why they were neglected, and vice versa. Instead of looking to the needs of the country as a whole, we all try to secure the great favors for our own localities, and we make things disagreeable for the Government when we don't get them, so we cannot blame the politicians if they try to avoid our censure. If this board merely asks for a fast line and names no port, then we will have the co-operation of every maritime representative in Parliament, instead of simply those who are satisfied with the port we choose. And if Halifax is as fine a port as the speakers have said, and St. John as poor a port, then there will be no question which should be chosen. But for us to name any port I think very unwise."

Mr. McLean: "No doubt, as Mr. Foster says, politics have a lot to do with our trouble in getting a fast line, but we can easily understand how the Government at Ottawa would be approached by Quebec members and delegates wanting a terminal port there, and any Government would hesitate before offending such powerful friends. If we advocate merely a fast Atlantic service, naming no port,

then the Government will feel backed up by the Maritime Board of Trade. The matter can safely be left to the contractors, who are sure to pick the most suitable port."

The President: "If this board were to express the opinion that a terminal port should be sought for in the Maritime Provinces rather than up the St. Lawrence, it would materially lessen the difficulty."

Mr. Geo. Watt, Chatham: "I have a resolution prepared, in order to bring something definite before the board to work upon. There is no question that we need a fast Atlantic service. As instanced by Capt. Read, some of the delegates to the convention at Montreal came by the New York route. Even our own Cabinet Ministers travel that way sometimes. The subject of marine insurance is also worthy of attention. If Halifax



M. G. DeWolfe  
An ex President of the Board.

is the splendid port some speakers here said, then there can be no two views on the subject at all. I can easily understand why the Cabinet do not come to a conclusion as to a port. It was for the same reason that they made Moncton the terminal of the proposed Grand Trunk Pacific Railway, fear of offending either one or the other opposing parties in these provinces. Where we have opinions I believe we should state them, but as a board I do not think it would be advisable to bind ourselves to any particular port." Mr. Watt then read a resolution calling for an immediate fast line to some Maritime port.

Mr. M. G. DeWolfe read from "The Canadian Grocer" the resolution adopted by the Maritime Board of Trade on this subject last year at Sydney, and added that Mr. Watt's resolution was not strong enough. It looked like a new move on

the part of the Maritime Board of Trade, and he thought something should be added to show that the board had been asking for this line for the past four years, and nothing had been accomplished by the Government. He thought it should be made a very forcible resolution.

Mr. Elderkin thought that it would really be a weakness to put it as strongly as suggested. This would be a Canadian line, one in which the whole Dominion would be interested, and "to demand that the port be here, when we are only a small part of Canada, would be a weakness."

Mr. A. J. McFadyen, Tignish, pointed out that many public men were in favor of Quebec or some other St. Lawrence port, and if a large expenditure of public money were sought by the Maritime Board of Trade for the lower provinces these men would have something to say in the matter.

Mr. Jas. Paton, Charlottetown: "If we are to have a fast line there can be no doubt but that Halifax should be the port. It cannot be up the St. Lawrence. A fast line that must go up the river becomes a slow line. So St. John, or Halifax, or at least some Maritime port, must be selected. It would be well in the resolution to insist on an up-to-date line in every respect, not a 19-knot service, but one of 22 or 23 knots an hour. We shouldn't be behind the United States."

Mr. Geo. E. Hughes, M.L.A., Charlottetown, suggested that the resolutions previously passed by the board should be sent along with this one to the Government.

Mr. D. Nicholson, Charlottetown: "I think we should leave out any mention of a Maritime port. What Canada wants is a fast line, and the Federal Government will have to provide the subsidy. Certainly we don't want the whole thing hurked because we may not have a port in the Maritime Provinces as a terminus."

Mr. Watt did not agree with this. He contended that one reason why the service had not been secured was because there were too many questions to consider. "We are helping the Government by narrowing the scope."

Mr. Beer, Charlottetown: "I have listened to the debate with great interest and instruction, and the only conclusion I can come to is that we must send a delegation to the Government. Resolutions are useless. All the speakers seem strong as to the facts in the case, and should be able to convince the Government. They are not long in deciding to spend a hundred million dollars when they think it right."

Mr. Lyons, Charlottetown: "Mr. Beer struck the key note of the situation when

he said to send a delegation to Ottawa. When anything is to be done all other bodies send delegations. Let us do the same, and send representatives from all over the Maritime Provinces."

Capt. Read agreed with Mr. Paton, that for a fast line to go up the St. Lawrence would be impossible. "In Winter, ice; in Summer, fog," said the captain. While on his feet he suggested that the press should take up the question of the various accidents happening on the St. Lawrence. Some of them were due to sheer carelessness. They should not be allowed to exist by the authorities."

The resolution moved by Mr. Watt, seconded by Mr. Elderkin, after the two or three amendments suggested, was then read again and adopted. It is as follows: "Re-affirming the three previous resolutions from this Maritime Board of Trade, copies of which are herewith attached, which resolutions have hitherto been ignored, resolved, that in the opinion of this board, Canada needs a fast Atlantic mail service, whose terminus shall be some Maritime Province port, and consider it the duty of the Federal Government, to immediately institute a service equal to the fastest."

The last word came from Mr. Longard. "We'll never be a nation till we get a national port," he said.

GREETINGS TO CHAMBER OF COMMERCE.

Mr. DeWolfe, at this point, suggested that it would be in good taste to send a hearty telegram of welcome to the visitors at the convention in Montreal. Mr. Longard endorsed this, and a committee was appointed to draft a telegram, consisting of Messrs. Paton, Fraser and Watt.

Later in the afternoon the telegram was read and approved of by the delegates. It was as follows: "The Maritime Board of Trade, in session at Charlottetown, greet the Congress of the Chambers of Commerce of the Empire, feeling assured that your deliberations will tend to the welfare and advancement of the great nation of which we are proud to form a part."

A SUBJECT QUICKLY DISPOSED OF.

Government control of telephones was the next subject, but it came in for little discussion. The question dealt altogether with the needs of Prince Edward Island, and Mr. DeWolfe suggested that as it was a local matter, the various boards of the island should frame resolutions first, and afterwards these could be endorsed by the Maritime Board of Trade.

TOO MANY OF ONE KIND.

In the absence of representatives of the Sackville Board, who had sent in the subject, Capt. Read introduced the eighth topic on the list, the advisability of changing the names of places where there are more than one of the same name. He

said that there was a Summerside in Prince Edward Island, and one in Nova Scotia also, and it frequently led to a great deal of confusion. It should be the case that a cable could be sent from any part of the world to a town in the Maritime Provinces with the certainty that it would get there and not go somewhere else.

Mr. Loggie said that it was a matter for the municipalities to deal with separately. It was not long since Kingston, N.B., had been changed to Rexton. Someone must take the initiative; there is nothing to prevent a town changing its name if the people desire so.

Capt. Reid: "You see, Mr. Loggie, Summerside people don't want the name of their town changed; we want the other fellow to change his."

Mr. Foster did not think the matter required the influence of a body like this.

The subject was dropped.

A GREAT QUESTION.

"Is the time opportune for legislative union?" was the weighty question asked



W. S. Loggie  
A former President.

by Mr. DeWolfe. "Unfortunately," said he, "a prominent man who was to take this question up is not here, but it was sent in by our board, so I bring it forward, not as requiring a resolution, but so as to open up the question and attract some attention to it for another session. We come here to gain and to give information, and, though, perhaps, some members of the different local legislatures would be opposed to the union, an interchange of opinions would be valuable. Compared with other provinces, we, in the Maritime section, are somewhat over-governed and it is a question whether possible investors would not rather go to some other place where there were not so many high salaries and 'honourables.' There has been a great awakening in the Maritime Provinces of recent years, and material resources in splendid supply have been brought to our notice which we knew nothing of a few years ago. Canada, outside of British Columbia, has little material wealth to rival Nova Scotia in some lines. In the United States there is no great mineral wealth till we get to Pennsylvania; so that we

have no rivals around us. We have a valuable seaboard here also. There is no doubt but that the Maritime Provinces could be placed in a position as powerful as that of the New England states in relation to the United States. The New England states are the industrial levers to the whole of the Republic, and the Maritime Provinces should stand in the same relation to the rest of Canada.

"To accomplish this there are some changes we must make. We must first consolidate our forces, just as we have consolidated our local boards of trade into this Maritime Board. The Maritime Board has accomplished much that could not otherwise have been done by the local boards. By a union of the Maritime Provinces under one governing body we would make these provinces a very powerful part of the Dominion. Separated, we stand in a disadvantageous position before the other provinces. Ontario people tell us that their province would cover our three, and all we can reply is that all the smartest men in the country come from the Maritime Provinces. If we were one province, we could talk to them.

"We would be better able to keep our young men at home also. They are looking for large things nowadays, and they would feel prouder and stronger if belonging to one large maritime province. There are many features that look favorable to a union. Working together we could do great things. The expenses of government would be greatly lessened. The question will come up some time forcibly and will have to be finally decided."

FOREST FIRES RESOLUTION.

The Committee on Forest Fires then brought in the following resolution, which was adopted: "Whereas there have recently been devastating fires in our forests and timber lands, and, whereas, the laws against setting such fires are either insufficient or inoperative, and, whereas, so much depends upon the preservation of our lands; therefore, resolved, that in the opinion of this board the time has fully arrived when some practical measures should be taken by our Local Governments to prevent the destruction of our forests by fire, either by the appointment of special guardians, or such other means as they in their opinion believe will attain the desired object. And, further resolved, that it is most desirable that the laws made, or hereafter to be made, regarding cutting undersized sawlogs, be strictly enforced."

WAREHOUSE ROOM AT SUMMERSIDE WHARF.

This subject did not occupy the meeting long. After a few remarks from Capt. Read, Summerside; H. W. Turner, O'Leary, and A. J. McFadyen, Tienish, it was finally resolved: "That better shipping facilities should be provided at the railway wharf at Summerside to accommodate the steamers landing freight for transportation over the Prince Edward Island Railway." Mr. McFadyen moved the resolution, and Mr. Turner seconded. Mr. McFadyen said that there was accommodation at Summerside Railway wharf for only one steamer, and all the other steamers had to land at the other wharves, their freights being trucked across the town, thus taxing importers for both cartage and wharfage. The companies said they would willingly land at the railway wharf, but couldn't get accommodation.

## THE CANADIAN GROCER

### NEW STEAMBOAT LINE WANTED.

Mr. John P. Brennan, North Sydney, brought up a new subject. He said: "We had a meeting of the North Sydney Board, and a resolution was framed to be placed before the Maritime Board in regard to a new boat line. There is great necessity for this line which I am about to ask for. We have no communication from the Magdalen Islands or with ports here, and I might include the ports on the Miramichi. I will read a resolution which I ask you to endorse."

Mr. Brennan then read as follows: "Whereas, owing to the great necessity existing for a weekly steam communication between the ports on the north side of Prince Edward Island, the Miramichi and the Magdalen Islands and the port of Sydney, and whereas traffic has increased to such an extent that efficient steam communication must be provided; therefore,

"Resolved, that this Maritime Board of Trade press upon the Federal Government the necessity of granting a sufficient subsidy to enable a company to place a suitable steamer on the aforesaid route."

Mr. Watt, in seconding the resolution, said that it spoke for itself and needed little to recommend it. The route would be a paying one.

Mr. N. Rattenbury, Charlottetown: "What is the nature of the traffic between North Sydney and the Magdalen Islands?"

Mr. Brennan: "A petition was sent from the Quebec Legislature on behalf of the Magdalen Islands, and I thought we could include a resolution from the Maritime Board of Trade. The people in the Magdalen Islands wanted a service to Sydney, but they also wanted it to go to Prince Edward Island."

Mr. Tidmarsh: "The export of the Magdalen Islands is entirely in fish, with the exception probably of two or three carloads of potatoes. It might be desirable to open a line to the islands, though two steamers ply there now, connecting with Cape Breton ports. I wouldn't think it possible to call at any north ports in Prince Edward Island, but perhaps Charlottetown and Souris might be touched at instead, for the bulk of the cargo would come from this island; from Sydney the traffic would be chiefly with the United States."

Mr. John Agnew, Alberton (West Prince Board): "Why should not such a line call at Alberton? Alberton is quite an exporting place. More produce goes from there than from Souris. I support this resolution. I think it would benefit the west end of the island."

Mr. McLean, Souris: "I agree with Mr. Tidmarsh in some of his remarks. I don't think, however, that the trade with the Magdalen Islands is of sufficient importance to call for a subsidy. The export trade from those islands is considerable, but it would not go by this route, not in the direction of Sydney. It must also be understood that to call at the different ports a steamer would have to make almost the round of the islands."

Mr. Foster: "The Board should be acquainted with all the facts before

passing any resolution. It appears that there are two steamers going there now. It is no wonder the Dominion Government does not grant all our requests if we go to them knowing as little of what we want as in this case."

Capt. Read: "I am surprised that the gentlemen speaking overlook Summerside. Summerside is the second town in importance on this island, and has no direct communication with Sydney. If a steamer is to be put on between island ports and Sydney it should of course take in Alberton, New London and other ports. I don't think, though, that it would pay at first. I would suggest Mr. Brennan's motion if he would change it to a route from Sydney, through the lakes, the gut of Canso and taking in Charlottetown, Malpeque and other ports."

Mr. Logie: "The question as to a route between the Miramichi and the north side of Prince Edward Island has been discussed before. We don't realize the great amount of produce that goes from the north of the island to the Miramichi. If we let the southern ports pass for the present, for they are already well supplied, and give steam communication to the north side, Alberton, New London and Malpeque to the Magdalen Islands, making the return trips without calling at the ports on the south side, it would be a very satisfactory and paying route. There is already some communication by the Black Diamond Line. The duty of this Board is to assist the outlying ports, not only the most populous districts.

Hon. R. C. McLeod: "If we approach the Government on this subject we ought to know fully what we want. The Government would be glad to dispose of the matter by pointing out that we are not agreed. Some of the ports spoken of are now well served, and if we ask the Government for a subsidy we must be satisfied that there is no present communication over the proposed route. It seems to me that we are not now sufficiently well informed to make known our wishes to the Government. We must ask for such as will be of sufficient importance to be carried out."

Mr. Brennan: "It has been clearly explained what we want. We want a steamer that will touch at the Miramichi, the north side of Prince Edward Island, the Magdalen Islands and Sydney. It does not matter, anyway, what route we choose. The people of the Magdalen Islands have sent out a petition signed by nearly everyone on the islands and they are bound to have the communication they desire, not what we want. Dr. DeLaney, their representative in the Quebec Legislature, is also going to take the matter up."

Mr. Tidmarsh: "The distance is very great. It must be a hundred odd miles from the Magdalen Islands to Alberton, and 150 to Miramichi."

Mr. Watt: "Eighty miles to the Magdalen Islands and 45 from Alberton to Miramichi. Any boat that can't do that in a week is a poor one, and there is a great trade to be done in oats, hay, pork and other produce. Miramichi ports are the largest customers of the north side of this island. I am not interested in the Magdalens, but I am

in the northern ports of Prince Edward Island."

Mr. McLean: "I understand the great export trade of the Magdalen Islands is in mackerel, and that goes to the United States, and consequently wouldn't go by this route. Other lines of produce are shipped in their own vessels, owned in the islands. The trade between the Miramichi and the north side of this Island, however, might pay."

The President: "Do you take into account the draft of notes and the size of steamers needed? On the north of Prince Edward Island a boat would be required that would draw very little water. I am merely asking for information."

Mr. Brennan: "I was told there would be no trouble about that, if a subsidy is granted. The shipowners know all those waters thoroughly."

Mr. Tidmarsh: "I think the Magdalen Islands should be withdrawn from the resolution. The Government is already subsidizing steamers to those islands to the extent of \$14,000 per year, and it would weaken the resolution to ask for another calling at the Magdalens."

Mr. Logie: "One of the strongest arguments is the desire of the people in the islands to connect with Sydney and it gives a stronger claim on the Government when the service proposed is to take in four different provinces."

Mr. Hughes moved in amendment that the resolution be referred to a committee to define a route and report as early as possible. He thought it would be a mistake to let the matter pass now. The Government were proposing to spend millions to bring the products of the northwest to the Atlantic, and now was the time to get their own products carried also.

Mr. Tidmarsh seconded the motion and the route was referred to a committee of Messrs. Brennan, Watt, McFadyen, Hughes and Dodge.

An adjournment was then made till 8 p.m.

### The Evening Session.

Promptly at 8 o'clock the assembly was called to order, and Mr. G. S. Inman, Montague (Southern King's Board), rose on behalf of his Board and submitted the following resolution: "Resolved, that in the opinion of this Board, the terminal facilities at Georgetown, P. E. I., should be enlarged and improved in order to meet the requirements of winter traffic between the mainland and Prince Edward Island."

"What concerns Prince Edward Island in this matter," said Mr. Inman, "also concerns the mainland. In the winter months we ship considerable goods from Georgetown to Halifax and Sydney, and shipments of smelts, cels, etc., in winter to Boston are also heavy. The terminal facilities in Georgetown for steamers will not for a moment compare with those in other ports and they are miserably inadequate to the requirements. The building in Pictou is 150 x 450 feet, and in that two lines of railway can load and unload. Georgetown has to handle almost the same amount of freight and the freight shed is only 200 by 22 feet. With such a narrow building, not only is much inconvenience caused, but

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## THE CANADIAN GROCER

damage is also done to the freight in some cases. Goods have to be piled up along the sides of the building and a great weight is often placed upon the goods at the bottom. Once there was plenty of room, but the traffic has now grown larger, and conditions are also different. It is not till winter now that many of the farm products are shipped. The warehouse should be so constructed that trains could load inside it. Last year a whole carload of smelts was destroyed by being left out in the sun; had there been a suitable shed they would have been saved. This resolution will not interfere with that in regard to a better route between the island and mainland. Until a better route is established the route by which freight now goes should have ample facilities for shipping."

Mr. McLean: "I have much pleasure in seconding this motion. There are two steamers now calling at Georgetown, where formerly only one was required, and a great part of the traffic that used to be carried on in summer is now done in winter. It is necessary that the freight should be unloaded into the sheds in readiness for the steamer, and the shed should be large enough to allow of the freight being assorted. When it is all thrown together in a small shed days of delay are caused before it can be assorted and sent to its destination. Even though the time should arrive when we should have another route from the island to the mainland, it is necessary now to improve the facilities at Georgetown."

The President: "I know from my own experience of innumerable delays of goods at Georgetown, necessitating telegrams and inquiries of all kinds. It is necessary that something should be provided against this."

After some further discussion, in which Hon. Mr. McLeod, Mr. DeWolfe, Mr. W. H. Aitken and Mr. McLean participated, the resolution introduced by Mr. Inman was adopted by the Board.

This question having been disposed of, the committee appointed to consider the route of a steamer plying between the island, the Magdalen Islands and Sydney brought in their report. It read as follows: "To the President and members of the Maritime Board of Trade: Your committee on the route of steamers between North Sydney, the Magdalen Islands and other ports respectfully recommend the following as a feasible route: Leaving North Sydney, calling at a safe port in the Magdalen Islands, thence to New London and Alberton, P.E.I., thence to Chatham, N.B., returning calling at Alberton and New London, thence to North Sydney, a round trip of 625 miles. Your committee consider a steamer can give a weekly service on this route." This report being adopted, Mr. Brennan's resolution, as above, was passed by the Board.

### COMMUNICATION WITH P.E.I.

Subject No. 2 on the list, which had been left over from the morning, in the expectation of several other members arriving, was then taken up by

Mr. F. C. Harris, Sackville, N.B., manager of the N. B. & P. E. I. Railway. He read the following resolution: "Resolved, that the Dominion Parliament be requested to put one of the winter steamers on the Summerside-Cape Tormentine route immediately on the close of summer navigation, with a view to keeping up regular communication with the western part of Prince Edward Island, including Charlottetown and New Brunswick, as long as practicable, and that the necessary steps be taken to provide safe terminal facilities at Cape Tormentine pier."

Speaking to this, Mr. Harris said: "I think this question is pretty well understood by the people of Prince Edward Island. For the last two winters trials have been made to see how the route could best be kept open. The first winter it was fairly successful; last winter it was also successful for a time, but owing to an accident to the 'Stanley' communication was terminated. It is not worth while to go into all the advantages that would accrue from this route being followed. The idea is to have a steamer leave this side (Prince Edward Island), say, at 7 a.m., taking two hours to Cape Tormentine and transporting the passengers to the N. B. & P. E. I. Railway. They would thus catch the noon trains, while by taking other routes they would have to take the evening trains. While the steamers were running on this route the passengers expressed themselves as very well satisfied with the service, and hoped that it would be maintained. The mails were also carried satisfactorily."

Mr. Hughes—"I would call the attention of the board to the list of subjects for discussion. According to the list, this should be a discussion of a route between Cape Traverse and Cape Tormentine, not between Summerside and Tormentine."

Capt. Read—"The test of a Summerside-Tormentine route is the same as a test of a Cape Traverse-Tormentine route. Unfortunately our people seem bound to work for the Georgetown-Pictou route without giving the western route a fair trial." Capt. Read went on to show that in the former trials between Summerside and the mainland there had been none made under fair conditions. Mr. Prefontaine had said he would come down and look over the route, and he (Mr. Read) was satisfied that, with the endorsement of the Maritime Board of Trade, the Minister would put the "Stanley" on the route as soon as the "Northumberland" was unable to perform the service.

Mr. Hughes moved, seconded by Mr. Watt, that the resolution now before the board be referred to the Committee on Resolutions.

The matter was left thus until the following morning.

Mr. E. B. Elderkin, President of the Maritime Stock Breeders' Association, asked to have the following subject discussed in the morning: "The Maritime Stock Breeders' Association for the development of trade with the West Indies and South America."

### VOTE OF THANKS.

Before the adjournment Mr. Logie

moved a vote of thanks to the Premier and Government of Prince Edward Island for the use of the Legislative Assembly rooms, and to the City Council of Charlottetown and the local Board of Trade for their kindness and hospitality to the visiting delegates. Mr. DeWolfe seconded this, and a hearty vote of thanks was passed.

An adjournment was made until 10 a.m. on the following morning (Thursday).

### Thursday Morning Session.

The first business of the morning was the reading and adoption of the committee's report on the President's address, which was moved by Capt. Read, seconded by Mr. Longard, and unanimously approved of by those present. The report read: "To the President and members of the Maritime Board of Trade: Your committee beg leave to submit the following report in reference to the President's address: We recommend that the President's address and the proceedings of the board be published in pamphlet form for distribution as may be deemed advisable. It affords your committee much pleasure in recommending that the thanks of the Maritime Board of Trade be conveyed to President Hassard for his able, instructive and comprehensive address, which must have entailed a large amount of labor and research to prepare, embracing as it does such a vast range of subjects."

The President, in a brief reply, thanked the board for the manner in which his address had been received and for the compliments bestowed upon it by the committee.

### FINANCIAL STATEMENT.

Secretary Creed then read the financial statement of the Board for the past year as follows:—

The Maritime Board of Trade.	
In account with C. M. Creed, Permanent Secretary-Treasurer.	
To expenses for 1903...	\$ 43.81
To Secretary's salary...	125.00
	<hr/>
	\$168.81
	Credit.
By balance from 1902...	\$140.11
By subscription for 1903	246.50
	<hr/>
Balance .....	\$217.80

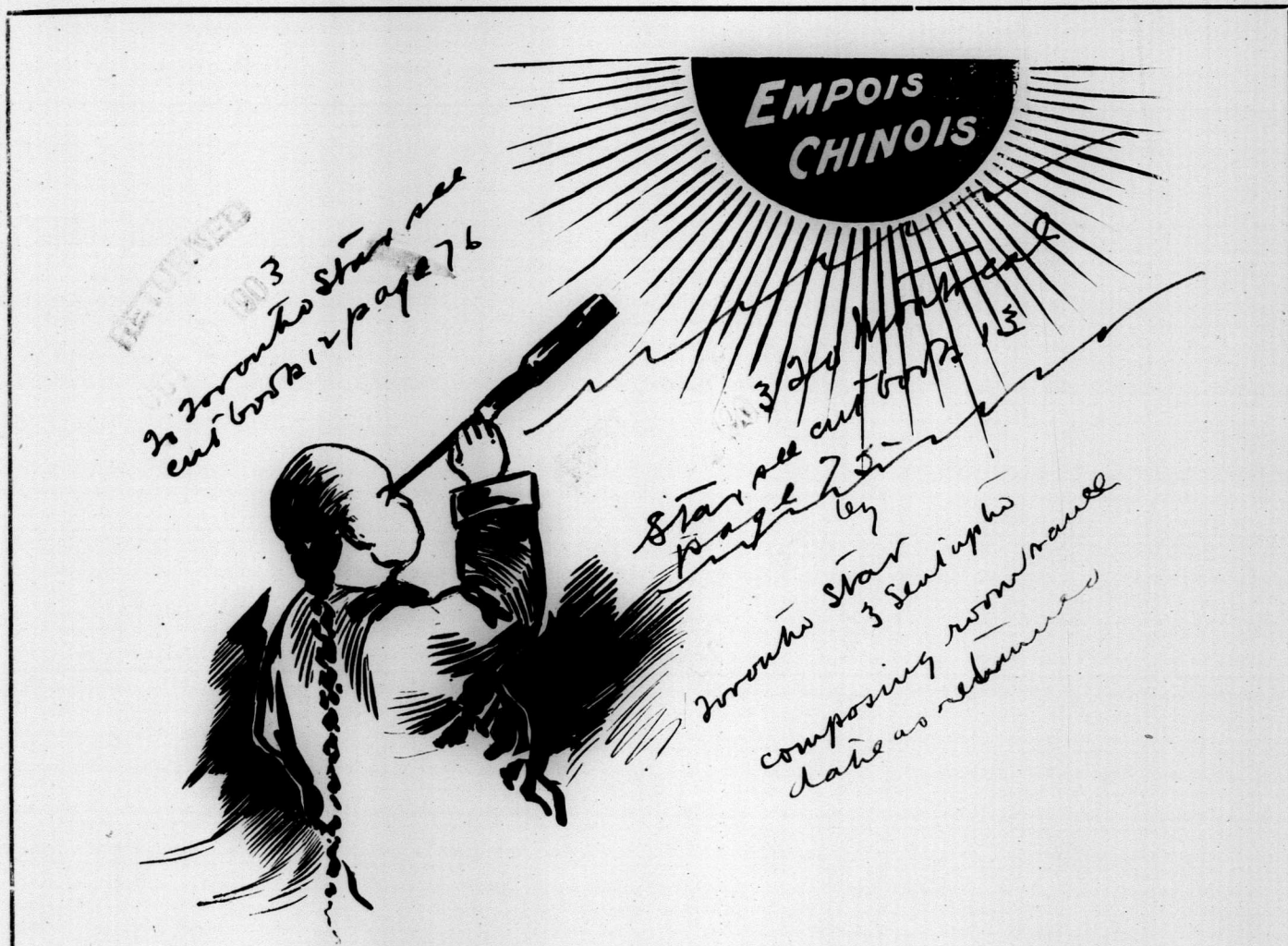
### PROVINCIAL UNION.

Mr. DeWolfe then read his resolution re Provincial union. It read: "Whereas, at various times the union of the Maritime Provinces has been proposed, and as yet has not been discussed, and whereas it has been proposed by the Board for discussion at this meeting; be it resolved, therefore, that in our opinion it is desirable; that it would add to our revenue collectively, reduce greatly our expenses, and thereby add to our wealth commercially and financial standing."

The subject was left over for discussion at the next annual meeting of the Maritime Board of Trade.

### WINTER COMMUNICATION AGAIN.

The subject of a winter route between Capes Traverse and Tormentine



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## THE CANADIAN GROCER

was again brought up, and the resolution put in by the Summerside Board was cancelled.

Mr. Hughes: "Should not that be submitted to the Committee on Resolutions? The terms of Confederation in regard to winter communication with the mainland have not been carried out. The matter is wholly in the hands of the Dominion Government, and let them carry out the contract. It is not within our province to insist on any particular route. That would prejudice our claim."

Mr. Tidmarsh: "I think it would be very imprudent to experiment again on the route from Summerside. When the winter sets in all lines of communication are sometimes shut off in one night. If a steamer is put on that route this year it will still not be an established route, and there will be some uncertainty as to whether it is to be counted upon or not; consequently shippers would not use it. Both steamers should be put on the Charlottetown route as long as possible and then put on the Georgetown route. Give that a fair trial. It is too sectional a question, anyway, for the Maritime Board of Trade to define any route."

Capt. Read: "The speakers have gone beyond the resolution. All it calls for is that a steamer should take up the western route and keep it open as long as possible. I would also like to see the experiment made under more auspicious circumstances than prevailed last time."

Mr. Wm. Yould, Kentville Board, put in a resolution to take the place of that brought in by the Summerside Board and which was cancelled. His resolution read: "Resolved, that while this Maritime Board of Trade fully realize the very great importance of better winter communication between Prince Edward Island and the mainland, and urge upon the Government to use every means in their power to bring about that most desirable result, this Board do not feel that they have the information before them at present to define the route that should be adopted. And further resolved, that a copy of this resolution be sent to the Minister of Marine and the Prince Edward Island representatives at Ottawa."

The resolution was seconded by Mr. J. P. Longard.

Mr. MacDonald, East Point (Souris Board), thought that a delegation should be sent to Ottawa to show the Government how they had failed to carry out the terms of Confederation in this matter. Another boat, a more powerful one, should be put on the old route; then the other boat could be left at Summerside to ply there as long as possible.

After some further discussion Mr. Yould's resolution, as given above, was substituted for the original resolution, and adopted by the Board, Mr. Harris and Capt. Read consenting to withdraw their motion.

### STOCK-BREEDING INDUSTRY.

Mr. Elderkin then introduced the subject of the Maritime Stock Breeders' Association. "Some members might wonder why such a subject is introduced in this meeting," he said.

"To which I answer that the functions of the association are the same as those of the Maritime Board of Trade: to further the business interests of these provinces. The difference is merely that this is a particular line of work, and yours is general." After briefly sketching the history of the Stock Breeders' Association, and showing what it had accomplished, Mr. Elderkin continued: "Mexico and South America are large buyers of cattle and farm products, and we are on the direct route to them. There is no reason why this trade should not come to the Maritime Provinces. Then our stock-breeders would take their place among the leaders in the business in Canada. At the Buffalo Exposition we had a great many inquiries for cattle, horses and other animals, but we could give no information as to where and when to buy them. Now the association intends holding annual auction sales of pure-bred cattle. The first will be on February 5, 1904. We intend to advertise these sales in the West Indies and South America, so that buyers, there will know just when and where to come to make purchases. If we can get these auction sales fairly established, and have it known in those southern countries that at a certain time and place each year the sales will be held, then the matter is settled. We don't want to have one sale and then drop out, but we intend to continue them year after year till they come to be a recognized institution. We ask the Maritime Board of Trade to endorse this idea, feeling sure that their influence will greatly tend to its success. There are at present few pure-bred animals of the kind wanted here at present, but there is no spot in Canada where live stock can be more successfully grown than here. The agricultural prosperity of the country is the basis of all commercial prosperity, and this will have some results in improving it. I therefore ask you to endorse this resolution:

"Whereas the Maritime Stock Breeders' Association are conducting an educational institution in the interests of the farmers of the Maritime Provinces, and whereas, with this object in view, they have already held two fat stock shows, and purpose holding a third from December 14 to 17, at which, through the kindness of Mr. F. W. Hodson, Dominion Live Stock Commissioner, men of national reputation, as well as some from the mother land, will give addresses on animal husbandry, using living animals for illustration, and whereas they purpose holding an auction sale of pure-bred cattle on February 5, 1904, having for its object the bringing together of buyers and sellers—to their mutual advantage; therefore, resolved, that this Maritime Board of Trade in Charlottetown convened heartily endorse the aims and objects of the said association, and commend it to the favorable consideration of the Federal Government, and ask for its generous financial support. Further, resolved, that the clerk be instructed to forward a copy of this to Hon. Sydney Fisher, Minister of Agriculture, at Ottawa, and the several Maritime Governments."

The resolution, which was seconded by Mr. DeWolfe, was unanimously adopted.

### THE ELECTION OF OFFICERS.

The convention then proceeded with the election of officers for the ensuing year, the results of which were as follows:

President.—Hon. Senator Wood, Sackville, N. B.

1st Vice-President.—Mr. John McLean, Souris, P.E.I.

2nd Vice-President.—Mr. J. R. Wyman, Yarmouth, N.S.

Permanent Secretary-Treasurer.—Mr. C. M. Creed, Halifax.

Corresponding Secretary.—Mr. Chas. D. Stewart, Sackville, N.B.

Auditor.—Mr. M. G. DeWolfe, Kentville, N.S.

The next place of meeting was decided upon as Moncton, N.B.

### THANKS TO THE PRESS.

Mr. M. G. DeWolfe moved a vote of thanks to the MacLean Publishing Company for their annual report of the proceedings. "There are no papers that we could wish to have our meetings reported in better than these," said Mr. DeWolfe. "There are four or five of them, and they not only circulate all over the Dominion from coast to coast, but go to the old country as well. The greatest possible publicity is thus given to our proceedings. With this vote I would like also to couple with it a vote of thanks to the local press, who are so ably reporting our meetings. If it were not for the press I don't know what we should do to have our influence extended beyond this board."

In seconding this Mr. Elderkin said: "We don't appreciate the local press as much as we should. They circulate all over the Maritime Provinces and reach all our people, showing them what we are doing, and in some degree moulding their opinions along the lines we are following ourselves. We owe a great debt of gratitude to the papers. They are even going beyond what we might expect them to do for us. I want to say before I sit down that in going through every part of Canada I have found MacLean's trade newspapers everywhere, in the stores and on the tables in the hotels, where they are eagerly read."

### PRESIDENT APPRECIATED.

A vote of thanks was passed to the President for the efficient manner in which he had conducted the duties of his office.

The national anthem closed the convention of 1903.

### Notes.

On Thursday afternoon the delegates and many prominent gentlemen of Charlottetown, with their wives and daughters, enjoyed a trip on the Government steamer "Minto," the invitations coming from the Charlottetown Board of Trade. Luncheon was served on board and a very pleasant af-

# COMING TO THE FAIR ?

DON'T FAIL TO SEE OUR DEMONSTRATION OF

## "GOLD MEDAL" COFFEE

THE FINEST COFFEE PUT UP IN TINS. THE BEST SELLER YOU CAN HANDLE.  
WE EXTEND A HEARTY INVITATION TO MAKE OUR WAREHOUSE YOUR HEADQUARTERS WHILE  
IN THE CITY. OUR STAFF AND SERVICES ARE AT YOUR DISPOSAL.

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

ternoon was spent. The band of the 4th Regiment was in attendance and rendered a programme much appreciated by all.

A very pleasing feature of the visit to Charlottetown was an informal reception given by the new First Vice-President, Mr. John MacLean, to the delegates in the parlors of the Davies Hotel on Thursday evening. It lasted from about 11 o'clock p.m. to 1 a.m., and speeches were made by all the delegates on various important subjects, the remarks proving as interesting as any delivered during the meetings. Refreshments were served.

Returning home, a number of the delegates, including Messrs. DeWolfe, Dodge, Ward, Simpson and Yould, visited the large biscuit and confectionery factory of Messrs. G. J. Hamilton & Son, Pictou. They were accompanied by Mr. Storey of the Intercolonial Railway and Mr. Hilliard of the Grand Trunk. Messrs. Hamilton have found their business increasing so rapidly that they have purchased another factory at Halifax, where they intend to manufacture also. The Newfoundland trade will perhaps be supplied from there.

Before their departure from Charlottetown each delegate found a package of the famous "Brahmin" tea waiting for him at his hotel. This was the gift of Mr. Horace Hassard, President of the Board, who has made a great success of this tea.

A number of the delegates took a pleasant trip into the country on Thursday and admired the beautiful Prince Edward Island scenery.

It is expected that the meeting at Moncton next year will be a very large one.

The delegates took the opportunity of inspecting the new market being erected in Charlottetown. It is to cost about \$50,000.

The Hillsborough bridge came in for a good deal of attention.

"Parva sub ingenti" is Prince Edward Island's motto. An enthusiastic delegate translated it, "Little, but Great Caesar!"

The Maritime Board of Trade can boast of some pretty forceful speakers, and a host of level-headed thinkers.

### ABOUT BUSINESS MEN.

Park & Hodgins, of Sutton, Ont., have opened a branch at Belhaven.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, is taking a week's holiday with his family at Riviere du Loup.

S. H. & A. S. Ewing, Montreal, are increasing their coffee roasting plant by the addition of a new roaster and a coffee granulator.

J. Jeffers, late of Brampton, has bought the store premises just erected by Mr. Mould, on Royce Ave., Toronto, and installed a complete stock.

R. J. Clare, formerly of Queen street west, Toronto, has purchased the McLellan grocery business on Sussex avenue, and is putting in a much larger stock.

Mr. Shaw T. Nishimura, representative at Montreal of the Japan Tea Growers' Association, is leaving for a trip to the Maritime Provinces, visiting St. John, Halifax and other principal centres in the interests of his association.

Mr. J. J. Speirs, western representative of Messrs. Chase & Sanborn, is visiting Montreal this week. Mr. Speirs has just returned from a trip to the Soo, Port Arthur and Fort William, and reports that trade has been exceptionally good with him this season.

C. J. Halliday, general merchant, Chesley, Ont., is rapidly getting into working order again his store, which was burned out recently. He is making some improvements in the rear part of the store and also in the show windows. These improvements will make an already very fine store more up-to-date.

Mr. C. J. Williams, who has been representing Hunt & Co. at Montreal since the late A. E. Tren went to Chicago, is, after October 1st, to devote his whole attention to the interests of Crossfield, Lampard, Clarke & Co. He is to be succeeded by Mr. Barnard, of Hamilton, formerly representative of Bernard & Co., Japan

Mr. H. Bell-Irving, of The A. B. C. Canning Co., Vancouver, was seen in reference to the salmon situation at the Coast. He confirms the report in last week's GROCER as regards the shortage in this season's pack. He states that the season's run will be the most disappointing in his recollection, that is, taking one river with another.

A visitor to Montreal this week is Mr. David Greig, representing D. McDougall & Co., Glasgow, Scotland, manufacturers of pipes. Mr. Greig's massive form and genial countenance is well known to Canadian grocery jobbers, as he has for many years crossed the seas to supply the trade with the "T. D." Mr. Greig goes west this week and will visit all the leading jobbing centres as far as Chicago.

Mr. I. C. Stewart, of The Maritime Merchant, was in Toronto on Tuesday on his way home from a holiday trip in Western Ontario. Speaking of the trade conditions in the Maritime Provinces, Mr. Stewart said they were, compared with four or five years ago, exceedingly good, although perhaps there was not so much bustle as a year ago. The apple crop, he said, was exceptionally good, and the yield of hay large. The fishermen, too, were doing fairly well.

Mr. Chas. Sutherland, manager of the Detroit branch of The "Salada" Ceylon Tea Co., was in town last week. He reports that the "Salada" business in Detroit for the first seven months of this year has increased 73 per cent. over the seven corresponding months of last year. He states that every wholesale grocer, and practically every retailer in the state of Michigan sells "Salada" tea. He is now pushing his way into the state of Minnesota, having opened up St. Paul, Minneapolis and Duluth.

At a recent meeting of the provisional directors of Provincial Grocers Limited the following officers were elected: Pres., W. B. Rogers; 1st vice-pres., Wm. Scott; 2nd vice-pres., John Medland; mgr., M. M. Clancy; sec. treas., John L. Davidson.



# Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

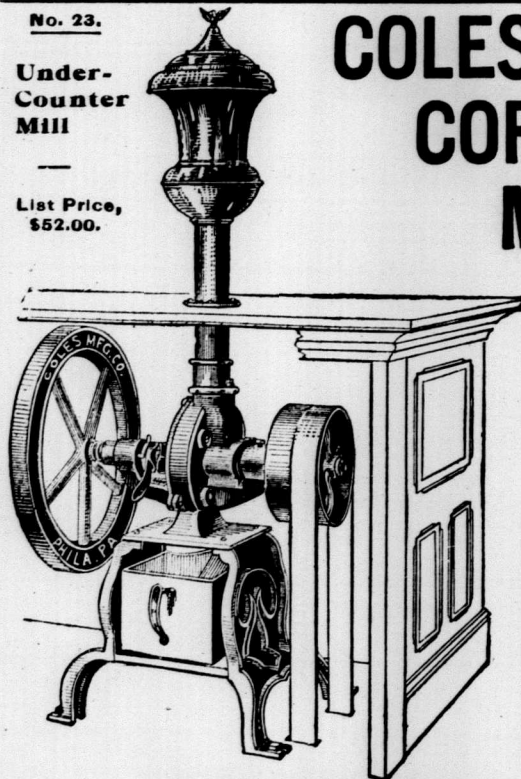
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

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, PENN'A.**

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“Money saved is money earned”

**We Give You  
Rock-Bottom Prices  
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All kinds of paper and paper bags for your trade.

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Importers and Dealers,

**TORONTO.**



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**TO OUR FRIENDS.**

**D**URING the next two weeks a large number of our readers will doubtless visit the Dominion Exposition. "The Grocer" extends a cordial invitation to all such to call and make our Toronto office their headquarters during their stay. Our office is centrally located at 10 Front street east, just around the corner from Yonge and right in the midst of the wholesale warehouses. Visitors may find it convenient to have their mail forwarded in our care and every accommodation will be afforded those having correspondence to attend to. It is always a pleasure to make or renew the personal acquaintance of our subscribers and we are looking forward to meeting a large number of them during the next two weeks.

**WINDOW DRESSING COMPETITION.**

**A**TENTION is directed to the extension of the time set for closing our window dressing competition. It is desired that our subscribers enter heartily into the spirit of this competition and be not content with one entry. The opening Fall trade should bring to

the front some bright ideas in window dressing. Send photos and brief description to "The Grocer" as according to directions elsewhere. Call the attention of your employes to this competition and see what your store can accomplish in the way of up-to-date window dressing.

**CIVIC ENTERPRISE.**

**C**ANADA is experiencing a wonderful era of prosperity. Nature has been prodigal in her gifts and the agricultural classes have enjoyed a series of bountiful harvests. The trade and commerce reports overflow with evidences of our industrial progress. With an unexampled immigration record no man need be idle who is able and willing to work. The opening of the Great West, which has now fairly begun, will, so far as Canada is concerned at least, guarantee the continuance of the present good times.

The larger industrial centres are pledging their faith in the future of Canada by large expenditure on capital account. Everywhere plants are being increased and branches established. The demands of our population, growing at once in numbers and wealth, must be met.

This is indeed "a tide in the affairs of men which taken at the flood leads on to fortune." But what are our smaller towns doing to secure their share of the general prosperity?

It is a fact that a number of our smaller Canadian towns are making a name for themselves as manufacturing centres. They have their canning factories, their beet sugar factories, furniture works, knitting works, piano factories, brush factories, or cereal companies, and the proposal of a new industry is hailed with acclamations. Every assistance is given a new project; it is talked up, taken hold of, pushed along, achieves success. The citizens of such towns are full of enthusiasm and faith; they are good townsmen, admirable Canadians.

Unfortunately all our towns are not of this kind. Too many have no enterprise. The articulate voice seems vested in a class of retired farmers whose only interest is in keeping down the tax rate and the maintenance of the status quo ante. Their money invested in farm mortgages, directly or through the local

loan company, they would no more think of subscribing to the stock list of a local industrial enterprise than of flying. The proposal to exempt from taxation a prospective local industry which would give employment to surplus labor always found in a small city or large town is met with a storm of protests. So the town continues to vegetate. Funds accumulate and are deposited in the local branch of a chartered bank to be devoted to financing the industrial ventures of a neighboring town that is alive to its opportunities.

Possibly the funds which should be productively employed in the town, weary of idleness, are inveigled into playing the stock markets. And indeed the stock broker finds his easiest marks in just such localities.

In either case the town is bled, while the citizens wonder at the prosperity of its rival, which, very possibly, is not nearly so favorably situated.

Success demands alertness and energy in the town as in the individual. It is time that the boards of trade of some Canadian towns called a special meeting to find out what ails them.

Now is the time, during a period of prosperity, to lay the foundations of a permanent industrial importance.

**A BOUNTIFUL HARVEST.**

**A**PERUSAL of the August crop report issued by the Ontario Department of Agriculture should be very gratifying to the business man who is anticipating a large Fall trade. The high average excellence of the crops and the firm prices the farmers are getting for their produce of every sort should make money free this Autumn, and it is ready money in the pockets of the farmers in this young country of ours that sets in motion the wheels of prosperity. Nor is Ontario alone blessed with a bountiful harvest. Reports from the east are all of an encouraging nature and the latest from the west would indicate that the yield is showing better in threshing than was anticipated. A few weeks will see the western crops safely secured, when Canada may begin to prepare for Thanksgiving for the most prosperous year in her history.

### DESPICABLE IMITATION.

A NUMBER of manufacturers, wholesale grocers, spice and coffee houses and kindred trades to the grocery, have lately called the attention of THE CANADIAN GROCER to the subject of substitution by dealers of their respective lines of manufacture.

The question is an important one and worthy of consideration by the trade. It is a serious matter to any concern when it has spent probably thousands of dollars, months and years of time and labor to perfect and place on the market a really intrinsic article, to learn that certain dealers are continually substituting inferior goods, and if not exactly inferior, still not what is called for by the consumer. It is regrettable that so little is thought of the wrong act on the part of the trade, and it is only when a case is brought home to the perpetrator that the injustice is acknowledged, and an argument in favor of its abolition can be made bear fruit.

A leading Canadian manufacturer only lately had occasion to notice a case of substitution of his goods by a dealer. He has made it a point for many years past to put up a line of pure goods—we'll say cream of tartar—and to guarantee against his package being used for any other grade of these goods, had it stamped for use only by the grocer for his special line. One of his travellers, in looking up his orders from the retailer, found that he had not bought either from him or direct from the mill any of these pure goods. He bought a quarter pound out of the package and had it tested and analyzed, with the result that the goods were found to be not only not pure, but indifferently compounded. He could, of course, not bring the grocer to task without risking the loss of the trade. This is not an extreme case, as we learn from inquiry among manufacturers that the custom is all too prevalent.

Fair dealing should be the ruling principle on all sides, and the grocer who acts upon that principle will, in the end, reap his reward in steady and profitable custom. Is it fair to the consumer who has used a certain line of baking powder that

has given satisfactory results, to substitute another brand? Is it fair to the manufacturer who has spent his time, labor and good money to place a good article on the market, to deprive him of his reward?

It is admitted that the tastes and customs of the consuming public are continually changing, and the modern mode of living calls for "something new" all the time, but this fact should not be considered a license for deliberate substitution. The grocer, more than anyone else, is continually on the lookout for something new to tickle the palates of his customers and hold their trade. This is quite right and as it should be, but is it right to sell a pure pepper to a customer when it is known for a fact that, judging from the price of whole pepper, it is impossible (looking to a profit) to sell the ground pepper at the price charged? Does the merchant not know when the traveller offers him the goods at a price the market will not warrant, that something is wrong about the goods? If not, it is a bad commentary on his knowledge of the market; if he is aware of it, is it fair to his customer, the consumer, to sell the article for pure goods knowing it to be otherwise?

Manufacturers, too, are, we have had occasion to learn, given to imitating in design, shape, color and other characteristics the output of rivals who have at great expense secured a trade on their products to such an extent as to bring themselves within the infringement of Copyright and Patent Act. In many instances the imitation is so positively close as to deceive the ordinary consumer, and this is, to our mind, nothing less than a palpable steal and should be discouraged by the merchant wherever and whenever the attempt is made to pass the article on him. Originality is possessed to a certain extent by everyone, and it is a reflection on a manufacturer's ability when he has to copy or fall back on the ideas of a rival.

Fair competition is commendable and

worthy of every encouragement, but deliberate infringement is despicable.

### FRANKNESS IN BUSINESS.

THE confidence of one's customers is the most valuable asset a business man can possess. Having deservedly won that confidence, a merchant can smile at unfair competition and fake schemes for seducing his trade into alien channels.

The assurance that reliable goods may always be had for a fair price is what the best people in any community want. These are the people whose custom is most desirable, who give a firm a standing, who make business a pleasure.

The basis of this confidence is perfect frankness upon the part of the seller. It is poor policy to please a customer for the moment with the price when he is certain shortly to be dissatisfied with the quality. A few frank words of explanation would point out the advantage of taking a better quality at, in the long run, a more favorable price, and a friend would be made.

A case in point: Two salesmen representing rival houses approached a business man with a view to booking his order for an expensive piece of machinery. The business man, for his own reasons, was disposed to give the preference to one of the houses. But the representative of this house, instead of making it a point to satisfy the buyer, not alone with the price, but with the quality, thought only of quoting a figure which would shut out his rival. He got the order, but to come within the price he supplied an inferior article. There was trouble. In the long run he was compelled to supply what he should have offered in the first place. He lost the profit on the sale, and, what was of vastly more importance, the confidence of the customer.

At best it is a sorry business selling inferior goods, but when customers will have them the facts should be clearly set before them. They will return sadder, perhaps, but wiser.

People constitutionally suspicious are disarmed by frankness. In a run on the bank people only want their money because they fear they cannot get it. People are always more satisfied with a purchase

## THE CANADIAN GROCER.

### SATURDAY MORNING CHATS.

when they know they can get their money back if they want it.

Be frank with your customers. Consult their interests. Advise with them. Educate them into taking you for their "guide, philosopher and friend." It will pay you—and them. Try it.

#### A FIRM TEA MARKET.

THE tea situation appears to be steadily and surely strengthening itself, and a reference to the latest advices from London is both instructive and interesting, and should be of great use to our readers in influencing their conduct regarding buying. The existing stock in London has been so materially reduced since the end of July as to leave barely sufficient to meet a two-months' consumption, whilst the arrivals from primal markets are upwards of 2,000,000 below the average of similar date last year. The demand at the same time maintains a steadily increasing character. A relief to the situation is found in the general belief that the diminished arrivals may to a large extent be accounted for by the fact that a quality of tea which generally found its way through the London markets to Canada and to the States has recently been exported direct from primal markets to those countries.

Whether or not this is likely to become a fixed rule is still open to question. At the same time the advance of 1 to 1½d. per lb. is fully maintained.

#### THE BEAN CROP.

THE bean crop in the counties of Kent and Elgin, the home of the bean in Canada, has reached an interesting stage. "The Grocer" is advised by Messrs. D. McKillop & Son, grain dealers, West Lorne, Ont., that the crop is very large, indeed the largest acreage in years, but fully three weeks late. Many beans will never be harvested unless fine, warm weather is experienced. The crop all depends on the weather now. Usually the bulk of the beans are already harvested, but it has been so wet and cold that the beans are not showing any signs of ripening. The old crop has all been shipped out. Enquiries are quite numerous and indications point to a fair export trade, which has not been experienced in the last four years.

THE GROCER called upon a number of the Toronto travellers Saturday morning and found them pretty generally satisfied with the first trip after the holidays. The opinion was unanimous that a bumper business would be met this Fall. The strikes, which have been a serious detriment to business in the cities, are practically over and a bountiful harvest promises to stimulate trade both in the country and city.

A few line interviews with representative travellers are given below:

W. Anderson—Prospects in the east are very good. Farmers are getting their crops in in good shape and money should be free.

J. W. Shouldice—Feeling is good for the Fall. If money will not be plentiful this Fall with such magnificent crops, when will it?

J. A. Milne—Last week along the north shore was just between seasons, but next month will be strong.

W. B. Dack—A very fair trade in the Niagara district. Fruits are very plentiful, particularly plums.

Jas. B. Mayled—The holidays were a great success. Every one is found in good humor.

F. Anderson—The city trade is pulling up. Had it not been for the strikes this would have been the best year we have ever had.

Chas. Rishor—The outlook is good for a real nice trade this Fall.

J. B. Gouinlock—Unless there is a set back, the prospects north, east and west are grand.

T. L. Willis—Trade is showing improvement, a very satisfactory week.

#### FLORIDA ORANGE OUTLOOK.

According to advices from Florida orange sections the crop of oranges this season gives promise of being considerably larger than that of last year, says The N. Y. Journal of Commerce. John S. Arnold, of the firm of John S. Arnold & Sons, who has completed a trip of the several orange sections of the state, is quoted as making the following estimate of the crop by counties:

	Boxes.
De Soto	600,000
Hillsboro	375,000
Manatee	300,000
Polk	125,000
Osceola	100,000
Lake	150,000
Lee	125,000
Orange	150,000
Marion	50,000
Volusia	50,000
Brevard	50,000
Alachua	35,000
Putnam	25,000
Dade	10,000
Pasco	15,000
Scattered	50,000
Total	2,165,000

Others who have studied the conditions

claim that the estimate is entirely too high, and that it exceeds by 500,000 boxes what a fair estimate would be of the crop. In some of the countries where the groves are being reclaimed the situation is difficult to define. There are a great many new trees coming into bearing, and in some groves the crop this year will be double what it was last.

"In the lower counties," says The Times-Union, "the promise for a yield is not as good as it was early in the Spring, when the trees first bloomed. There is a great growth of leaves, and some of the trees in that part of the state have been putting on a remarkable growth at the expense of preventing the yield of fruit, which was expected early in the year."

#### NEW BRUNSWICK CANNERIES.

Canning operations have begun at the blueberry canning factory of The W. S. Loggie Co., Limited, on the St. Croix, says The St. John Globe; the berries for the most part coming from the eastern part of New Brunswick. The crop is very light in Washington and Charlotte counties and most of the berries canned this year by the firm will be brought from eastern New Brunswick. Henry Burbridge, of Chatham, N.B., an experienced man in the canning business, is in charge.

#### FAILURE OF JAPAN RICE CROP.

The Japanese Consul-General, Y. Nosse, writes the Department of Agriculture that owing to cloudbursts and floods the crop of rice in Japan this year will be much lighter than usual. It is suggested that the time is opportune to push the sale of Canadian flour.

#### EXHIBITION BRANCH IMPERIAL BANK.

The Imperial Bank, with a very commendable spirit of enterprise, has established a branch on the grounds of the Dominion Exhibition. The office is handsomely equipped, and, with a full staff of clerks, will be in a position to handle banking business of any description. In the matter of deposits, issuing and cashing of drafts, cheques, etc., both the public and exhibition authorities will find the branch a great convenience. We are glad to learn that it is the intention of the bank to make this a permanent institution so far as the exhibition season is concerned.

#### GOLDEN TIPS.

At the tea sale at the Chamber of Commerce sales room to-day, says the last number of The Times of Ceylon, a box of golden tips was offered for sale by Messrs. Somerville & Co., and was bought by Mr. W. Mitchell, of Messrs. Carson & Co., at the rate of Rs.25 per lb.

## We Extend a Most Hearty Invitation To All Grocers

visiting Toronto during Canada's Great Fair to come and see us at our home, 32 Yonge Street.

Fill in your name and address here :

.....

.....

then tear the advertisement out and present to us when you call, and we will be pleased to show you over the most modern and up-to-date tea establishment in the world.

Don't fail to give us a call if you visit Toronto. It will well repay you.

**"SALADA" TEA CO., TORONTO and MONTREAL.**



WHOLESALEERS ARE NOW OFFERING  
FOR FORWARD DELIVERY

### **New Pack** **"Horse Shoe" Salmon.**

For quarter century "Horse  
Shoe" Brand Salmon has led  
the Canadian market.

All leading grocers throughout the  
Dominion sell it.



"No one knows a thing for sure until he tells it to someone else." Thousands of women are telling their friends that

### **Celluloid Starch** Never Sticks Requires no Cooking.

is the best starch in the market. That's what is making the demand for it continually increase—it is doing good work and everyone is telling everyone else about it.

Now, send in your order.

**THE BRANTFORD STARCH WORKS,**  
BRANTFORD, CANADA. LIMITED.



**The Canadian Grocer**

Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		0 27½
Imperial qts.		0 95
1-gal. cans		1 00
5-gal. cans, per gal.		0 75
Barrels, per gal.		4 50
5-gal. Imp. brand, per can		5 10
1-gal. " " per case		5 60
½-gal. " " " "		6 00

**TEAS.**

The home tea trade has been moving somewhat slowly, little interest being manifest beyond mere present requirements. The latest London market reports denote good general inquiry with prices ruling firm at about 1d. advance on same time last year. The stock of all tea in London at present time is less than at any period since June 1900. It is estimated to be only about sufficient for two months' consumption. Exports from India and Ceylon both continue on a moderate scale, the latter being considerably below last year, hence the industry is now in a sound position, and if coarse plucking can be avoided, prices may be on a more remunerative scale. The early invoices to hand are giving general satisfaction and it is expected the Autumn season will start a good market. The statistical position is considered now a fixed one for present season and prices are consequently ruling firm, with indications of greater stiffening. 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 Greens	Gum powder, 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 23
	" " thirds	0 16	0 18
	" " common	0 15	0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half-boxes, firsts	0 28	0 32
Japan	½-chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	0 20
	Common	0 19	0 19

**FOREIGN DRIED FRUITS.**

Home trade continues very good and spot stocks are now well-reduced, all denoting a ready market for new arrivals. The first shipment of Valencia raisins is reported and expected to arrive during September. Currants are opening somewhat weak, but there are better indications ahead. We quote:

**CURRENTS.**

Fine Filiatras	Per lb.	0 05	up	Vostizzas	Per lb.	0 07	0 08
Patras	Per lb.	0 06½	0 06½				

**RAISINS.**

Valencia, fine-off stalk	Per lb.	0 07	0 08
" selected	Per lb.	0 08½	0 09
" selected layers	Per lb.	0 09	0 10
Sultana	Per lb.	0 09	0 13
California seeded, 12 oz.	Per lb.	0 08½	0 09
" " 1 lb. boxes	Per lb.	0 10½	0 11
" unseeded, 2 crown	Per lb.	0 08	0 07½
" " 3 crown	Per lb.	0 08	0 08½
" " 4 crown	Per lb.	0 09	0 10

**DATES.**

Hallowees	Per lb.	0 04	0 05	Fards	Per lb.	0 07½	0 08
Sais	Per lb.	0 03½	0 04½				

**PRUNES.**

100-110s	Per lb.	0 04	0 04½	60-70s	Per lb.	0 07	0 07½
90-100s	Per lb.	0 04½	0 05½	50-60s	Per lb.	0 08	0 08½
80-90s	Per lb.	0 06	0 06½	40-50s	Per lb.	0 08½	0 10
70-80s	Per lb.	0 06½	0 07				

**CANDIED PEELS.**

Lemon	Per lb.	0 10	0 12½	Citron	Per lb.	0 15	0 18
Orange	Per lb.	0 11	0 13				

**THE MARKETS**

**FIGS.**

Tapnets	Per lb.	0 04	Elemes	Per lb.	0 10	0 15
Naturals	Per lb.	0 06½	0 09½			

**APRICOTS.**

Californian evaporated	Per lb.	0 08	0 12
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**PEACHES.**

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

**COUNTRY PRODUCE.**

**EGGS.**—The market continues steady for strictly fresh stock, which is hard to obtain. What is coming forward is in poor condition. We quote:

Fresh laid eggs, per doz.	0 14½	0 15½
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**HONEY.**—This market is beginning to show some activity and considerable honey changed hands at quotations this last week. We quote:

Extracted clover, per lb.	0 06½	0 07½
Sections, per doz.	1 00	1 50

**WHITE BEANS.**—The market is quiet, as stocks are well cleaned up. Advices from the bean fields report the crop in good condition, but a fortnight late. All depends on the weather of the next few weeks as to whether or not the bean crop will be a bountiful one. We quote:

Mixed	Per bush.	1 50	Prime	Per bush.	1 50	1 60
Handpicked	Per bush.	1 80	1 90			

**DRIED APPLES.**—There is nothing noticeable just at present. We quote:

Apples, dried, per lb.	0 03	0 03½
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**POULTRY.**—There is a fair demand for what is coming forward, not a very large quantity just now. We quote:

Chickens, live per lb.	0 10	0 12
Old hens	0 07	0 08
Ducks	0 09	0 10
Turkeys	0 10	0 10
Spring chickens, dressed, per lb.	0 12	0 14
Old hens	0 09	0 10

(For Butter and Cheese see Dairy Produce).

**GREEN FRUITS.**

All kinds of fruits are coming in in very large quantities, indeed the supply is in excess of the demand. On Tuesday the late boats and trains aggravated the congestion. Bananas have become an interesting feature, owing to the storm in the West Indies. Small bunches are almost impossible to get and large bunches have advanced considerably. Tomatoes were almost a drug on Tuesday and California fruits have been temporarily displaced by Canadian peaches, plums and pears, which are of excellent quality and ample quantity. The first Canadian grapes are offered at 2½ to 3c. per pound, in 10 lb. baskets. We quote:

Mediterranean sweet oranges	3 75	4 25
Sorrento oranges	3 00	3 25
Late Valencias	4 5½	4 75
Bananas, large bunches	2 00	2 50
Messina lemons, old, per box	2 50	3 00
Verdilla lemons, new, per box	3 25	4 50
Limes, per crate (8 doz.)	1 25	1 25
Tomatoes, Canadian, per basket	0 15	0 25
Canadian apples, baskets	0 12½	0 20
Cocanuts, per sack	3 50	4 00
Watermelons, each	0 15	0 25
Cantelopes (musk melons), per basket	0 25	0 30
Blueberries, per basket	1 00	1 25
Lawton berries, per qt.	0 04	0 05
Canadian peaches, white, per basket	0 20	0 30
" " St. John yellow, per basket	0 30	0 50
" " plums, small basket	0 10	0 15
" " large	0 15	0 30
" " pears, Bartletts, per basket	0 25	0 35
" " Clapp's Favorite, per basket	0 25	0 30
" " Bell, per basket	0 15	0 20
Grapes, 10-lb. basket	0 25	0 30

**VEGETABLES.**

Prices, on the whole, have been maintained, but some have eased off with the

**New Lemons**  
**Fancy Oranges**  
**Bananas**

Our goods are the freshest and best to be had.

**Watermelons**  
**Peaches**  
**Pears**  
**Plums.**

GET OUR PRICES  
**WHITE & CO.**  
Toronto.

**Few Flies last year**  
**No Flies this year**

if you use

**Wilson's Fly Pads**

**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.  
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**HUSBAND Bros. & Co.**

Wholesale Fruit and Commission Merchants.  
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**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 Canadian Grocer**

skins are steady at former quotations and wool is unchanged from last week. We quote:

**HIDES.**

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

**CALFSKINS.**

Veal skins, No. 1, 6 to 14 in. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb. " "	0 08
" " " 2 " " "	0 06
Deacons (dairies), each	0 60
Lambskins, each	0 45
Pelts, each	0 45

**WOOL.**

Unwashed wool, per lb.	0 09	0 10
Fleece wool	0 16	0 17
Pulled wools, super, per lb.	0 16	0 17
" " extra	0 19	0 20 1/2
Tallow, per lb.	0 04 1/2	0 05

**QUEBEC MARKETS.**

**GROCERIES.**

Montreal, August 27, 1903.

**B**USINESS, on the whole, is reported fairly good by jobbers. Sugars are moving a little more freely and indications are said to point to higher prices, as raw and beet are strong. Teas are dull, no feature in Japans being noted except a demand for low grades, about 16 to 18c. obtaining business. China blacks and greens are very quiet and little doing. Ceylon greens continue scarce and are much sought after. In canned goods the report that the Canadian Canned Goods Association would not take any more orders for corn, tomatoes or beans has firmed up jobbers in their prices. Peas will most likely receive firm prices on account of the booking of an order for South Africa of 50,000 cases. Canadian sardines are higher and almost unprocurable. Green fruits are active, Canadian peaches being the principal line selling. California peaches are dropping off some owing to arrival of Canadian goods. Spices are dull. Pepper and pimento are strong, other lines also being firm. Cheese is easier, country boards having declined 1/2c. during the week and the large production throughout the country will tend to ease off prices more shortly. Eggs are quiet. Butter is dull, though the demand is steady. In fish little is doing. Dried fruits are steady. It is thought that owing to earlier maturing of currants the Greek Government is permitting shipments on August 21, four days earlier than usual. Rice and tapioca are quiet. Syrups are quiet. Molasses is high, particularly in Barbados, jobbers having firmed up their

**THE MARKETS**

prices 2c. per gallon. Coffee is very quiet. The provision market is dull, hams and bacon being slightly stronger. Flour and grain are steady.

**SUGAR**

Though the outside markets are reported strong, locally there is no change to report. The Cuban market is reported particularly strong. The outlook is considered promising for good business during the next two months as a fair average canning season is expected. According to contracts now outstanding on refiners' books a large quantity of sugar is due to be delivered to the trade during the next 60 days. A factor that is being discussed to some extent is the prospective competition of domestic beet sugar. The outlook is for the largest crop thus far grown in this country, reports The New York Journal of Commerce, and Commercial Bulletin. Local quotations as under:

Granulated, bags and bbls.	\$4 20
" " " "	4 35
" " " "	4 15
Paris lump, boxes and bbls.	4 75
" " " "	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls.	4 40
" " 50 lb. boxes	4 60
Domino lumps, boxes and bbls.	4 65
" " " "	4 75
Phoenix " " "	4 05
Cream " " "	3 90
Bright coffee " " "	3 90
" yellow " " "	3 90
No. 3 yellow " " "	3 80
No. 2 " " "	3 60
No. 1 " " "	3 50
" " bags and bbls.	3 45
Raw Trinidad " " "	3 25
Trinidad crystals " " "	3 30 3 35

**SYRUPS AND MOLASSES.**

The situation in molasses is unchanged though from reports received from the islands another advance may be looked for. There is very little old Barbados held here and holders, owing to shortage in new season's crop, are stiffening up their prices. It is also stated that the old stock does not show well in color and body. Syrups are, if anything, in slightly better demand, owing no doubt to high price of molasses. We quote:

Barbados, in puncheons, old	0 40
" " new	0 41 0 42
" " in barrels	0 42 1/2
" " in half-barrels	0 43 1/2
New Orleans	0 22 0 25
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02 1/2 0 03
" " " "	0 03
" " 38-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls., per 100 lb.	2 50
" " " "	2 65
Kegs " " "	2 80

**TEAS.**

Japan teas continue firm in lower

grades. It has been difficult to obtain acceptance in Japan of cable offers, for in most cases limits have had to be advanced, but with the advances of 3 1/2 to 4 per cent. they have been enabled to execute orders via Suez. There has been little or no enquiry for teas from 19 to 23c. In China greens there is no change. Market is about the same. China blacks are quiet. Ceylon greens are salable all the time and still scarce. Ceylon blacks have been rather slow during the past week on account of the easier feeling at primary markets. Market is firm and shows no indication of easier prices for some time. Formosa Oolongs are still realizing high prices for high grade goods. There is also a little more demand for Foochow Oolongs and several parcels of sweet liquoring teas have been sold during the past week at 10 to 12c. We quote:

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 25
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congos	0 08	0 10
Pealeaf Gunpowder	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

**COFFEE.**

The trade in coffee is dull. The indications from New York towards end of last week were for somewhat better prices, but latest reports show no change. We quote:

Good cecatas	0 09 1/2	0 09 3/4
Choice	0 11	0 12
Jamaica coffee	0 07 1/2	0 10 1/2

**SPICES.**

The situation of the spice market shows no change from last week. New York market is dull, though firm, interest, if any, being centred in pepper and pimento. 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 18	0 20
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole	0 17	0 19 1/2
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan	0 15	
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

**RICE AND TAPIOCA.**

The demand for rice is only fair. The market is featureless. Reports from Japan speak favorably as to crop, but indications show continued interest from buyers of the Japanese Government for commissariat purposes.

Tapioca is dull and no change to report. We quote:

WE WOULD LIKE TO SEE "FAIR TIME"  
YOU DURING - - -  
IN TORONTO or LONDON.

TORONTO—From August 31st to September 12th.

LONDON—From September 14th to 19th.

Our Representatives—Messrs. Wm. Gray, T. C. Fleming,

T. Johnston, A. E. Barbour and J. G. Wallace

Messrs. Gray and Fleming

will be at their old quarters,

will occupy warerooms at

62 Bay Street, - - - TORONTO.

Room 3, Tecumseh House, LONDON.

CHINA  
CROCKERY  
GLASSWARE.

**The John L. Cassidy Co, Limited,**  
OF MONTREAL.

**THE MARKETS**

The Canadian Grocer

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 62½
in 1-bags.....	4 75
"  in 1-bags.....	4 87½
In the open territory prices are about 10c. less.	
<b>"MOUNT ROYAL" FANCY RICES.</b>	
Mandarin Patna.....	4 25
Imp. Glace Patna.....	4 50
Polished Patna.....	3 87½
Indian Bright.....	3 90
Java Caroline.....	3 50
Lustre.....	3 75
Snow Japan.....	4 87½
Japan Ice Drops.....	5 25
Papioea, medium pearl.....	0 02½
seed pearl.....	0 03
flake.....	0 04½
Imported Italian.....	0 09

**CANNED GOODS.**

Business this week has shown better. The demand is good. Canned apples, 3s, are quoted stronger, 82½ to 85c being price of the Canners' Association. It is reported that advices have been received from the association that they will not take any more orders for corn, tomatoes and beans, even at open prices. The weather conditions are so unpropitious that quotations must be held back. Prices on spot canned apples, 3s, have been advanced to 80 and 90c., and gallons to \$2. Pears and peaches are reported as likely to rule higher this Fall though the Canners' Association has not given out prices. As regards canned peas, the fact that 50,000 cases have been booked for South Africa by the Packers' Association will have a tendency to put up the price on these goods. Canadian sardines are very high and scarce, and scarcely procurable. The price ruling here is \$3.80 to \$4, the inside price of \$3.80 being exceptional. Gooseberries, 2s, are given as being sold out of this year's pack. We quote:

Tomatoes.....	1 60
Corn.....	0 90
Peas.....	0 87½
String beans.....	0 80
Strawberries, preserved.....	1 40
Succotash.....	0 85
Blueberries.....	1 10
Raspberries.....	1 40
Gooseberries.....	1 50
Pears, 2s.....	1 20
3s.....	2 10
Peaches, 2s.....	1 40
3s.....	2 35
Plums, Lombard 2s.....	1 30
Green Gage, 2s.....	1 40
Cherries, red pitted, 2s.....	2 20
Baked beans, 3s.....	0 90
3-lb. apples.....	0 82½
Gallon apples.....	2 00
2-lb sliced pineapples.....	2 00
Grated pineapples.....	2 15
Singapore whole pineapples.....	2 20
Pumpkins, per doz.....	0 90
Spinach.....	1 40
Sugar beets.....	0 95
Salmon, pink.....	0 90
spring.....	1 25
Rivers Inlet red sockeye.....	1 30
Fraser River red sockeye.....	1 42½
Lobsters, talls.....	3 25
1-lb. flats.....	3 75
1-lb. flats.....	2 00
Canadian Sardines, 1s.....	3 40

**FOREIGN DRIED FRUITS.**

Early Valencia raisins are afloat and expected here about September 14. The currant market is steady in Patras. Shipments have been authorized by the Greek Government about August 24, four days earlier than customary. This is attributable to early maturity of crops. In figs and dates nothing is noticeable and sultana raisins, though easier than for some time, are little called for. Prunes are receiving some attention. We quote:

<b>CURRANTS.</b>	
Fine Filiatras, per lb. in cases.....	0 05
cleaned.....	0 05½
in 1-lb. cartons.....	0 06

Finest Vostizzas ".....	0 06½	0 07½
Analias.....	0 05½	0 06
<b>SULTANA RAISINS.</b>		
Sultana raisins, per lb.....	0 09	0 12
<b>VALENCIA RAISINS.</b>		
Finest off-stalk, per lb.....	0 06½	0 07
Selected, per lb.....	0 07	0 07½
Layers.....	0 07½	0 08
<b>FIGS.</b>		
Comadres, per tapnet.....	0 90	1 00
Elemes, per box.....	0 75	0 85
<b>DATES.</b>		
Dates, Hallowees, per lb.....	0 04½	0 05
<b>CALIFORNIAN EVAPORATED FRUITS.</b>		
Apricots, per lb.....	0 10	0 10½
Peaches.....	0 09	0 09½
Pears.....	0 12½	

<b>MALAGA RAISINS.</b>		
London Layers.....	1 75	1 90
"Connoisseur Clusters.....	2 25	
"Royal Buckingham Clusters, 1-boxes.....	1 15	
"Excelsior Windsor Clusters.....	4 50	4 60
is.....	1 30	1 40

<b>CALIFORNIAN RAISINS.</b>		
Loose muscatels, per lb.....		
"  seeded, in 1-lb. packages.....	0 09	
"  in 12-oz. packages.....	0 08	

<b>PRUNES.</b>		
30-40s.....	Per lb.	Per lb.
40-50s.....	0 09	0 08½
50-60s.....	0 07½	0 07
60-70s.....	0 07½	0 07
70-80s.....	0 07	0 07
80-90s.....	0 06½	0 06½
90-100s.....	0 06½	0 06½
Oregon Prunes (Italian style) 40-50s.....	0 07½	0 07
50-60s.....	0 07	0 07
Oregon prunes (French style), 60-70s.....	0 04½	0 04½
90-100s.....	0 04	0 04
100-120s.....	0 04	0 04

**GREEN FRUITS.**

Trade during the week has been very good. Very heavy receipts of Canadian fruits are reported, increasing from 4 to 6 cars per day, most of them being peaches. California fruits are coming in less freely. It is no doubt largely due to the good prices ruling in United States markets, and, of course, the larger receipts of Canadian fruits are responsible for the dropping off of Californian goods. Canadian tomatoes are arriving in good lots and prices are easing up considerably; the demand at early part of the week left prices at 75c., but now 40 to 50c. are the ruling figures. 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	
" 360's, choice.....	2 25	
Cocoanuts, per bag of 100.....	3 25	
Canadian apples, in bbls.....	2 00	3 00
Bartlett pears.....	2 75	3 25
Peaches.....	1 25	1 50
Plums.....	2 00	2 25
Pineapples, 24 to case.....	5 00	
30 to case.....	1 75	2 00
Bananas.....	0 35	0 40
Canadian peaches, per basket.....	0 30	0 50
plums.....	0 30	0 50
pears.....	0 30	0 50
Tomatoes.....	0 40	0 50
Watermelons.....	0 40	0 35

**NUTS.**

Shelled walnuts are believed to be absolutely exhausted on the other side. Stocks have recently been withdrawn from London ice house supplies, but these also are now wanting. The demand for nuts generally is poor. We quote:

Grenoble, per lb.....	0 12	0 13
Filberts, per lb.....	0 08	0 09
Tarragona almonds, per lb.....	0 11	0 12
Brazils, medium, per lb.....	0 12½	0 13½
Pecans.....	0 12½	0 13½
large, per lb.....	0 13½	0 14½
Peanuts, per lb.....	0 07½	0 12
Valencia shelled almonds, per lb.....	0 26	
Bordeaux shelled walnuts, per lb.....	0 25	

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

**TOBLER'S**  
**SWISS CHOCOLATE AND COCOA**  
 will be at the Exhibition, main aisle, Manufacturers' Building.  
**BROWNE & WELLS, LIMITED**  
 CANADIAN AGENTS.

**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,  
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**CHEAPER AMMONIA**

During the summer months our Household Ammonia will be 50c. per gross less in price. Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

**JOHN G. HARVEY,**  
 Manufacturing Chemist, Todmorden, Ont.

Winnipeg Brokers.

**IF YOU HAVE ANYTHING TO SELL**  
 WRITE  
**CAMERON GORDON & Co.**  
 WHOLESALE  
 COMMISSION AGENTS  
 WINNIPEG MANITOBA

**M. B. STEELE**  
 Wholesale Commission Merchant  
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 Correspondence and Agencies Solicited.  
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**EASTERN MANUFACTURERS**

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All **EYES** are turned on  
**MANITOBA AND THE WEST.**

Represent some of the leading houses in  
**CANADA and the U. S.**  
 INCREASE YOUR TRADE. WRITE ME.  
**E. NICHOLSON,** - - WINNIPEG,  
 Wholesale Commission Merchant and Broker.

**The Canadian Grocer**

**FISH.**

The demand for all kinds of fish is good, though until the Manitoba pickerel arrive, which will be about first week in September, there will be a scarcity. Pike is somewhat lower this week, also No. 1 large green cod. We quote:

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04½
Dore, per lb.	0 08
Pike, "	0 04
Halibut, per lb.	0 11
Gaspé salmon, frozen, per lb.	0 15
Salmon trout, per lb.	0 09
E.C. per lb.	0 16
Steak cod	0 17
Brook trout, per lb.	0 08
White fish, per lb.	5 00
No. 1 Herring, Nova-Scotian, per bbl.	5 00
half bbl.	2 80
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring,	6 50
per keg	0 95
Holland herring, per keg	0 65
No. 1 green codfish, new, per bbl.	5 00
No. 1 large green codfish, new, per bbl.	5 00
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40-lb. boxes.	0 05
Dried codfish, new, per 100-lb. bundles	4 75
Alaska salmon, per bbl.	14 00
Standard bulk oysters, per gal.	1 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	0 90
Canadian sardines, per 100.	3 75
Canned oysters, No. 1 size, per doz.	1 31
Canned oysters, No. 2 size, per doz.	2 25

**COUNTRY PRODUCE.**

**BEANS.**

There has been a little more business doing in beans this week. Prices have fallen away some since last quotation. Market is steady. We quote:

Choice prime, per bushel	1 60	1 65
carlots	1 40	1 45
Choice, small lots	1 20	1 40
Ordinary, carlots	0 90	1 00

**HONEY.**

Business continues quiet and nominally prices are unchanged. We quote:

White clover, comb	0 12	0 13
White, strained, in tins	0 09	0 09½
Buckwheat, strained	0 07	0 07½
comb	0 08	0 10

**MAPLE PRODUCTS.**

Market is quiet and featureless. Prices are practically unchanged. We quote:

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " in wood	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

**HOPS.**

Advices from Pacific coast report strong prospects for firmer prices. Locally things are quiet, though firm tone prevails. We quote:

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 20	0 22
Choice Eastern Townships	0 20	0 22
Fair to medium Eastern Township	0 15	0 18

**POTATOES.**

A very fair business is being done in potatoes. The tone of the market is quiet. We quote:

New, in jobbing lots, per bbl.	1 25	1 40
per bag	0 75	
jobbing round lots, in bags	0 55	0 65
bushel baskets	0 50	0 60

**FLOUR AND GRAIN.**

FLOUR.—Market is very firm at last week's prices, but no activity on spot, where business is purely local. We quote:

Manitoba patent	4 35	4 50
first bakers	4 05	4 10
second bakers	3 90	3 80
Winter wheat patents	3 80	3 90
Winter patents	4 05	
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 60	1 65

**THE MARKETS**

**GRAIN.**

WHEAT.—Receipts this week show a great decrease, as compared with last week, over 250,000 bushels short. Strong feeling in Manitoba wheat continues. No. 1 hard is quoted at Fort William at 88½ to 89c., afloat August, and No. 1 Northern at 87c. Locally, prices are 93 to 94c. afloat. We quote:

No. 1 hard Manitoba	0 93½
No. 1 Northern	0 92
Rye	0 58½
Peas	0 72 0 73

No. 1 beef hides	0 09
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 45 0 50
No. 1 calfskins	0 11 0 12½
No. 2 "	0 09 0 09½

**RAW FURS.**

As reported last week, no changes (in raw furs) of any account are looked for locally until the season opens in October. London sales in October are usually first notable changes. We quote:

BEAVER—Labrador and choice Eastern	Large \$6.00	Medi'm \$5.00	Small \$2.75	Kitts \$1.50	Fall Beaver \$2.00 to \$2.50 per pound.	Spring Beaver \$3.00 to \$3.25 per pound.
Territory Rocky Mountains and Western	6.00	4.00	2.00	.50-.75		
Strictly Prime, or, No. 1	4.00	3.00	2.00	.50		
Partly Prime, or, No. 2	3.00	2.00	.75	.40		
Unprime, or, No. 3	2.50	.50	.25	.25		
Flat, weak, or poor, or, No. 4						
BEAR—Black—Choice only	Large 15.00	Medi'm 10.00	Small 7.50	2	3	4
Brown	12.00	7.00	5.00	6.00	3.00	.50
BADGER—Of all sections	.50	.25	.10	.05		
Dark	6.50	5.00	5.00	3.00	1.75	.50
Brown	6.50	5.00	3.50	2.00	1.00	.50
FISHER—Eastern and far North-Eastern	Large 4.00	Small 2	2	4		
Territory and Western	4.00	2.75	1.25	.75	.20	
Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.40	.50	.20	
Territory and Western	Dark 10.00	Fair 7.00	Pale 4.00	2.50	1.50	.50
Cross—Value principally as to beauty, also size & richness	75.00	50.00	25.00	20.00	9.00	4.50
Silver—Eastern and far Northern	50.00-60	35.00	20.00	15.00	5.00	2.50
Pacific Coast, Territory and Western	Large 4.00-8.00	Medi'm 6.00	Small 4 to 5.00	2 to 4.00	1.00	.25
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25
Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75	2 to 2.50	1.00
Territory and Western	7.00	2.25	1.50	1.00	.60	.20
Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
Large	4.00	3.50	2.50	2	Large 2	Small 3
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40
Territory and Western	1.50-2.00	1.50	1.00	.75	.25	.15-25
MUSKRAT—Eastern, best large	Spring 25-28	Winter 10 to 13	Fall 8 to 10	Kitts 2 to 5		
Territory and Western	20c.	5 to 10	.07	2 to 4		
OTTER—Labrador and far North-Eastern	Large \$10	Small 7.00-10	2	2.50-5	2 to 4.00	Cubs \$1.00 to \$2.00
Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50
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	Sh rt .75	St Long .40-50	St White .05-15		
SKUNK	Dark 75-1.25	Brown .75	Pale .40-50	2	3	4
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM	\$5.00 to \$6.00 per pound.					

Corn	0 59	0 60
Buckwheat	0 48	0 48½
Barley	0 50	0 51
Oats	0 37½	0 38
Malt	0 75	0 80

CORNMEAL.—There is no change. Market uninteresting at prices below:

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

BALED HAY.—The market has undergone no noteworthy change. Farmers are not selling old baled hay too freely owing to the poor outlook for new hay. We quote:

No. 1 timothy	11 50	12 00
No. 2 timothy, choice	10 00	10 50
No. 2 timothy, ordinary	9 00	9 50
Clover	8 00	9 00

FEED.—Unchanged since last report. Very little doing during the week. We quote:

Ontario bran, in bulk	16 00	16 50
shorts	19 50	
Manitoba bran, in bags	17 00	
shorts	20 00	
Mouillie	24 00	30 00

ROLLED OATS.—Market remains quiet. Prices as under:

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

**ASHES.**

Market is firm; slightly better demand for pearls, which are scarce. We quote:

First pots	5 75	5 80
Seconds	5 40	5 50
Pearls, per 100 lb.	6 75	

**HIDES.**

No change to report. Lambskins continue irregular and are the most interesting feature. We quote:

**NOVA SCOTIA MARKETS.**

Halifax, August 24, 1903.

THE wholesale grocery business of the city continues remarkably good and dealers are satisfied that the volume is quite up to the average of former years. The general conditions prevailing are good and denote that business throughout the balance of the Summer and the Autumn will be good. The retail trade at this season is also good and an exceptionally large amount of imported fruits is being handled. Work is plentiful in the city and the retail grocers find little difficulty in collecting bills. The retailers in the country, where a month or two ago money was very short, now report a more healthy condition and a more hopeful prospect generally, since it is found that the crops are turning out much better than expected.

\* \* \*

Molasses and sugar remain firm and there is an advancing tendency in both. Small cargoes of molasses are still arriving, but there will be a great shortage in Porto Rico before the season is over. Orders for nearly all canned stocks have now been placed and the prices are found to be a little stronger than a year ago, the reason given being a shortage in the crop of peas, corn, tomatoes, etc., in the western districts where these goods are principally put up. Canned salmon is expected to be high, as the British Columbia pack is said to be showing a great shortage.

# Expected in a Few Days

Ex-Ship "DEVONIA"

1000 packages, hogsheads, tierces and barrels,  
of finest new crop

## BARBADOES MOLASSES

WRITE NOW FOR PRICES.

Actually in stock, the very best value in

**JAPAN TEAS**, "VICTORIA" and "PRINCESS" Brands.  
New crop. Try a sample box.

EXPECTED BY 1st OCTOBER—Very high value in

## GREEN CEYLON TEAS

IN HALF-CHESTS. NEW CROP.

"Duchess" brand—fancy style, producing finest liquor.

"Lady" brand—very good liquor.

SAMPLES CHEERFULLY SUPPLIED ON APPLICATION.

# Laporte, Martin & Cie,

WHOLESALE GROCERS,  
MONTREAL.

The White Pass Road has notified wholesalers and other shippers that the through commodity rates on bills of lading which are given during the Summer months will not be extended beyond August 31. This has had the effect of increasing materially the activity in northern shipments and every inch of cargo space is in demand on every boat sailing from here for Skagway. The effect of the notice has an important bearing in that the efforts to bring up river from St. Michaels to Dawson the enormous quantities of staples of foodstuffs sent in by that route for next Winter's stocks have been unsuccessful except in very small degree. Hundreds of tons shipped from this port and Seattle during the Summer by the big commercial companies are hung up away down the river, and the companies are re-ordering to duplicate the stocks, as it is important to get in supplies within the next six weeks. There is bound to be the biggest rush of goods on record before the freeze up on the Yukon.

The receipt of fresh California fruit in bad order has moved local merchants to ask The Pacific Coast Steamship Co., which carries all goods from Frisco to these ports, to improve conditions of handling. Crates of delicate fruit, such as peaches, are upset and tumbled in handling, and the depreciation is very marked. Another feature which can be improved is in the storing of fruit on shipboard. It is put on deck and covered closely with a tarpaulin fastened down. Little or no cool air can circulate round the goods, and it ripens up very quickly in the heat, so that it reaches the market often in over-ripe condition. The shippers in California are also taking the matter up with a view to inaugurating better methods. The methods of handling in cars contrast most favorably. Special fruit cars are supplied. The goods are piled up in tiers, with plenty of space for proper circulation of air while in transit. Every tier or section is firmly fastened by cleats, so that no motion is possible and the crates are in the same position when the car is opened at destination as when the car was closed up.

Receipts of California fruits are liberal still, and features are scarce this week. Local tomatoes, ripened under glass, are received from Victoria, where the industry is made a specialty with considerable success. In fact it is all round of better quality than the California stock. Local fruit supplies are confined to apples and plums. The latter, while being marketed liberally, do not pass through the hands of the jobbers to any extent, the larger growers up country having a big market in the Northwest to which they are shipping almost exclusively. The plums being marketed here are from small growers and delivered direct to retail trade in most instances. The Okanagan district is shipping apples and plums heavily to Alberta and as far east as Winnipeg. The advance orders for apples cover the whole crop of the district, sales having been contracted months in advance. The quality of the apples from Okanagan orchards has been proven so well that northwestern dealers are willing to take futures. All through the fruit districts the crop promises well.

In dairy circles, there has been but

slight alteration in conditions during the week. Eggs are, if anything, scarcer and firmer. The supply of strictly fresh local eggs is limited, and jobbing quotations as high as 35c. have been heard of. This is in very limited trading however. The bulk of the supply is from Calgary and Winnipeg. Small stocks of eastern eggs are also in hand. Prices are quotable at 21 and 22c.

Butter stocks are only fair, there being no great surplus, though the market has had sufficient for demands. Prices are firm, but about the same range as last quotations.

The local potato crop promises to be a very large one this year. Prices for the new crop, which is all that is now in the market, have gone down to 60c. in a jobbing way for the 100-lb. sack. Other vegetables are plentiful and all of local origin now.

#### 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.

Hudon, Hebert & Cie., Montreal, report arrival into store of Hickmott's "Signature" brand green turtle soup, quart tins, also white asparagus tips. These are said to be the finest and most expensive goods packed in California.

S. J. Major, Ottawa, reports arrival into store of carload of French brandy, Dubois Frere & Cagnion, which they are offering to dealers at especially attractive prices.

A shipment of 650 half-chests Japan siftings are offered to the trade by Hudon, Hebert & Cie., Montreal, this week at interesting prices, also 500 matted caddies gunpowder tea.

A consignment of Jacques Nicot & Co.'s (Cognac, Fr.) brandies is in store with B. O. Beland. 1858 vintage. They are reported very fine and thoroughly aged.

W. H. Gillard & Co., Hamilton, report a splendid range of spices for pickling and sauce-making that would well repay a retailer to investigate.

The attention of dealers is called to Mr. B. O. Beland's ad. in this week's issue. The high-grade Scotch whiskies of Macleay, Duff & Co. advertised are controlled in Canada by Mr. Beland. Mr. Newcamps, of the firm of Macleay, Duff & Co., will in a short time pay a personal visit to the Canadian market in the interests of his house.

Dixon's Carburet of Iron stove polish, a shipment just at hand with W. H. Gillard & Co., Hamilton.

The Twentieth Century broom, a new article offered by W. H. Gillard & Co.'s travellers, shows such merit that a large sale is anticipated.

B. O. Beland, Montreal, reports arrival into stock of shipment of 120 casks Labouis' red and white clarets, 18 to 21½ dg., absolutely pure, at prices 80 to 90c. per imperial gallon, and cases \$3.25 to \$3.75 f.o.b. Montreal. For blending purposes this wine is claimed to be unexcelled.

#### CANADIAN BEET SUGAR.

MR. A. E. SHUTTLEWORTH, superintendent of The Ontario Sugar Beet Co., Limited, Berlin, Ont., writes as follows: Being quite aware of the fact that many retailers object to Canadian granulated beet sugar, believing that it will not keep fruit, I thought it might be well, and perhaps interesting, to drop you a line informing you that in Berlin many of our best housekeepers are using Canadian-made beet sugar, obtained from The Ontario Sugar Co., for preserving and canning fruits. I know from personal observation of fruits, strawberries, raspberries, etc., which have been canned and preserved here at Berlin, that these fruits will keep and are keeping perfectly. Further, I may say to you that wherever our domestic sugar is used it is giving great satisfaction.

A good many reliable parties who have used it inform me that they like it well, in fact, prefer it to the sugar which they have been using, for the reason that it is of a uniform transparent grain, free from large opaque crystals and from sugar dust, and that it goes readily into solution.

From a chemical standpoint, I suppose you are quite aware of the fact that beet sugar is the same chemical compound as cane sugar, and that the extra standard granulated made from sugar beets is, chemically speaking, the same substance as extra granulated Redpath's. The impression that extra granulated beet sugar cannot be used in fruits, etc., as the above mentioned, is entirely an erroneous one.

Every Canadian should be proud to encourage this new industry by asking for Canadian made sugar. Why should prejudice stand in the way of the general use of the home-made article when the manufacture of that article in this country is so beneficial, not only to agriculture, but also to all classes of people directly or indirectly dependent upon the success of agricultural industries.

#### CONSOLIDATED STORES COMPANY, LIMITED.

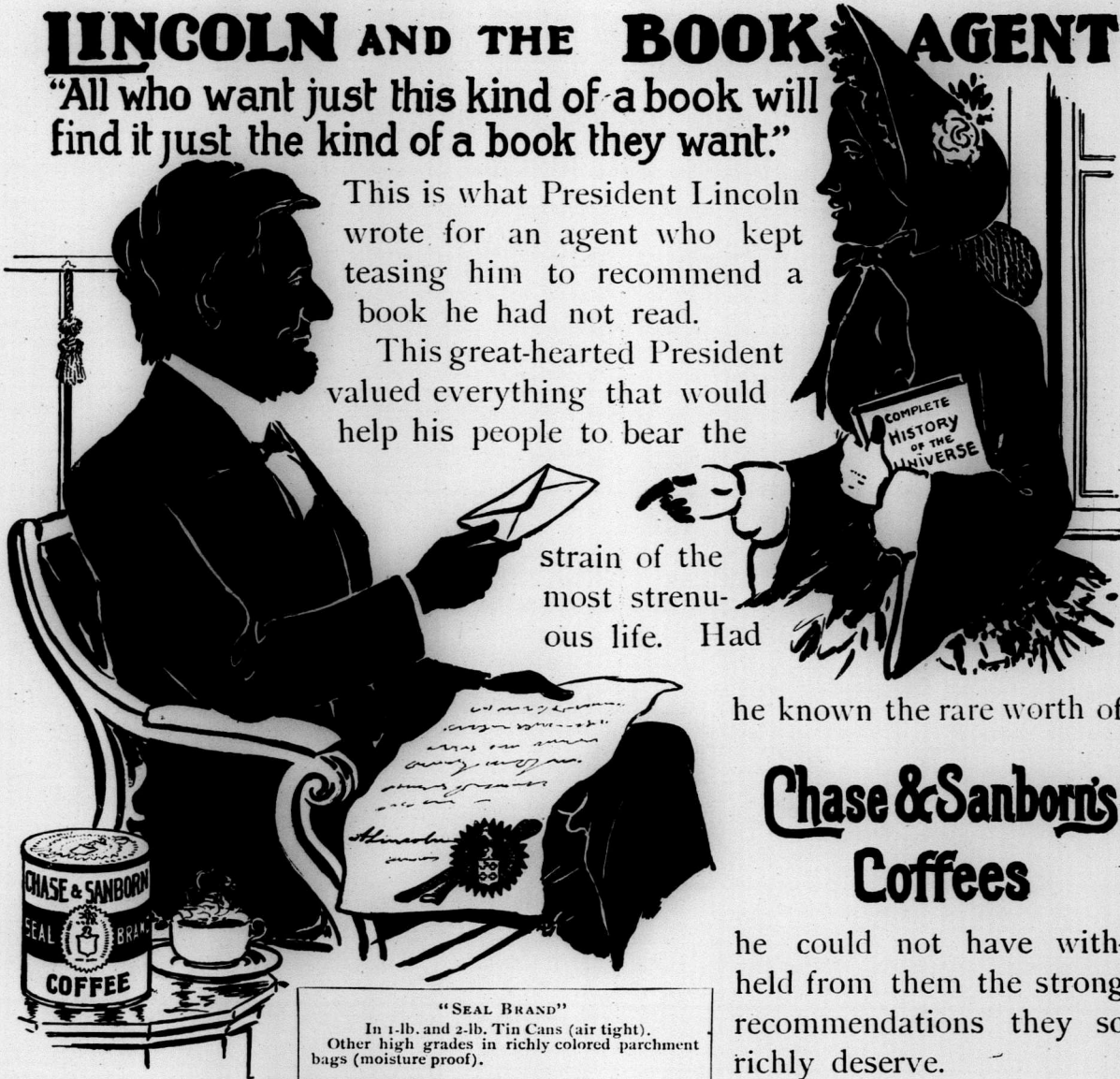
The Consolidated Stores Company, Limited, Toronto, has been incorporated with a share capital of \$50,000, to manufacture and deal in all goods and merchandise handled by wholesale and retail grocers, and to carry on a cold storage and warehouse business. The provisional directors are Wm. Eacrett, Malcolm Ferguson, H. J. Jones, E. L. Liddicott and W. J. Smith, all of Toronto.

#### NEW MONTREAL CANNING COMPANY.

E. Mackay Edgar, Wm. J. Bellingham, J. Lorne Edgar and C. Franklin Hibbert, of Montreal, with C. H. Cahan, of Halifax, have been chartered as the Regal Packing Company to deal in condensed, canned, and evaporated fruits and vegetables, with headquarters in Montreal, and a capital of \$20,000.

# LINCOLN AND THE BOOK AGENT

"All who want just this kind of a book will find it just the kind of a book they want."



This is what President Lincoln wrote for an agent who kept teasing him to recommend a book he had not read.

This great-hearted President valued everything that would help his people to bear the

strain of the most strenuous life. Had

he known the rare worth of

## Chase & Sanborn's Coffees

he could not have withheld from them the strong recommendations they so richly deserve.

"SEAL BRAND"  
In 1-lb. and 2-lb. Tin Cans (air tight).  
Other high grades in richly colored parchment bags (moisture proof).


# CHASE & SANBORN, MONTREAL.

RETURNED  
MAY 23 1864  
cut book  
Page 25  
aw

# Just a Minute, Mr. Jobber.

If you want the "RIGHT KIND OF SPICES" at  
"THE RIGHT KIND OF PRICES," we have  
them both.

DROP US A LINE, WE'LL DO THE REST.

**R. HERRON & CO.,**  **Montreal.**

"Their Name is Legion"

but for the finest SCOTCH WHISKY try  
Macleay, Duff & Co.'s (Glasgow, Scotland,)

"Special Liqueur Cream"

One trial will bring you back for more.

**B. O. BELAND,** Agent for Canada,  
26 Lemoine Street, - - - - MONTREAL, P.Q.

Something that was never known  
—I offer

**200** Pkgs. Extra Fine Liqueuring Japan Siftings, at **6c.** per lb.

**Don't miss these.**

I make a specialty of High-Grade TEAS,  
COFFEES, SPICES and VINEGARS.

**E. D. MARCEAU**

281-285 St. Paul St., - - MONTREAL, P.Q.

TEA REPORTS.

Wm., Jas. & Hy. Thompson's Tea Circular, dated London, August 13th, quotes figures to show that the amount of tea in bond is no larger than it was in the last normal year, 1900, viz.: Stocks in bond on 31st July, 1903, 62,987,000 lbs.; 1902, 76,073,000; 1901, 71,079,000; 1900, 63,482,000; 1899, 65,291,000. This position has reflected itself in the sales which have been held this week, where there was generally a strong demand, especially accentuated in the lower grades of leaf teas, which may be quoted rather dearer. The few fine invoices as yet offered from India were keenly competed for, but few transactions have taken place for export.

Gow, Wilson & Stanton, in their Indian, Ceylon and Java Tea Report of August 11th, say: The stock of all tea in London was less at the end of July than at any time since June 1900. Telegrams show that exports from India and Ceylon both continue on a moderate scale, the latter being considerably below last year. Hence the industry is now in a sound position and if coarse plucking can be avoided prices may be on a more remunerative scale.

JAPAN TEA MARKET REPORT.

THE suspension of tea-picking on and after 1st September, as suggested by the Native Tea Conference, has more or less stiffened the home market. Consequently, purchasers to fill orders on which limits were given have been compelled to pay higher prices in spite of the expected decline for which buyers were holding off. For Canadian market it might be anticipated that teas ranging 15 to 16c. for good common or medium may be obtainable, the quality probably being a little coarser than last year's. Fine quality of all descriptions now evidently being off the market in Japan, holders here look for a good trade on such when business resumes activity, which is likely now the holiday season is over. "Tea for price" having been the demand for some years past, the flat flavored Ceylon imitation of Japan teas had been in demand; whereas with the expectation of Japans now reaching 15 to 16c., with fair quality of cup, the desire of consumers will be to obtain Japan tea, which is unsurpassed for its flavor and pungency.

The early and keen demand for high grade in the United States resulted in more attention to make such teas, and same giving great satisfaction, the natural sequence eventually would be the preference of higher standard Japans all over the country.

New fannings are very scarce, and this market takes them at 8 to 8½c., while new siftings are quoted 6c. or over, according to quality.

Fads in Many Lines Come and Go,  
but **Clark's Meats**  
are steady sellers.

That's why you should stock them.



Delicious, Healthful  
The Ideal Fruit

—FOR—  
SPRING and SUMMER USE

ONCE TRIED, ALWAYS USED. ASK FOR IT.  
CORONA FRUIT CO., W. B. Bayley, Toronto  
Agent.



**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 ¼-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, Winaipeg.

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.**

TRADE WITH SOUTH AFRICA.

Mr. Jardine, Canadian commercial agent in South Africa, writes from Cape Town under date of July 10, among other things, that having agreed to the Bloemfontein conference tariff, which gives a preference to Great Britain, the South African colonies are inquiring what Canada

proposes to do and are quite willing to negotiate a reciprocal preference.

Mr. Jardine finds that many lines of Canadian goods are finding a market in South Africa, but urges that our firms combine to send across travellers to hunt for orders, as that is the method that has brought business to American and German firms.



## DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

### Markets for Agricultural Products.

**T**HE following bulletin just issued by the Department of Agriculture, Ottawa, will be of interest to readers of THE GROCER who are engaged in our growing export trade: For a number of years the Department of Agriculture has paid particular attention to the development of our export trade in agricultural products. During the South African war the Department undertook to fill a number of very large orders from the War Office, and as a result hay, flour, oats, meats, jam, etc., to the value of over \$8,000,000 was purchased in Canada for the maintenance of the army in the field. This work was carried on under the direct supervision of Prof. Robertson, Commissioner of Agriculture and Dairying, but, at the beginning of the present year, it was decided to create a distinct extension of markets division, and to place at the head of it Mr. W. W. Moore, who was in South Africa for the Department in 1900, and who has been intimately connected with all the efforts made to increase Canadian trade with that country. It need scarcely be added that Mr. Moore will always be found ready to afford inquirers any information in his power regarding the markets for Canadian agricultural products.

**FRUIT PULP.**—During the past few weeks considerable correspondence has reached the market division from Great Britain, with especial reference to fruit pulps, particularly raspberry. The fruit crop in the United Kingdom and on the continent is very poor, and consequently there is a considerable demand for foreign, or rather colonial, fruit pulp. The market is now bare of supplies, and as new Australian will not arrive before March next, an excellent opportunity is offered Canadian canners, if they have the goods to fill orders. Unfortunately it appears that the Canadian raspberry crop was also short this season. The canners have, however, been placed in possession of all the information at Mr. Moore's disposal, and considerable business has already resulted. All the pulp available will doubtless be disposed of at once at good prices.

**CIDER APPLES.**—In view of the short

fruit crop there is likely to be a good demand in Britain for boiling and cider-making apples. The Department has received advices from the Canadian High Commissioner in London to the effect that one firm would take 5,000 tons of each of the above sorts. Mr. Moore is now in communication with the leading fruit shippers to ascertain whether they can fill the order. The possibility of shipping cider is also being investigated. A trade of this sort would afford facilities for selling to advantage the immense quantities of cull apples which now go to waste in this country.

**FOODSTUFFS FOR SOUTH AFRICA.**—Recent letters received at the Department indicate that on account of drought the grain crops in the Transvaal will be short this season, and that in consequence there is likely to be a good demand for Canadian food products in the sister colony.

### The Care of Smoked Meats.

There are very few grocery stores in the country that do not handle smoked meats, and though the handling of meats in cities has been largely taken over by the specialty meat stores, there are a great many city grocers handling ham, bacon and other cured meats. Every merchant handling this class of goods has had more or less trouble at times, particularly during the warm weather, with his meats, and complaints to the packers and wholesalers are frequently made. These complaints often could be avoided if a few simple rules regarding the care of meats were followed. As the consumption during the Summer months is very great, it may not be out of place to give a few hints as to the care of smoked meats. A complaint that is made as to canvassed hams and bacon is that it turns mouldy, and often the appearance of mould is judged to be a sign of poor quality or deterioration, and the goods so reported to the jobber and returned to him as unfit for use. The presence of mould is a sure indication of the sugar curing process having been followed in preparing the goods for the market, and does not brand the goods as unfit for consumption. On receipt of the canvassed hams or bacon the canvass should be immediately removed, and if any mould appears on the

meat, it is easily removed by rubbing with a damp cloth. A slight application of sweet oil or lard rubbed on the surface of the skin will give the meats a fresh appearance and prevent the formation of mould. When the meats are received they should be hung in a cool, dry place. A little care will amply repay the dealer and save making complaints to jobbers, many of whom have found it necessary to refuse entertaining claims from merchants who have not taken ordinary care in handling this class of goods.

### Curing Cheese in Cold Storage.

With regard to the curing of cheese in cold storage the only comparison of quality made so far turned out decidedly in favour of the cheese ripened in cold storage, says Cold Storage. As well as being milder and cleaner in flavour, it proved to be firmer in body and suitable for a better class of trade. Messrs. Wood, Dunn & Co. reported on the quality as follows:—“On careful examination of every cheese, we are certainly of the opinion that those matured under freezing conditions are fully  $\frac{1}{2}$ d. to 1d. per lb. better in quality than those kept under ordinary conditions.” In other words, £1 16s. 8d. to £9 13s. 4d. per ton better.

### Cheese Markets.

**Belleville, Aug. 22.**—Twenty-nine factories offered 2,450 white and 130 colored cheese here to-day. Sales on the board were:—James Alexander, 580; T. Walkin, 455; Hodgson Bros., 50; McGrath & Co., 90 at 9 $\frac{3}{4}$ c. Balance on curb same price.

**Cornwall, Aug. 22.**—At the Cornwall Cheese Board to-day 2,129 boxes were boarded, 979 white and 1,150 colored. All sold but one lot, the white at 9 $\frac{3}{4}$ c and the colored at 9 $\frac{3}{8}$ c. The sales were:—Hodgson Bros., 1,003; James Alexander, 668; A. W. Grant, 232; Ayr Company, Limited, 167.

**Cowansville, Que., Aug. 22.**—At the weekly meeting of the Eastern Townships dairymen's exchange here to-day 39 factories offered 1,907 boxes of cheese; 20 creameries offered 1,486 boxes of butter. Frank Duckett bought 458 boxes of cheese for 9 13-16c; Hugh Allan, 166 boxes at 9 $\frac{7}{8}$ c, 478 boxes at 9 13-16c, and 197 boxes at

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company,

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.



*Charlottetown, P.E.I. Canada*

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

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

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

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

SEND FOR PRICE LISTS.

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

## **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

## REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

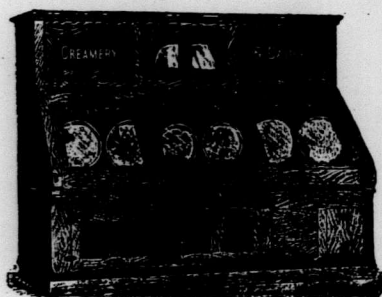
**Eureka Refrigerator Co.,**

Wilbert Hooley, Manager.

54 Noble St., TORONTO.

Phone Park 513.

This cut represents No. 13.



**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.

Write for Illustrated Catalogue.

## Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

**Hamilton Stamp & Stencil Works,**

HAMILTON, ONT.

Headquarters for everything in our line.

**BUTTER PARCHMENT PAPER.**

**BUTTER TUBS.**

Prompt shipment ex Factory or Warehouse.

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG.

9 3/4 c; Hodgson Bros. bought 239 boxes at 9 3/4 c; D. A. McPherson & Co., 253 boxes at 9 1/2 c. Butter sold at 18 3/4 c to 19 7/8 c.

Ingersoll, Aug. 25.—Offerings on the board to-day were 690 boxes, principally third week August make; 9 3/4 c to 9 7/8 c bid, but refused, salesmen asking 10c to 10 1/2 c; market quiet.

Campbellford, Aug. 25.—Cheese report: —1,240 boarded. Sales: Kerr, 625; Brenton, 15; Bird, 300. All sold at 10 1-16c.

### French Bacon Type of Pigs.

The pig market at Coretans, France, is most curious of all, says a writer in the Breeders' Gazette. One sees the great lean, long, tall swine, immense of frame, looking ideal grassers, feeding in truth on clover and greens of all sorts. The swine are strangely docile, and are led about by grass ropes around their necks. A man will hold half a dozen big shotes; it is like dancing the Maypole dance the way they twine about a pig's legs when stirred up, but such a slow, quiet, gentlemanly lot of swine I never saw before. At this market nearly all the hogs are sows. They are mostly to go back to farms again. There is but one breed, the Normandies, I think, they are called. I think they would be an improvement in bacon type on some that we have in America; they are taller, thinner, longer and more ungainly looking.

### Green Cheese Not Wanted in Britain.

The Dairy Division, Ottawa, has received advices from Mr. A. W. Grindley, agent of the Department of Agriculture, in Britain, to the effect that the reputation of Canadian cheese has been injured by the large amount that has been sent from Canada this year in a "green" or uncured condition. Dealers state that the great bulk of Canadian cheese has been too immature when shipped, and Canadians will have only themselves to blame if the British demand falls off from such causes as these. It need not be pointed out that a falling off in demand means a lower price. It is simply another case of "killing the goose that lays the golden egg."

When a salesman notes that the tendency of the cheese market is downward, he is naturally anxious to get rid of the stock he has on hand; at other times he thinks that he will save the amount of the shrinkage in curing by selling as soon as possible. The exporter, on the other hand, looking to his own immediate profit on the transaction, buys cheese that should be left in the curing-room to ripen. The salesman is disposed to blame the

exporter for the present condition of things, and vice versa, but it takes two to make a bargain and it is safe to assume that both parties are to blame in this case. It is greatly to be regretted that for the sake of a little temporary advantage both factory men and exporters should be willing to endanger a trade which has required so many years to reach its present high standard, and which means so many millions of dollars to the farmers of Canada. The patrons of factories would be consulting their own interests by insisting that their cheese should be held in the curing-room until it is in the best condition to please the British consumer.

### Pork Factory for Charlottetown.

Davis & Fraser, pork packers, Halifax, are opening a branch of their packing establishment at Charlottetown, where they have leased the large brick factory of Mark Wright & Co. The firm are beginning on a modest scale, but hope to enlarge it with the increase of business. For the present part of the hogs bought on P. E. I. will be packed in Halifax. The building is being refitted and the necessary machinery installed along with a cold storage plant. The number of hogs being fed on the Island is reported to be about the same as last year. If feed had not brought such high prices in the Spring the number would probably have been larger. Lean hogs will be bought at a very decided discount. The demand is for well fed hogs from 130 to 200 lbs.

### THE PROVISION MARKETS.

TORONTO.

THERE have been no changes in the provision markets since last week.

The demand for cured meats remains good and with the low stocks at present held values are well maintained. Lard is holding its own. No change has taken place in barreled pork since the slump reported last week as no further movement is reported in American. We quote:

Long clear bacon, per lb.	8 0 10	80 10
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11	0 12 1/2
Medium hams, per lb.	0 14	0 14 1/2
Large hams, per lb.	0 13	0 13 1/2
Shoulder hams, per lb.	0 10	0 10 1/2
Backs, per lb.	0 15	0 15 1/2
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Shoulder mess pork, per bbl.	15 00	16 00
Lard, tierces, per lb.	0 9 1/2	0 09 1/2
" tubs "	0 09 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.	8 00	8 50
" 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.

There is no change to report in provisions. The market has a steady tone and a fair

We obtain our tea exclusively from six tea estates in the Hill district of Ceylon. That's why

# Blue Ribbon Ceylon Tea

is invariably of even quality. We don't pick up Job Lots here and there and Blend them into Trick or Cocoa tasting teas. Blue Ribbon 40c. Ceylon Tea is the best selling tea on the market, because it is the Best and most even in Quality.

The quality tea of Canada.

Every grocer our agent.

**IMPERIAL**  
CREAM TARTAR  
**BAKING POWDER**  
PUREST, STRONGEST, BEST.  
Contains no Alum, Ammonia, Lime, Phosphates, or any injurious.  
**E.W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

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.

**The Canadian Grocer**

demand locally and from country buyers for smoked meats and lard. Demand for pork is slow. Advices from London report Canadian bacon in steady and good demand. Supplies abroad are fair. An advance of 1s. to 2s. has been obtained for Canadian pea-fed bacon by some holders.

Heavy Canadian short cut mess pork	.....	820 50	821 00
Canadian short cut back pork	.....	19 50	20 00
Canadian short cut clear pork	.....	20 00	20 50
Bacon, Wiltshire, per lb.	.....	0 14	0 15
Hams, per lb.	.....	0 13	0 14

Lard is unchanged and trade only fair.

"Boar's Head" brand	.....	0 08	0 08
Carloads, less	.....	0 00	0 00
60-lb. tubs, over tierce	.....	0 00	0 00
20-lb. tin pails	.....	0 00	0 00
20-lb. wood "	.....	0 00	0 00
10-lb. tins	.....	0 00	0 00
5-lb. tins	.....	0 00	0 00
3-lb. tins	.....	0 01	0 01
Pure lard, in pails, 20 lb.	.....	1 35	1 35
"    in tubs, 50 lb., per lb.	.....	0 09	0 09
"    in tins, per lb.	.....	0 10	0 10

**DAIRY PRODUCE**

TORONTO.

**BUTTER.**—First class creamery has advanced from ½c. to 1c. since a week ago but no change is reported in creamery, which remains very dull, while stocks continue to accumulate. We quote:

		Per lb.	
Creamery prints	.....	0 18	0 20
"    solids, fresh	.....	0 18	0 18
Dairy rolls, large	.....	0 15	0 16
"    prints	.....	0 14	0 15
"    in tubs, best	.....	0 14	0 15
Under qualities	.....	0 12	0 13

**CHEESE.**—The market has eased off a little from the advance of last week, prices declining in sympathy with the weakening quotations from the cheese boards. We quote:

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

MONTREAL.

**CHEESE.**—The cheese market is much lower. The tendency of the country boards shows prices ruling from 10 to 10½ cents. We are advised of the sale of 1,000 boxes of finest Eastern, half white and half colored at 10¾, and a lot of 500 boxes of finest Eastern white at 10¼. The report from the country boards is of very large make, and it is expected that easier prices will rule.

**EGGS.**—No change from last week's prices is quoted. There is a little more enquiry for export, but at such prices that Canadian dealers cannot afford to handle. Prices ruling locally are 15 to 16 cents for prime, and 17 to 18 for selected. Quality is coming forward much better this week.

**BUTTER.**—There is no change of any consequence to report. The demand continues fair. The forward movement during the last two weeks has aggregated 40,000 packages, a large proportion being for English account. Locally, very finest goods 19 to 19½ is noted, and dairy 15 to 16 cents.

LONDON CHEESE MARKET.

At the meeting of the London Cheese Board on Saturday afternoon, 17 factories

**DAIRY PRODUCE AND PROVISIONS**

boarded 2,890 boxes of August cheese. Of these 820 were sold, 200 going at 9 15-16c., 120 at 9¾c., and 500 at 10c.

The latter was ½c. below the highest price of a week ago.

	Boxes.
Ridgetree	210
Chatham Gore	60
Campden	60
Bridgen	170
Lakeview	200
Dunboyme	120
Thompson's	100
Firby	200
Devizes	190
Ballymote	110
Mapleton	200
Northwood	200
West Nissouri	160
Malahide	200
Sifton	200
Mount Carmel	150
Belmont and Westminster	300
Total	2,890

Bids ranged from 9¾ to 10c.

The sales were: Mapleton, 200 at 9 15-16c. Chatham Gore and Campden, 60 each at 9¾c. Lakeview, 200, and Belmont and Westminster, 300 at 10c.

**Provision Notes.**

A. York & Sons, meat merchants, Slocan, B. C., have been sold out.

The dairy business of O. S. Floyd, Greenwood, B. C., has been sold to J. A. Floyd.

Lemire & Darneau, butter and cheese factory, Nicolet, Que., have been registered.

J. & A. Lefebvre, butter and cheese manufacturers, St. Justin, have dissolved partnership and Joseph Lefebvre continues.

**FOREST CITY GOSSIP.**

Office of THE CANADIAN GROCER,  
365 Richmond street,  
London, Ont., August 26, 1903.

**G**ROCERIES are beginning to move more freely, the travellers having resumed their regular trips. Their orders are already telling on the size of the heavy loads leaving the shipping rooms. The prospects for continuation of prompt payments are splendid. The crops in the London section and over Western Ontario are abundant and are now almost all gathered in. Corn is the only grain that can be called poor, but roots of every description will be above the average. Farmers are receiving good paying prices for everything they can raise, and they will have more money with which to pay storekeepers' bills than ever before.

Mr. Steele, of London, wholesale dealer in fruits, has returned from a trip to the Canadian peach districts of Essex county, and also the district between Hamilton and Queenston. Mr. Steele says the supply of the early varieties will be very good, but that late peaches, such as Crawford's and the Elbertas, which are the standards, will not amount to very much.

The recent hurricane at Jamaica has caused the price of bananas to go up with leaps and bounds. The damage done to banana plantations has not been exaggerated, and many will have to be replanted. Higher prices are looked for yet for this popular and important article of commerce.

B. S. Murray, of London, route agent of the western division of the Canadian Express Company, is looking after the interests of his company and the fruit trade of Ontario west. Many complaints of bad handling have been made by growers west of London which are being looked into. Mr. Murray proposes to have fruit cars placed at Ruthven and Kingsville and take them to Leamington where they will be attached to the express. Better service, with more care in transit, is likely to be the result of his investigations.

A considerable quantity of grain was marketed here last week, oats being the principal cereal offered. The prices paid were as follows: Wheat, 72 to 75c. per bushel; oats, 26½ to 30½c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38½ to 41¼c.; rye, 53 to 56c. per bushel.

Offerings of butter and eggs are large and trade quite active in both lines, but there is little change in prices since last week. Rolls, 18 to 19c.; crocks, 16 to 18c.; creamery, 21 to 23c.; eggs retailed at 14 to 15c. and by the basket to storekeepers 12½ to 13c. per dozen.

J. R. Minhinnick has returned from his attendance at the meeting of the Congress of Chambers of Commerce in Montreal, where he represented this city as chairman of the Board of Trade. Mr. Minhinnick considered the most important resolution passed was that favoring a British preferential tariff for Canadian produce of the soil, and also recommending a preferential policy for industrial products other than those manufactured in Britain.

The London Cold Storage and Warehousing Company are the defendants in an action brought at Toronto by The M. Doyle Fish Company to recover \$630, the value of a shipment of smelts which were lost through their alleged negligence.

W. H. L.

**CANNING FACTORY ACQUIRED.**

James Sommerville's large canning factory, Hamilton, has been acquired by The Canada Grocers, Limited, who will retain Mr. Sommerville as manager. The statement published in a Toronto paper to the effect that The Canada Grocers, Limited, were to enter the canning field in opposition to The Canadian Cannery Consolidated Co., Limited, was denied by Col. Davidson, of The Canada Grocers.

# CORKS                      CORKS

We are in a position to fill all orders at the shortest notice.  
Mail orders receive prompt attention.

**S. H. EWING & SONS**  
96 KING ST., MONTREAL.

Toronto Branch, 87 YORK ST.  
TELEPHONE MAIN 204

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

# FREE

 To every grocer we will mail  
a sample of **GOLDEN EAGLE**  
**BLEND COFFEE.**

Recognized and endorsed by the trade as the most perfect coffee obtainable. **DON'T DELAY.**  
Send us a card to-day for a sample or a trial order and be convinced of the merit of these goods.

Offices { **LONDON, ENG.**      **PACKED IN FREE LITHOGRAPHED TINS 25 and 50 lbs. at 28c. and in bbls. at 27½c. ALSO IN**  
**NEW YORK.**      **ONE lb. TINS at 30c. STATE if you wish it Whole, Roasted or Ground.**  
**TORONTO.**

**AMERICAN COFFEE & SPICE CO.,**      **CANADIAN WAREHOUSE AND MILLS,**  
**109 Front St. East, TORONTO.**

# Bee Starch



The Starch

**Handled it? If not, here's an offer:**

With only **2 cases of Bee Starch** we will send you one **Ever-Ready Electric Vest Pocket Light**—a most perfect light—no chemicals, oil, smoke or odor. No heat, matches, trouble or danger. Splendid thing for viewing dark corners of stores, cellars, sheds, etc. No danger. The best premium ever offered, with the **best Starch** on sale.

Write for particulars to

## SNOWDON, FORBES & CO.

449 St. Paul Street, MONTREAL, P.Q.

## Window and Interior Displays

Timely Hints  
and Suggestions.

### Limit of Competition Postponed.

**T**HE limit of the window display competition which THE CANADIAN GROCER has opened for the benefit of its subscribers has been extended from Sept. 1st to Oct. 1st. The reason for this is that on account of the holiday season, through which the competition extended, many merchants have been prevented from entering who would like to do so. By this month's extension everyone who intends competing will be enabled to do so, and, September being a good month for business, good window displays will be a feature of every store. Next week in these columns will be given full directions as to the taking of the picture.

One thing to be remembered by all competitors is that, with each picture, a description of how the window was dressed, and of the detailed arrangement, is desired, as with the publication of each picture in these columns a description will be necessary. In many of the best windows some detail may be missed, or the idea aimed at not fully understood by the judges, and the sender of the picture can improve his chances and assist the judges by a detailed account of the plans and arrangement.

An unnecessary expense is incurred by competitors in mounting the prints on expensive mounts. These mounts will cost from five to ten cents apiece, and the picture is just as suitable for publication when pasted on a smooth piece of pasteboard. Solio prints, too, are both cheaper and better adapted for making cuts from, than the more expensive aristo or other soft finishes.

### It Draws Better Custom.

**O**NE fact which often escapes the attention of the merchant when considering the advisability of a good window display is that the type of trade attracted by it is of a higher class than would deal in a store that makes no efforts in its windows.

The poorer trade pays less attention to neatness and visible attention to detail, but this is not the class of trade the store is most anxious for; they buy less, and a very much cheaper grade of goods, in

which there is less profit, and the handling of which builds up no reputation for a merchant.

The richer class, however, appreciate well-trimmed windows and clean, tidy interiors. They never patronize the loosely run, dirty store if there is one in the town that keeps things tasty and attractive. It is this trade that not only buys larger quantities, but what it buys is of the best, and money is spent in luxuries that bring

### 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 Oct. 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."

far greater profit to the merchant, and establish a name for him that will stand him in good stead with all kinds of people.

A cheap window, a carelessly arranged interior, bespeaks a cheap and badly bought stock to every customer whose trade amounts to anything. It is the merchant who pays close attention to the appearance of his store that impresses all

who pass or enter with the feeling that a like attention must be paid to the stock.

The store that is content with a haphazard window and an interior where no order is kept must also be content with the trade of the class that brings but little into his pockets, and with only a small part of that. There are very few who do not appreciate a well-dressed window, and the many will always feel safe in patronizing such a store.

There are men who still entertain the idea that what was good enough for their fathers is good enough for them and for the present generation. But times have changed. It is not many years since the ox did all the work, but the farmer who trusts to the ox in these times to do his teaming and other work will surely be left behind in the race for success. So it is in commercial life. Time was when the coal oil barrel, the sugar barrel, the molasses barrel, the biscuit box, the tea box, all reposed side by side around the centre aisle, but no store dare attempt such stock keeping in this day. The present generation, influenced by the advancement of all life, social and commercial, makes demands which a merchant must cater to or go out of business.

### Study Classes and Times.

**T**HE store that appreciates the selling value of a good window display has not overcome all the difficulties in the way of making the best use of the window. Every merchant worth remarking has become alive to the importance of displays, but after that point is arrived at, there is still the natural carelessness of the average trimmer to combat; and this is a fault that crops up with the best of trimmers at times, as well as appearing in the efforts of many trimmers all the time.

The decorator often simply grasps the idea that the window needs some special arrangement of goods that will attract the eye of those on the street, but there is far more than that to be considered if a successful window is desired. First of all the season must be taken into account. There are certain lines that would raise a laugh if displayed in September, but there are many others which are peculiarly adapted to that month, and these should be carefully discovered and a note made

## EXHIBITION NEWS

When at the Fair you will be struck by our splendid exhibit in the New Main Building. Our part of the show is one of the big "features" of special practical interest.

Take a moment to get some pointers about our Metal Ceilings, Shingles, Sidings, etc. It will pay you well—and don't miss one of our souvenirs.

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

### DRIED APPLES WE ARE BUYERS!!!

The largest dealers in Canada.

**The W. A. GIBB CO.**  
5 and 7 Market St., HAMILTON

### WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
Al Code.....	7.50
Robinson's Code.....	1.50
Armstrong's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00

All or any of these Codes mailed on receipt of price.  
Private Codes made on reasonable terms.

### THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

### THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

**AMERICAN CODE COMPANY**  
83 Nassau Street, - NEW YORK CITY  
Discount to dealers only.

of them as soon as they are thought of. With four or five good September sellers, a display can be arranged for each week. Again, there are well-known celebrations, or events, that have happened recently that can be illustrated or referred to in the window, and such are sure to attract attention and draw words of praise for the thoughtfulness of the trimmer in taking advantage of that day or event.

There are also times when certain towns or cities have a certain class of visitors in sufficient numbers to take cognizance of. Their nationality or the cause of their visit to the town can be used to affect the style of display, and it is from these outsiders that greater profit can be made than from the regular customers. By this is meant that things that will not sell to the regular customers will disappear rapidly to the outsider if his vanity or sensibilities are touched in a way that pleases him.

Of course in the trimming of the window great attention must be paid to the class of customers desired, or the class represented in the largest numbers in the town. If the town is a factory town, with nine-tenths of the inhabitants of the poorer class, great displays of expensive goods will only deter the workingman or his wife from entering the store, although that style of goods should not be neglected in the stock and demand some attention in the window. A luxury in such a town should be surrounded with cheaper lines to show its value.

### TILLSON'S OATS AT THE EXHIBITION.

The manufacturers of Ontario are taking a lively interest in the Toronto Industrial Exhibition and are going to a great deal of trouble and expense in the building and decorating of their booths. One of the prettiest exhibits in the new Main Building will undoubtedly be that of The Tillson Company, who are this week preparing an elaborate display of their pan-dried oats. The booth was designed and built by one of the best of Toronto firms and will be arranged by a professional New York decorator. Their now famous Scotchman will hold a prominent place and will be an interesting feature. The life-size figure was modelled by an Italian sculptor and dressed by Catto, which fact by itself is a guarantee of correct costume. The company intend to demonstrate the superior qualities of "Tillson's Oats" by serving it "hot, not cold—a food, not a fad." Mr. W. A. Strouger, known all over the province as the former manager of The Ireland National Food Company, will have charge of the exhibit and will no doubt extend the glad hand to many of his old business friends.

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1.000) are allowed as one word.

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

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

### SITUATIONS WANTED

GROCERY CLERK desires situation; come September 1st; age 21; experience 5 years; references. Box 56 CANADIAN GROCER, Toronto. (35)

### SITUATIONS VACANT.

CLERK for general store; competent and first-class references; state salary; position permanent to the right man. Box 129 CANADIAN GROCER, Toronto. f

MILLER—Second; steady work for right man. Box 130 CANADIAN GROCER, Toronto. f

BAKER—At once; to take charge; good on bread and cakes. Box 131 CANADIAN GROCER, Toronto. f

BAKER—Good second hand; by September 5th; day work steady job; state wages. Box 132 CANADIAN GROCER, Toronto. f

BAKER—Good second hand; state experience. Box 133 CANADIAN GROCER, Toronto. f

BAKER—With 6 or 12 months' experience; steady job; state wages. Box 134 CANADIAN GROCER, Toronto. f

BAKER—At once; steady job to all-round man. Box 135 CANADIAN GROCER, Toronto. f

### TRAVELLER WANTED.

CITY TRAVELLER wanted by Winnipeg grocery house. Must be bright and active, and understand his business thoroughly. Box 51 CANADIAN GROCER. (33-3)

### GUELPH

*Business College*

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

### To Manufacturers' Agents

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

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

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



## COFFEE AND SPICES

### Option Coffee Prices.

**S**URPRISE is often expressed that there seems to be so little harmony between the option coffee market and the prices at which the ordinary merchant is able to purchase his supply, and the impression often prevails that someone is getting an immense profit, while quite the contrary is often the case. Take for instance, a quotation of five cents or less for option coffee when the larger merchant pays about ten cents for his lowest grade.

It is really surprising on what very small margins these goods are sold among the coffee men, who often turn over large invoices of coffee that show a margin of only 1 or 2 per cent., while perhaps 3 per cent. would be considered a very large profit, although less than a quarter of a cent per pound. The feature about the option market not always understood is that any kind of coffee may be delivered on an option at its corresponding trade value as listed on the exchange, and the exchange standard takes no account of roasting merit or cup quality. For instance, a man may have an option on No. 7 (low ordinary) coffee at 5 cents and he may receive on it No. 3 (fair coffee) at 2 cents per pound more, and as his expense of the exchange will be about one quarter of a cent, the coffee will cost him 7½ cents, then he will probably receive a coffee that looks well green but makes a bad roast, and after standing shrinks, amounting to 1½ cents in roasting. He would find it hard to get 8½ cents for the roasted coffee. Much of this coffee delivered on options is mere trading stock, and lies in warehouses for years, changing hands hundreds of times.

In view of this condition, the legitimate trader does not go to the option market, but will buy where he can get a fair selection of coffee, based on the roasting merits of the goods and the cup quality, and for such goods he pays much more than options are quoted.

### Nutmegs.

Nutmegs, which are the only nuts not used for eating raw, are the kernel of the fruit of the nutmeg tree, a native of the Molucca Islands, but are cultivated elsewhere in the tropics. It is the Jamaica and the Brazilian variety, however, which we get here. Its chief characteristic is

its very aromatic flavor. Its greenish kernel grated by hand, or ground by machinery, is much used in cooking, while the outside covering, called mace, forms another article of commerce familiar to grocery clerks.

### New Coffee Tablet.

**R.** C. ANDERSON, a watchmaker of El Paso, Texas, has invented a coffee tablet, says The Spice Mill. He has been experimenting for some months, and claims that he has a perfect tablet made from the pure coffee berry. No foreign substance is used in the tablet, and the inventor says that he has accomplished something which has baffled chemists for years.

He asserts that by the use of his tablet a month's supply of Mocha and Java coffee can be carried in one's vest pocket, and the aroma and strength of the compound is never lost. He claims, also, that he removes the tannic acid of the berry, which causes nervous people much trouble and is one of the objections raised to coffee drinking.

A trial of a tablet showed that each makes two cups of fairly strong coffee, or one cup of strong coffee. The process of coffee making is simplified by dropping a tablet into a cup of hot water. A patent has been applied for, and Mr. Anderson expects to net a fortune from it. Others who put like compounds on the market also had great expectations, still, Mr. Anderson may have just hit it right.

### A Good Cup of Coffee.

The secret of making palatable, non-injurious coffee, says Planting Opinion, lies in the two words: quick infusion.

In the first place, have the coffee ground to the finest powder, so that its full virtue may be quickly extracted. Allow a dessert-spoonful for each person, mix it with just enough cold water to make it thick paste, and let it stand until five minutes before the time to serve. Have fresh water boiling. Pour on a cupful for each person, and two more for the persons who are likely to (but should not) wish a second cup. Put the cup over the fire and let the infusion come to a boil, settle with a dash of cold water, or a clean egg shell, and serve immediately. This is a cup of coffee and not a cup of

tannin. Coffee made in this way may be taken morning, noon and night without injury, but the quantity drunk at one time should not be greater than one cupful.

Coffee that has boiled, or stood more than five minutes, should be thrown away.

### The Spice Outlook

The latest number of The Spice Mill sizes up conditions as follows:

The market has been active, with the bulk of the trade in cassias, many grades of which have advanced sharply. Supplies have decreased greatly, as indicated in my last report, both here and in China and the East Indies. Cassia China and mat China are almost out of stock.

Peppers are strong; the advances abroad have not yet been equalled here. The shipments of the past ten weeks have been exceedingly small. The indications are that much higher prices will prevail. Changes are likely to be sudden and acute.

Cloves are very strong and higher abroad, and are liable to further advances.

Cayennes continue scarce and firm.

Nutmegs and mace exhibit no special features. Demand is again becoming visible.

Pimento is strangely dull. Stocks and demand are alike small in extent.

Gingers have fallen by the wayside; dulness and apathy are the features.

Generally speaking, pepper, cassias, cloves, cayennes, nutmegs, and mace are likely to be higher and scarcer. Pimento and gingers will drag a while.

### Notes.

The value of cocoa imported by the United States during the past 12 months was \$7,820,087.

Total exports from Singapore and Penang to the United States since January 1 to date of black pepper has been 2,185 tons; nutmegs, 263 tons, and tapioca, 4,265 tons.

The statistics of the fiscal year 1902-3 for the United States show large gains in the importations of tea, spices, cocoa, sugar and chicory, but a falling off in coffee of more than 150 million pounds. Notwithstanding this decline the United States still consumes over a billion pounds of coffee annually.

# Just Received in Stock

*French Prunes*, in 28-lb. boxes, from James Violet & Co., Bordeaux.

*French Macaroni, Vermicelli* and *Assorted Paste*, from Bertrand & Co., Lyons.

*French Sardines*, from Etablissements F. Delary, Lorient.

*French Mushrooms*, from G. Blanchard & Co., Paris.

*French Peas, Mushrooms, Beans,*  
*Macedoines, Anchovies, etc.* } from Louit Freres, Bordeaux.

*French Cocks Combs, Cocks Kidneys*, financiers, and

*Pates de Foies Gras*, from A. B. Schwarz, Strasbourg.

*French Preserved Fruits*, in bottles, from Moureaux Freres, Paris.

*Spanish Olives*, Queens, Manzanillas and Stuffed Olives, from Dunipe & Co., Seville, Spain.

*French Cleaning Powder*, for cleaning Gold, Silver and Plated Ware.

*Brilliant Buhler*, in sticks, for cleaning Brass and  
all metals,

from the Brilliant Buhler Company, Paris.

WRITE FOR QUOTATIONS.

**HENRI JONAS & CO.,**

IMPORTERS OF FINE GROCERS' SPECIALTIES,

**MONTREAL, P.Q.**

# FLOUR AND CEREAL FOODS

## Canada's Great Exhibit.

REPORTS from Osaka, Japan, show that the Canadian exhibit has caused an immense impression there, and that considerable trade may be established between Canada and Japan.

The Ogilvie Flour Mills Company, in a letter to the Commissioner of Exhibitions, says:—"We have received a number of inquiries from buyers in this market and have succeeded in placing some fairly good sized orders with the different firms. Indications point to a considerable increase in the near future. The great benefit to the milling industry of Canada is daily becoming more apparent as these additional inquiries are brought to our notice."

U. S. Consul S. S. Lyon reports to his Government as follows from Kobe: "The Oregon exhibits have no state building, but are housed in the foreign samples building, alongside the Canada building, which, with its contents, is reflecting no small degree of credit upon Canada. It is said that the Dominion has expended the sum of \$70,000 upon this enterprise, and its efforts to make a good show stand in marked contrast to the inactivity shown by the United States."

"One of the principal features inside the Canadian Exhibition building is the great rush by the Japanese each day at 4 p. m. to purchase biscuits and loaves of bread baked in full view inside the building. Hundreds of these people then stand with their arms over the railing and money in their hands, ready to purchase, all clamoring loudly to be waited upon. The bread is made of hop yeast and is in much greater demand than the supply. It is expected that in future Canadian flour will be in great demand, as the bread made from it is of most excellent quality. Had some one of our northwestern states been in evidence at the Osaka exhibition with their hard wheat flours the fact could have been demonstrated that our flours are just as good and can make as much bread as the Canadian flour on exhibition."

Secretary Burns writes to the Minister of Agriculture to say that the Exhibition will be closed by August 15. The intense interest shown by the Japanese shows no

signs of abatement. They actually believe that Canada is the "Jerusalem the golden, with milk and honey blest" of which the missionaries talk, and if our immigration laws would permit one-half the population would move to Canada. While Japan is a large market for flour at the present time, Mr. Burns is of the opinion that it will greatly diminish in the matter of flour imports and become a market for wheat. Several inquiries for prices have been sent to wheat exporters at Winnipeg.

## Millers and Advertising.

THE millers of the country, says The Inland Grocer, have awakened to the powerful influence which advertising has in selling goods. They have been looking enviously upon the success of the prepared cereal food, but heretofore have contented themselves with making sarcastic and bitter remarks about the breakfast food manufacturers. At the recent national convention of millers at Detroit the following resolutions were adopted.

Resolved, that the executive officers of the Millers' National Federation is requested and empowered to employ Professor H. M. Snyder to immediately prepare for the federation an article to be issued under its auspices, which shall set forth, in such manner as to be an object lesson to the world, the true value of white flour, refuting the absolutely false statements and charges made in regard to patent flour and giving in a condensed, but thoroughly comprehensive, form the results of investigations, showing the comparative cost of flour and the various cereals and breakfast foods and their nutritive value.

Resolved, that the Millers' National Federation recommend and urge that millers everywhere throughout the United States make use of this article by putting a copy of the same in every package of flour, securing its publication in the local papers, and, if possible, having it taught in the public schools, and otherwise making use of it as largely as possible in an earnest endeavor to demonstrate the truth in regard to white flour as thoroughly and

exhaustively as its merits warrant and present conditions demand.

This is good as far as it goes, but we do not imagine that publishers will tumble over themselves to give very wide publicity to this "eye opener" which the millers have authorized their expert to prepare.

In other words, the millers are only about half awake. They are awake enough to know that the cereal people have beaten them to a standstill, but their peepers are not open quite wide enough for them to see that a more vigorous advertising campaign will be necessary than a few circulars requesting all newspapers to publish their refutation free.

## Milling in Russia.

IN out-of-the-way parts of the country, in the west and south-west, the peasants still grind their corn with a rude sort of handmill fitted up in their cottages. The corn is not cleaned beforehand and the flour is coarse and grey in color. Large land proprietors as a rule have a flour mill worked by horses, which grinds all the flour required on the estate, and frequently satisfies all the requirements of the neighboring peasantry. Windmills are numerous, and where millet is consumed the groats are, as a rule, produced by this type of mill. Flour mills are also to be found in all parts. Steam mills are now very numerous, many of them, especially in the region of the Upper Volga, being equipped with the most modern machinery. According to the official statistics there were in Russia in the year 1899 eighteen flour mills milling more than 1,500 centals in the 24 hours, 69 producing from 1,000 to 1,500 centals, 320 with an output ranging from 640 to 1,000 centals, 1,126 producing from 240 to 400 centals, while the total number of mills in the empire with an output exceeding 30 centals per day was 23,099. Smaller mills are not included in the statistics. Many of the largest installations have been erected by the milling engineers of Switzerland, Austria, Germany and England. The plansifter is being extensively adopted.

The present prosperity and importance of the milling industry is not attributed by

# 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.

the natives to the introduction of the roller mill, but rather to the fostering care of his excellency S. J. White, Minister of Finance. This enlightened statesman instituted a separate department to attend to the needs of the Russian corn trade. The programme was to study and adopt such measures as would contribute to the development of the commerce in cereals and flour. Corn exchanges, arbitration boards and institutes for the technical training of milling operatives have been founded. Trade usages have been codified and rendered uniform. Depots have been erected, and special trade journals have been called into existence. Current quotations for grain, freight rates, etc., are regularly published, together with official reports as to the state of the markets at home and abroad. At Moscow a millers' school has been founded, which is a great success, and

## 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.

Correspondence solicited.

## 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.

the scholars readily obtain employment. In the army their time of service is spent in the Government flour mills. In order to encourage exportation of milling products exceptionally favorable rates of freight are charged by the state railway for flour, semolina and bran.

It is estimated that the 129,000,000 inhabitants of this vast Russian empire consume annually 320,000,000 centals of grain. Except in the south and the most easterly parts of Russia, where wheat is principally consumed, rye bread is the staff of life. In Bessarabia maize constitutes the chief article of food. Buckwheat, millet, oats and barley are also consumed. The groats—especially prepared from the first two—are much liked by the people, who eat them in the form of porridge.—The Miller, London.

#### U. S. Crop Conditions.

IN spite of the fact that the monthly crop report of the Department of Agriculture for August shows a general decline in conditions, the report indicates that there will be large harvests of both Spring wheat and corn. The Winter wheat is all in, and the Government estimate of that crop is 410,000,000 bushels, as compared with a harvest of 411,788,666 bushels last year.

The condition of Spring wheat declined from 82.5 per cent. on July 1 to 77.1 on August 1. Basing his computations upon this average, and the acreage, the statistician of the New York Produce Exchange estimates that the yield will be 239,872,000 bushels, as compared with 258,274,342 bushels last year. Although a large loss is indicated, it is interesting to note that in 1902, 1901, 1899 and 1898 were the harvests of Spring wheat greater than the prospective harvest of this year. A production of 239,872,000 bushels of Spring wheat, with the 410,000,000 bushels of Winter, will make the total wheat output this season 649,872,000

bushels, as compared with 670,063,008 bushels last year. It is thus seen that the farmers will have very little cause for complaint if the total wheat crop turns out as is now expected.—Buffalo Express.

#### Hurts Canadian Trade.

J. Edgar Tripp, commercial agent at Trinidad, complains to the Department at Ottawa that the growing trade in Canadian flour has received somewhat of a check owing to the receipt of a few old and inferior lots. Incalculable harm, he points out, must result from this frequent failure to maintain quality. He also complains that unreasonable delay is shown in the shipments of grain and flour from Canada.

#### The Oat Crop.

The harvest of the oat crop has been in evidence for the past three weeks. The yield will be very large and the quality of the grain good. As in the case of Fall wheat and barley, some individual yields will be immense.

#### Cereal Notes.

A new elevator is to be erected by D. R. Ross at Hickson, Ont.

S. C. Kilgore will take over the Spears flour business in Listowel on the 1st Sept.

The Hodd & Cullen Milling Co., of Stratford, have leased Irwin's elevator, Clinton.

Several samples of wheat tested in the county of Perth average fully 65 lb. to the bushel.

Ernest Builder succeeds to the business of the late William Forrest, Dundas, in whose store he was employed for a number of years.

The Lake Huron and Manitoba Milling Co., whose mills are situated at Goderich, Ont., has a daily producing capacity of 1,200 barrels.

The crops in the neighborhood of Bois-sevain, Man., were seriously damaged by a violent hail storm which visited that locality on Tuesday of last week.

The first wheat of the 1903 Manitoba harvest arrived in Winnipeg from Winkler, Southern Manitoba, and was consigned to The Lake of the Woods Milling Co.

The Wm. McCann Milling Co., Toronto, report a very brisk enquiry for cereals of every description, their "Peerless" brand of bulk goods being in specially good demand this season.

The Department of Agriculture issued a circular letter to the farmers of the North-West a few days ago, advising them to send delegates to Winnipeg to secure men from the ranks of the harvest-excur-sionists.

The new colors on the Tillson Oat cartons are very bright, and add greatly to the appearance of the package. Although there is no change in the design, the looks of our old Scotch friend have been very much improved.

Over 6,000 men went to the Northwest on the three-days' harvester excursions of last week. The ingenuity of C. P. R. and G. T. R. officials was taxed to its utmost capacity to provide accommodation for the excursionists.

It was the intention of The "Force" Food Co. to make an exhibit and distribution of 100,000 sample packages of their products at the Dominion Exhibition, but press of orders will prevent their doing this, and the distribution will have to be made in another shape.

The death is announced of Wm. Forrest, flour merchant of Dundas, Ont., which occurred last week. He bore an excellent reputation as a business man and was a prominent citizen of the town, being at the time of his death a member of the Town Council and of the Board of Education.

When you sell

# WHEATINE

your customers get 300 to 500 per cent. more for their money than they do when they buy ordinary breakfast foods. They get, besides, the best wheat product the world produces, made in Canada from Canadian wheat.

When you sell **WHEATINE** you get 40 per cent. or more profit (you know what you get on others.)

**WHEATINE** is not hard to sell, it sells itself—value is the best advertisement—wheatine is value—8 pounds for 25 cents retail. Write for sample shipment, 300 lbs. delivered at your station for \$6.75.

**WARREN BROS. & CO.,**

**TORONTO**

# The Twentieth Century Broom.

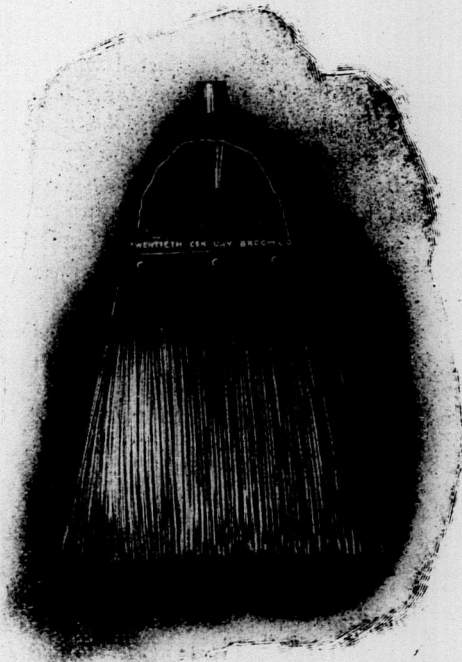


Showing how the New Broom is used.

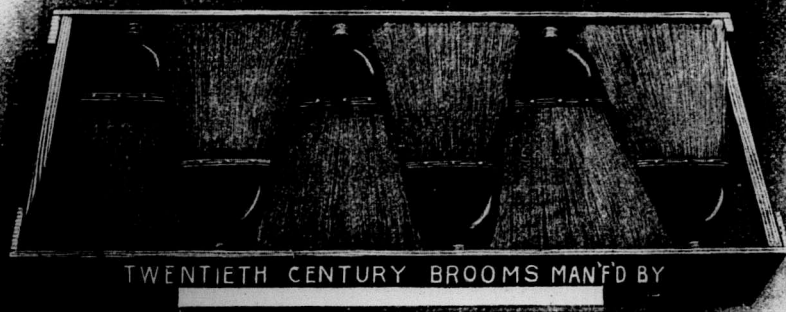
After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.



Showing how the New Broom is made.



Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

**SOLE MANUFACTURERS IN CANADA,**

## The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Tobacco at the World's Fair.

By W. C. McCarty.

**T**OBACCO, an ocean of it, bearing a ship constructed wholly of the cheering weed, perched high on a massive globe, also built of tobacco, on the top of an ornate pagoda formed of tobacco, is intended to be the crowning feature of the universal tobacco exhibit at St. Louis, which will occupy a space 300 feet long and 52 feet wide.

When one approaches the special exhibit of tobacco the great central pagoda, octagonal in form, with its summit 52 feet in air, reaching almost to the roof of the great Agricultural Palace, will command one's attention and force admiration. The pagoda will be 40 feet across. Built of wood, it is to be entirely covered with tobacco. Columns and walls of tobacco will rise 15 feet to the cornice line, leaving four main entrances gracefully arched. This will be surmounted by a cornice made of glass six feet wide, entirely enclosing the pagoda, on which are to be photographed actual scenes from the world's most famous tobacco fields. Behind this glass cornice will be placed electric lamps, the light of which brings the photographs into plain view.

Above the cornice will be a flat roof, and on the roof will stand heroic figures of Indians, the first users of tobacco. Tobacco plants will also be growing on the top. From the centre of the roof will rise a huge globe, 75 feet in circumference. The globe will be entirely covered with tobacco. The land is to be shown by the darker colored tobacco, while the waters will be represented by the bright types. The great river systems of the world are shown by threads of golden leaf running through the dark brown.

Attached to the top of the globe, and sailing in a golden sea of leaf tobacco will be a graceful ship, with its hull of dark brown tobacco nestling in its yellow bed, and the sails and ropes of other shades. This ship represents the return to England of Sir Walter Raleigh with the first cargo of tobacco from the new world.

Surrounding the pagoda are four large exhibit spaces. In one of these all the machinery used in the manufacture of

plug tobacco is to be shown. Some of the machinery will be in operation, and the finished product is to be made in full view of the visitor. Diagonally across the pagoda space is to be another machinery exhibit, and here will be manufactured the granular and plug-cut smoking tobaccos, fine cuts and snuffs. Two spaces are given over to the manufacture of cigarettes, both by hand and machinery.

Four large plots are given over to the actual cultivation of tobacco. Soil adapted to the various tobaccos has been spread and real fields of real tobacco will be seen growing. In one section is to be shown the "burley" types. Another plot will form a field for the growing of the bright types of tobaccos. Another plot will grow nothing but Sumatra tobacco. The final plot is to be given over to Havana tobacco. The young plants will be transplanted from Cuba and will be handled so that they will retain all of their native characteristics.

In a central space created by these four growing fields of tobacco will be erected a curing barn. This barn, like all the other structures within the universal tobacco exhibit will be constructed entirely of tobacco. Fires will burn in them and

the heat in all parts of the barn will be perfectly regulated.

In this curing barn the tobacco leaves fashioned into "hands" will be suspended on sticks and placed in the section where the temperature is regulated for the proper curing.

In the next section to be entered the main thing sought is to show how the product is handled in warehouses. A large warehouse will be built; on the floors are to be shown hogsheads of tobacco and great piles of the leaf spread out in tempting array. On these floors

All leading Wholesale Grocers  
handle

# SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.  
OF CANADA, Limited.

## 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.

# Sweet Content!

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and **grows contented**. They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," **for good profits, too!**

Payne's  
"Pharaoh."

J. Bruce Payne, Limited  
Granby, Que.



You're in business to make money.

You handle innumerable lines outside the strictly grocer trade to this end.

Do you sell cigars ?

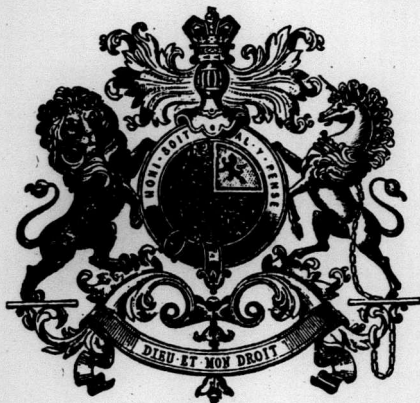
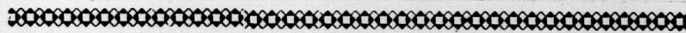
Have you cigars that sell ?

**Kim  
Harold H.  
La Fama**

Are a Trio of the Best  
Sellers in Canada.

See our travellers or write—

**Brener Bros., London, Can.  
Manufacturers.**



## Tuckett's "Marguerites"

are Royal in Their Excellence.

In Cigardom they stand out distinct. You are always safe in offering "**Marguerites**" when 10c. cigars are called for.

**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, l.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**

The  
Best

**5c.**  
CIGAR

**T. J. Horrocks,**  
TORONTO

**QUEEN'S NAVY**

Cut Plug Smoking

1-16 lb. foil pkg., in 5 and 10-lb. cases.

A Grocer's Favorite

**THE ERIE TOBACCO CO.**

WINDSOR, ONTARIO. Limited

## The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

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

MANUFACTURERS OF  
Cigarettes and Cut Tobaccos

**SMOKING**

Tonka  
Solid Comfort  
Pinchin's  
Hand-Made



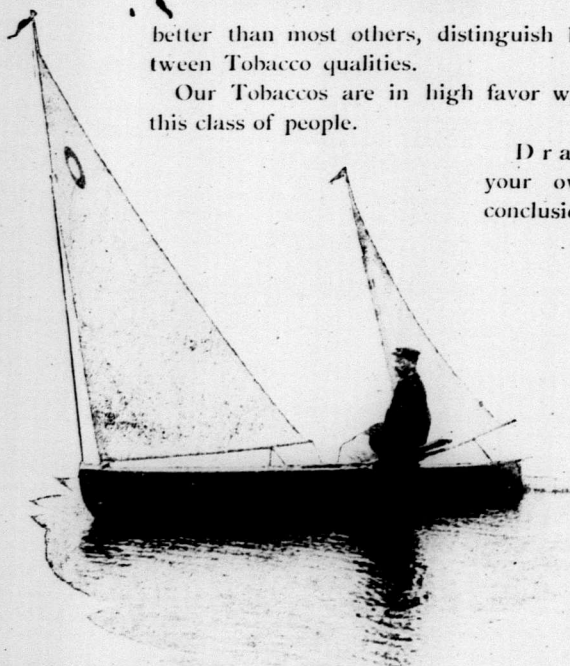
**UNION MADE.**

**Water Dogs**

better than most others, distinguish between Tobacco qualities.

Our Tobaccos are in high favor with this class of people.

Draw  
your own  
conclusion



**CHEWING**

British Navy  
King's Navy  
Beaver  
Apricot



**UNION MADE.**

**THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.**

the sales will be made, the auctioneer and buyers going from one pile to another and inspecting the various grades. So also will be shown the most approved apparatus for quickly handling the raw material.

At either end of the warehouse will be constructed two large seed beds, showing how the plants must be started. New ground is best for this—ground that has never been broken. In this rich soil thus prepared the seeds are sown and the young plants carefully tended. They are placed in cold frames and covered with canvas. When all danger from frost is past, and the young plants are thrifty and have attained the size of young cabbages ready for the transplanting, they are taken up and set out in the open field. Transplanting is also absolutely essential to obtain the best results in the cultivation of tobacco.

After the warehouses and the seeding beds are observed, the visitor may enter the pagoda. In the centre will be built a pyramid with an octagonal base. This is to be composed entirely of the various outputs of the tobacco factory, arranged in an artistic manner. Inside the walls of the pagoda, in glass cases will be arranged further exhibits of the finished product.

The final section of the great exhibit space is to be occupied by the cigarmakers. On the right the Havana cigarmakers will hold forth. In order to make the exhibit realistic the Cubans will wear their native costumes. But few of their number will be able to speak the English language. However, the exhibit will be in charge of an American, and the attendants who speak English fluently will explain the exhibit to visitors, and one may watch the Havana cigarmakers manufacture their famous cigars, may see them placed in their original packages, and on the payment of the stipulated price may carry away with him the quantity he desires.

#### The Golden Age of Tobacco.

Elizabeth's reign has been called "the golden age of tobacco." The affluent smoker had his silver pipe and tongs, priming irons, and other articles which the smoker of to-day would regard with amazement and amusement. We are told that amidst clouds of tobacco smoke the plays of Shakspeare, Jonson, Dekker, Marlowe and Beaumont and Fletcher were produced. In the Globe, Shakspeare's own theatre, smoking was freely indulged in, yet, strange to relate, the works of this dramatist do not contain any references to the subject. The gilded

youths of the period smoked in the theatre. It is recorded that stools were placed for them on the stage, and that they smoked incessantly during the whole of the performance.

Respecting our greatest dramatist's silence on the theme, the circumstance is accounted for by one of the critics, thus: "Shakspeare being the favorite playwright of James I., whose hatred of smoking is well known, it is not surprising in the days of that monarch," but that the companion of Raleigh and Bacon at the Mermaid should have nothing to say upon the subject is an enigma which some future Shakspearian scholar may perhaps unravel.

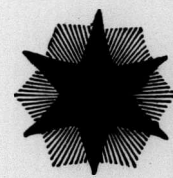
#### Smoking Contests.

The Germans like smoking contests, and they probably hold the records for these contests, even if they are profitless when won.

Under the heading of "Eccentric Records" The Figaro gives the following account of a smoking competition in Germany: Like others, smokers have their classic performances in official competitions, and the cigar smokers' world's championship has been smoked for at Berlin. The victor was the one who, in a period of two hours, without eating or drinking, smoked the largest number of Havanas. The cigars were of the same length and thickness for all the competitors. Twenty-seven devotees of la nicotine took part in this tournament. Herr Ruthal, a Silesian, was the victor, he having consumed 11 cigars in the two hours. The second and third were a long way behind, with but seven and six Havanas respectively to their credit. While on the subject of smoking competitions, mention may be made of the record for slowness of smoking, set up at Gand in March, 1900. In a competition Meinherr Van Ecke took two hours and seven minutes to smoke his pipe, without having had to relight it. But Dutchmen's pipes, like their breeches, are pretty capacious.

#### Big Shipment of Tobacco for Inspection.

About 10,000 hogsheads of tobacco from North Carolina and Virginia are now being shipped to Richmond, Va., for inspection by representatives of the Austrian and Italian Governments. Large quantities of American tobacco are bought each year by these governments, which hold a monopoly of the tobacco trade in their respective domains. — Cigar and Tobacco World.



# Security

A

## High-Grade Cigar.

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

## Pitts, Wigle & Co.

...Dealers in...

### CANADIAN LEAF TOBACCO KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

#### Tobacco Notes.

I. L. Pexito, for some years president of the Cigarmakers' Union, Winnipeg, has opened a new cigar factory in that city.

W. T. Rutherford, of The Rutherford Cigar Co., Winnipeg, was a guest at the Bellevue, Portage la Prairie, last week.

Some discussion has been made in England about lowering the duty on tobacco to 25 or 37½c., instead of 75c., as at present, but it is not at all likely to be done.

Tobacco has been grown very successfully under cheesecloth in the state of Connecticut, and an effort is now being made to raise it at the Experimental Farm at Ottawa.

A tobacco storage warehouse, to hold 25,000 hogsheads, is being built at Bristol, Eng. It looks as if that point was looming up as the leading port for tobacco in England.

The tobacco factory of Pitts, Wigle & Co., Kingsville, is now employing 50 women and girls. The public offices are being built adjoining the sumptuous private office of Mr. Darius Wigle, and when the building is completed the factory will be fully equal to anything of its kind in Canada.

## THE CANADIAN GROCER

### Business Changes

#### ONTARIO.

G. F. McARTHUR, flour and feed merchant, Guelph, has assigned to R. L. McKinnon, Guelph, and there was a meeting of the creditors on the 24th inst.

Edwin Harris, grocer, Hamilton, is dead.

M. E. Allen, grocer, Essex, has sold to Arthur Raines.

J. H. Clary, grocer, Hespeler, sustained a loss by fire; insured.

W. J. Hayes, grocer, Smith's Falls, has been succeeded by W. J. D. Canning.

G. Webb & Co., grocers, Smith's Falls, have been succeeded by Mrs. H. C. Butler.

D. Cossey & Co., general merchants, Orillia, have sold out to Brown & Walter.

Thomas Vickers, grocer, boots and shoes, Owen Sound, is advertising his business for sale.

The stock of the general business of George Pouliot, Rockland, has been sold at 61c. on the dollar.

#### QUEBEC.

Mrs. Nora Rice, grocer, Montreal, is dead.

Catherine Burns, grocer, Montreal, has been registered.

Heroux & Rivard, grocers, Grand Mere, have been registered.

John & Peter, confectionery dealers, Montreal, have been registered.

The assets of the business of J. Michon, grocer, Hull, Que., are to be sold.

The assets of the general business of L. H. Bissonnette, St. Isidore, have been sold.

The assets of the grocery business of George Hobson, Montreal, are to be sold.

Chartrand & Turgeon, have been appointed curators to Joseph D. Pilon, grocer, Montreal.

The assets of the business of Pierre Meunier, grocer, Montreal, were sold on the 26th inst.

N. Quintal & Fils, wholesale grocers, Montreal, have dissolved; there will be a new registration.

J. D. McHains has been appointed curator to J. M. Couillard, general merchant, Ste. Martine.

Gagnon & Caron have been appointed curators to J. A. Lacerte, general merchant, Ste. Severe.

A demand of assignment has been made on J. F. Paradis, general merchant, St. Anne de la Perade.

A meeting of the creditors of J. T. Aubert, general merchant, Thetford Mines, will be held on the 29th inst.

L. Beaulieu & Cie, grocers, Montreal, have assigned; a meeting of creditors will be held on the 28th inst.

F. Guyon & Cie, general merchants, Vercheres, have dissolved partnership, and there will be a new registration.

A meeting of the creditors of Moses Goldenberg, general merchant, Grand Mere, was held on the 22nd inst.

#### NEW BRUNSWICK.

E. [C. Snarr, grocer, Sackville, was burned out; partially insured.

#### NOVA SCOTIA.

W. J. Hubley, grocer, Halifax, has obtained a release of assignment.

Consent has been registered for Janet Graham to carry on a grocery business in her own name in Windsor.

#### MANITOBA AND NORTHWEST TERRITORIES.

Speers & Paul, general merchants, Griswold, are removing to Saskatoon.

Herman Volker, confectionery dealer, Winnipeg, has gone out of business.

Joseph Richard, general merchant, Lorette, has sold out to Victor Trudeau.

H. P. McLeod, general merchant, Okotoks, was partially burned out; insured.

W. H. Sharpe, general merchant, Manitou, has admitted A. T. Buttons into partnership.

#### BRITISH COLUMBIA.

Taylor, Smith & Co., grocers, Crofton, have been burned out.

Ward & McKay, grocers, Rossland, have dissolved partnership.

C. W. Ford, grocer, Vancouver, is advertising his business for sale.

D. E. McKay, general merchant, Sea Island, has sold out to J. P. Dill.

Barnwell Bros., bakers, etc., Vancouver, are advertising their stock for sale by tender.

The stock of the estate of F. W. Foster, general merchant, Ashcroft, has been sold to Geo. Bell.

The Wm. Hunter Co., Limited, general merchants, Phoenix, are advertising their business for sale.

The Galena Trading Co., Limited, general merchants, Pilot Bay, are contemplating giving up business.

The accounts and fixtures of the general business of O. S. Walker & Co., Grand Forks, are advertised for sale by the assignee.

The Western Condensed Milk Canning Creamery Co., Limited, Mission City, has been succeeded by The Truro Milk and Canning Co., Limited.

#### BROCKVILLE TRAVELLERS ORGANIZE.

A MEETING of the Brockville commercial travellers was held a week ago Saturday night for the purpose of forming a local association to be known as The Associated Travellers of the Electoral District of Brockville.

A representative gathering was present, considering the fact that many were away on their holidays.

The association starts off with a membership of some 34 members, and is composed of active members who are actively engaged on the road selling goods and associate members who at one time could have qualified for active members but who are either retired or engaged in business for themselves and still live in Brockville.

The organization bids fair to become an important one in many ways, not only to the local travellers themselves but also to the commercial travellers in general.

Its objects are: 1st, To assist in the promotion and protection of the interests of commercial travellers in general and of the members of this organization in particular. 2nd, To cultivate a closer relationship between travellers who are already living in Brockville with a view of improving their social and material welfare; also to draw the attention of non-resident travellers to the very many advantages such as location, facilities of transportation, inexpensive living, etc., the beautiful town of Brockville offers as a place of residence.

The election of officers took place for the current year and resulted as follows:

President, J. N. Young; vice-president, J. L. Upham; sec.-treas., F. E. Fairbairn; directors, J. N. Mann, G. R. Burney, M. Moore, W. Canning, J. Carley, E. J. Peters, G. Puffer.

A committee was appointed to draw up a constitution for submission to the next meeting which will be at the call of the president.

#### SUGAR FROM PUMPKINS.

A factory where sugar will be manufactured from pumpkins is being put in at Foreston, Minn. H. P. Stanchfield is president of the company and inventor of the new process. The enterprise is under the direction of the Minnesota Syrups, Oils & Vinegar Co., and operations will begin on Sept. 1.

**Flett's**

**A PICKLE  
JOKE . . .**

A little nonsense is like Flett's Pickles—relished by the best of men. That's why they sell so well; and remember, the best advertisement of Flett's Pickles is never printed.

**ROSE & LAFLAMME**  
Agents, MONTREAL.

MHS

Buy only goods  
that are well-  
known and sell  
easily.

**PATERSON'S  
WORCESTER  
SAUCE SELLS**

well and is known  
from one end of  
Canada to the  
other. If you don't  
keep it in stock  
you lose trade.

**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**



**Vinegar.**

**Brewery: LONDON, England.**

Agent—**Mr. I. S. WOTHERSPOON,**  
204 Board of Trade Bldgs. MONTREAL.

## 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.

### Regarding Advertising Schools.

I HAVE had several inquiries recently from readers of this department asking my opinion as to how they could obtain the best course of instruction in advertising.

I have answered each one personally, but for the information of other readers who may think of taking some instruction in the preparation of advertising matter—a desire which is doubtless awakened by the extended and most promising advertisements of numerous advertising schools—I want to say that I have been thinking of forming a class among CANADIAN GROCER readers to take up the study of advertising methods and practices with a view to better fitting each member to advertise intelligently and profitably.

The prospectuses of the advertising schools—some of them at least—are very inviting, and the persistent way in which they follow each inquirer up, making one offer after another in a desperate effort to “land” each of their possibles, has a tendency to dazzle one, with their rosy promises and bundles of “proofs.”

There are a great many retailers who feel their inability to prepare effective advertising copy, and a great many more are continually on the hunt for some new schemes which they can use in an endeavor to promote trade.

It is for the benefit of such CANADIAN GROCER readers as have a desire to learn how to prepare good advertising copy for themselves and who are anxious to “get next” to all the schemes and methods which are practicable and profitable in extending business, that I propose forming this class.

The number of members will be limited to a dozen, so that I can give each the individual attention which is absolutely necessary.

The course of instruction will not be a cut-and-dried lot of lessons, but will rather be in the nature of personal letters between myself and each member how to best advertise his particular store, than to teach the theories of advertising as applied to other businesses.

The practical side of the instruction is demonstrated in the fact that I will virtually prepare all the advertising copy for each member, though, in this way, members of the class will be asked to prepare copy for what they want to advertise next week, for instance. I will re-write this and then explain to each member the different points which are brought out in that particular ad. In many cases I will prepare copy for the members of the class to carry out some special plan of campaign, such, for instance, as special Christmas advertising, etc.

I am not going to run an advertising school in any sense of the word. It has occurred to me that the formation of such a class to study advertising methods as applied directly to grocery stores—and to each individual member's grocery store—would be appreciated by a number of my readers, and we will study together the best ways to get business for the members of the class.

The instruction will be very comprehensive, and yet will not take up a great deal of time, probably no more than is now spent in preparing copy for your ads. It will cover a period of six or eight months, and I calculate that at the end of that time each member of my class will be as good a retail advertiser as is to be found in the country.

The cost to each member will not be much. I will be glad to hear from any CANADIAN GROCER readers who think they might be interested in joining such a class, and it might be advisable to communicate with me at once, for, as previously stated, the size of the class is limited, and, of course, first come will have first call.

### THIS WEEK'S REVIEW.

Bradley & Son, of St. Catharines, have sent me a few more of their ads. accompanied by the following letter:

St. Catharines, August 8th, 1903.

W. ARTHUR LYDIATT,

Toronto, Ont.

Dear Sir.—The accompanying advertisements appeared in our daily paper here on Friday. We advertise every day and change copy daily.

What do you think of these specimens? Are they an improvement on those previously submitted?

You asked in regard to our advertising, if it paid. Of course it does.

In four and a half years this firm has

worked from the bottom to almost the top of the list of grocers in St. Catharines.

We read your Department of Advertising in THE CANADIAN GROCER carefully, also Printers' Ink, Philadelphia Record, Advertising World and Impressions. Also any newspaper that has advertisements in it.

Yours truly,

BRADLEY & SON.

The ads. which are before me are certainly an improvement over those previously submitted. In fact, they are about the best that have come to my notice from GROCER readers.

The substitution of “Bradley's” for the expression “this store” which was used quite frequently in the ads. previously submitted, makes a marked improvement. The difference will be noticed by comparing the extracts which are reproduced herewith, with any of those published in this department a few weeks ago, from “Bradley's.”

I can offer one good suggestion this time. It is that the address be placed directly underneath the name at the bottom of the ad. in a type about half as big as the name, the telephone number following within the border just a little lower than it is now.

Some of the short introductions and “talks” included in the ads. are so good that I reprint the matter for the benefit of other readers.

### A Short Grocery List for To-morrow.

Each item represents an important saving.

Try the Bradley Store with your order to-morrow.

We deliver your order promptly to any part of the city.

### Food Stuffs.

These special Saturday grocery sales are characteristic of the Bradley store. Some term it price-cutting, Bradley's look upon it as up-to-date retailing.

The benefits will be mutual if you bring your order to this store to-morrow.

Read our special Saturday offerings:

P.S.—Bradley's store keeps at your elbow all year, whether you reside in Merriton or Thorold. No matter what is needed, we serve you every Tuesday and Friday.

We've doubled our wagon delivery service—and that makes it very prompt.

Just as handy as the store around the corner—and, as you know, sells better goods at fair prices.

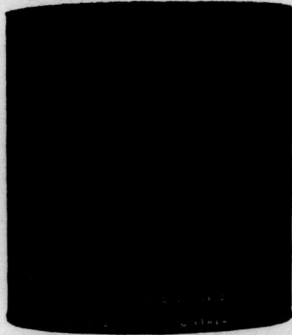
Leave your order to-morrow for Tuesday's delivery.

I don't like the expression, “Profit is lost sight of in our endeavor to save money for our patrons” found in one ad. You're not in business “to save money for patrons” and they know it.

I am waiting to hear from some other readers who would like some suggestions as to how their ads. might be improved.

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.

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,** SOLE AGENT FOR CANADA.  
26 St. Peter St., —Prices on Application— MONTREAL.

## Setna & Co., "Chutneys"

INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows:  
**SQUIRREL, FOX AND TIGER.**

ASK TRAVELLERS FOR  
"DOVE" BRAND COCOANUT.

FEATHER STRIP } —Finest on the market made with latest improv-  
SHREDED } ed machinery by skilled workmen.

"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 TELEPHONE, 1618 MAIN.  
BRANTFORD " 483

"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.

THE SUCCULENT BLUEBERRY.

THE rise of the huckleberry to dignity and position in the world is one of the features of the times. Time was when this luscious berry was localized, circumscribed in its orbit, and sternly excluded from the fruit exchange and the society of berries of established position. But that is now all passed. Modest worth and the canning factory have at last gained the world's attention for the juicy little fruit which, discarding the frivolous appellation of "huckle," blossoms forth as the "blueberry" of the fruit market.

The marshes of western Ontario used to yield prolific crops of huckleberries, but these have now been replaced by waving wheat fields and the huckleberry is no longer to be found. Muskoka, and indeed all of northern Ontario, produces the huckleberry in abundance, but perhaps the Miramichi district of New Brunswick is the most famous huckleberry or rather blueberry district in Canada, over 450,000 tins being the annual output of the canneries in that district.

The adjoining state of Maine which divides with Michigan the blueberry honors of the United States, inspires The Boston Herald to an enthusiastic appreciation. Here, says The Herald, speaking of the prohibition state, the succulent berries are at their best, covering vast plains in a veritable blaze of azure in their season. Twelve townships, situated in Washington county, in the extreme easterly portion of the Pine Tree state, covering an area of 1,296 square miles, are literally buried each year beneath the crop of indigenous berries. On this vast extent of territory is annually carried on the most extensive blueberry canning industry in the wide world.

The tract is controlled by several men, who have built canneries at Cherryfield and Columbia Falls. The remoteness of the territory makes the marketing of the berries in a fresh state impossible, and as the immense crop is gathered, they are hauled to the factories, and put up in tins to furnish berry pies and tasty sauce for the country during the days when blueberries are no more. The output of these factories encircles the globe.

In the height of the season 1,000 men, women and children are engaged in harvesting a crop of between 50,000 and 60,000 bushels each year, and over 100 teams are employed hauling the berries from their native heath to the canneries. The pristine method of gathering the berries by hand is a thing of the past in the blueberry plains of Maine. In its

place has come the steel blueberry rake, a simple yet effective device, by the use of which in skilful hands fifteen or more bushels of berries may be gathered in a single day.

EXODUS TO THE PLAINS.

About the first week in August is the time for the exodus of the pickers to the plains. For days previous the farmers are busy with the last touches of farm work. The women folk, with sleeves rolled up, are working early and late, and pantry shelves are soon piled high with good things to eat during the pilgrimage. The memorable day dawns and the doorways of the many farmhouses present a scene of activity. Buckboards and hay-racks are loaded with bedding, tents, cook stoves, berry boxes, the family pets—such as cats, etc.—toys for the children, a number of cows are tied to the rear of the wagons, and all is ready. The unique procession starts on its way over the old, dusty turnpike that leads far up on to the plains.

On reaching a high elevation a scene of magnificent splendor opens to view. The plains are dotted here and there with tents and cabins, groves of Norway pines, deep ravines, groups of slender gray birches, a low range of distant mountains lit up with the clear sky of early morn, all blend in harmony of color composing a picture of rare beauty.

On a barren spot some five miles from Columbia is a shanty stocked with canned goods, candy and tobacco, and an interesting character stands behind a rudely constructed counter waiting for customers.

PICKING WITH A RAKE.

Each picker starts off with his rake and a 10-quart tin pail, and when this is filled it is carried to the winnowing machine.

The winnowing machine is constructed on a plan similar to that of the wind machine used in the theatres. As the berries pass through this machine the wind blows out the small green berries, leaves and all particles that the rake takes up with the ripe berries. The old hand method of winnowing is still used to a very large extent, and it is a common sight to see the pickers standing on an elevation, where there is a good breeze, holding aloft the 10-quart pail, pouring the berries into their boxes on the ground, to be winnowed in their fall. As the boxes are filled they are headed up, and the day's work is piled together and ready for the buckboard, which makes the rounds every day.

The pickers have no regular hours of work, but usually work 10 hours a day.

They are paid 2c. a quart. Some families make as high as \$200 for the season of five weeks. At sundown the pickers are seen coming from all directions, and the cabin village, that has been deserted all day, is full of life. Fires are kindled in the old cook stoves, and a wholesome meal prepared by the women. Then come the pipes and boastful stories of the day's work.

It is the ambition among the pickers for one to outdo the other, and tabs are kept on the work, so at the close of the season it is soon learned among that small army of pickers who has the distinction of picking the largest number of bushels in one day.

While the berries are indigenous and grow in almost prodigal abundance, their growth must be stimulated from time to time by burning. A small portion of the plains is burned over annually and by nature's process of sowing and reproduction the burned district after two years is in its prime once more.

PUTTING UP THE BERRIES.

The process of putting berries up in cans is extremely simple. The berries are poured into a hopper which connects directly with a steamer in which the berries are cooked. The juice of the berries is liquid enough and it takes perhaps 15 minutes for this to come to a boil. During the cooking process, the berries are forced through a long boiler and at the other end they come out steaming hot to be sealed in the tins.

Practically the entire populace in the vicinity of the canneries shares in the harvesting of the berries. The season is short, but the pay is good, and the berries ripen at a season when there is little or nothing to do on the farms.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade received at the Canadian Government Office in London during the week ending 7th August, 1903:

1. A London firm ask to be referred to large importers in Canada of rags for paper making.
2. A business man in London, offering good references, is willing to undertake the representation of Canadian houses requiring such services.
3. The names of parties in Canada able to ship ore for German steel works are asked for.
4. A Swiss importer wishes to get into communication with Canadian exporters of food products at the different ports of shipment.
5. A correspondent in Malta has asked that he may be placed in touch with Canadian cattle shippers.
6. A firm of merchants and agents at Calcutta being desirous of interesting themselves in Canadian trade, are anxious to correspond with parties in the Dominion with a view to business.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of THE CANADIAN GROCER.

**The Toughest Wrapping Paper**

is the cheapest. Our brown and manilla possess these qualities to an unusual degree.

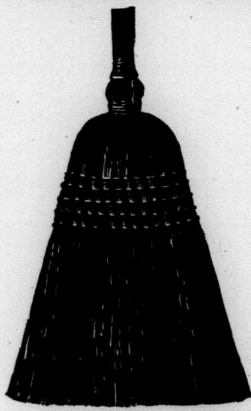
Full Weight. Full Count.

— All Orders Promptly Filled —

**Canada Paper Co., Limited**

TORONTO MONTREAL.

**BERLIN BRUSH CO.**



**WATERLOO.**  
Manufacturers of  
**Fine Whisks,  
Brooms, and  
Brushes**

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

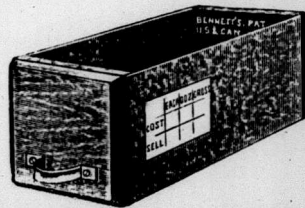
...THE...

**Bennett Manufacturing Co.**

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,  
Grocery,  
Seed and  
Drug Trades.



**556 Dundas Street, Toronto.**

SEND FOR PRICE LISTS.

**BRITISH BUSINESS CHANGES.**

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

**FREE INSERTION**

in "Commercial Intelligence," to the Editor

**'SELL'S COMMERCIAL INTELLIGENCE,'**

Temple House, Tallis St., Temple Avenue,  
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

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

**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. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**  
Agents for the Canadian Salt Co., Windsor, Ont.

**They Cost  
Something,  
Of Course.**

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



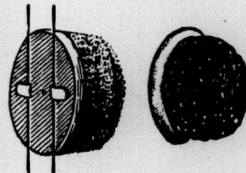
**IF A MAN WANTS CREDIT**

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

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

**BROCK'S BIRD SEED**



Convenient,  
Economical  
and pays  
to sell.

**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. is long-lasting. Used nearly the world over.



Keen's  
Selling  
Lines  
are  
Keen  
Selling  
Lines.

You know all about the quality of  
**Keen's Mustard and  
Keen's Oxford Blue**

Ever handle our

**Robinson's Patent Barley?**

It is a perfect food for infants and invalids, put up in  
1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and  
it is rapidly growing in popular favor.

**KEEN, ROBINSON & CO., Limited,  
LONDON, ENGLAND.**

**Current Market Quotations for Proprietary Articles**

August 28, 1903.

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

**Baking Powder.**

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 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, " "	2 40
5 lb. " "	14 00

W. H. GILLARD & CO.

Diamond	Per doz.
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 1/2 lb.	10 50
4 doz.	2 1/2 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
4 "	12 "	1 45
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	



**JERSEY CREAM BAKING POWDER.**

ze, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

Ocean Mills	Per doz.
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case	78
Freight paid, 5 p.c. 30 days.	

**ROYAL BAKING POWDER CO.**

Royal	Dime	Per Doz.
1 lb.	1 60	\$ 1 00
6 oz.	2 25	1 60
1 lb.	2 90	2 25
12 oz.	4 50	2 90
1 lb.	5 75	4 50
3 lb.	15 50	5 75
5 lb.	25 50	15 50

Cleveland's	Dime	Per Doz.
1 lb.	1 50	\$ 1 00
6 oz.	2 20	1 50
1 lb.	2 80	2 20
12 oz.	4 25	2 80
1 lb.	5 50	4 25
3 lb.	15 00	5 50
5 lb.	25 00	15 00

**Blackening.**

Henri Jonas & Co.	Per gross
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

**Blue.**

Keen's Oxford, per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12 lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	3 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 1/2 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9 lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

**Brooms.**

United Factories, Limited	Doz. Net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 " "	3 85

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	Per doz.
Cafe Noir	\$0 15
Esquis	0 12 1/2
Metropolitan, mixed	0 09

**Canned Goods.**

Henri Jonas & Co.	Per doz.
Mushrooms, Rionel	\$15 50
1st choice Duthell	18 50
" " Lenoir	19 50
extra Lenoir	22 00

Per case, 100 tins.	Per doz.
French Peas, Delory's	\$9 00
Moyen's No. 2	10 50
No. 1	12 50
1 Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines	
1 Rolland	9 50 10 00
1 Delory	19 50
1 Club Alps	2 50

**Cereals.**

Wheat OS, 2 1/2 lb. pkgs., per pkg.	0 08
7 1/2 lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2 1/2 lb. pkgs., per case.	3 00
Tillson's Oats, 2 1/2 lb. pkgs., per case.	3 00

**Chocolates and Cocoas.**

The Cowan Co., Limited.	Per doz.
Hygienic, 1-lb. tins	\$6 75
1-lb. tins	3 50
1-lb. tins	2 00
fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40

Cocoa Essence, sweet, 1/2-lb. tins, per doz.	1 80
Chocolate	per lb.
Queen's Dessert, 1/2 and 1/4 s.	\$0 40
" " 6 s.	0 42
Mexican Vanilla, 1/2 and 1/4 s.	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8 s.	0 28

Chocolate	Per lb.
Caracas, 1/2 s, 6-lb. boxes	\$0 42
Vanilla, 1/2 s	0 42
"Gold Medal," sweet, 1/2 s, 6-lb. boxes	0 29
Pure, unsweetened, 1/2 s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2 s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2 s, 14-lb. boxes	0 24

Cocoa	Per doz.
Concentrated, 1/2 s, 1 doz. in box	2 40
" " 1 s	4 50
" " 1 s	8 25
Homeopathic, 1/2 s, 14-lb. boxes	
" " 1 s, 12-lb. boxes	
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.	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 60
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 36

**CADBURY'S.**

Frank Magor & Co., Agents.	Per lb.
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1 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	Per lb.
Vanilla chocolate, 6-lb. boxes	\$0 38
German sweet, 6-lb. boxes	0 47
Breakfast cocoa, 1, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37



**Lye (Concentrated).**

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases	3 40

**Mince Meat.**

Wetley's condensed, per gross net.	\$12 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KEEN'S.	
D.S.F. 1-lb. tins	per doz. \$ 1 40
1-lb. tins	2 50
1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F.D. 1-lb. tins	per doz. 0 85
1-lb. tins	1 45

HENRI JONAS & CO.	
Pony size	Per gross. \$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	13 20
Mugs	18 00
Pint jars	4
Quart jars	4

E. D. MARCEAU, Montreal.	
"Condor" 12-lb. boxes	per lb. \$ 0
1-lb. tins	0 35
1-lb. tins	0 32 1/2
1-lb. tins	1 20
4-lb. jars	per jar. 0 38
1-lb. jars	0 25
"Old Crow" 12-lb. boxes	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar. 0 70
1-lb. jars	0 25

**Olive Oil.**

Barton & Guestier's quarts	Per case \$ 8 00
pints	8 00

**Orange Marmalade.**

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand, 1-lb. glass	per doz. \$ 1 50
quart gem jars	3 40

T. UPTON & CO.	
1-lb. glass jars, 2 doz. case	per doz. \$ 0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.	
Pure fruit stock	
10-oz. glass jars, 2 doz. case	per doz. \$ 1 00
16-oz. glass jars, 2 doz. case	1 50
Quart gems, 1 doz. case	3 35
In 5-lb. tins	per lb. 09

**Pickles.**

STEPHENS.	
A. P. Tippet & Co., Agents.	
cement stoppers (pints)	per doz. \$ 2 30
Corked	1 90

**Soda.**

3 COW BRAND.	
Case of 1-lb. containing 60 pkgs., per box	\$ 3 00
Case of 1/2-lb. (containing 120 pkgs.) per box	\$ 3 00
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$ 3 00
Case of 5c. pkgs. (containing 96 pkgs.) per box	\$ 3 00

"EMPIRE" BRAND.	
Brunner, Mond & Co.	
Case 120 1/2-lb. pkts. (60 lb.) per case	\$ 2 70
Case 96 10-oz. pkts. (60 lb.) per case	\$ 2 80

"MAGIC" BRAND.	
No. 1 cases, 60 1-lb. packages	per case. \$ 2 75
No. 2 " 120 1/2-lb. "	2 75
No. 3 " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkts.	
1 case	2 85
5 cases	2 75

**Soap.**

A. P. TIPPET & CO., Agents.	
Maple soap, colors	per gross \$ 10 20
" black	15 30
Oriole soap	10 20
Green soap	12 00
Straw hat polish	10 30

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$ 0 06
No. 1 " " 3-lb.	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 06 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 05 1/2
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

**BEE STARCH.**

Cases, 64 packages, 48 s.	5 00
1/2-Cases, 32 packages, 24 s.	2 50
Packages 10c. each.	

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb.	\$ 0 05
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$ 0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06 1/2

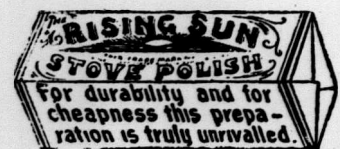
**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. bbl.	0 05 1/2
" " 100 lb. kegs	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.  
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

**Stove Polish.**



Per gross.	
Rising Sun, 6 oz. cakes, 1/2-gross boxes	\$ 8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2-gross boxes	10 00
Sun Paste, 5c. size, 1/2-gross boxes	5 00



**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.**

Enamelled tins, 2 doz. in case	\$ 2 40
Plain tins, with label	
2-lb. tins, 2 doz. in case	1 90
5 " " " " " "	2 35
10 " " " " " "	2 25
20 " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	



**Teas.**

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1 s.	\$ 20	\$ 25
" " 1 s.	21	25
Green Label, 1 s. and 1/2 s.	22	30
Blue Label, 1 s., 1/2 s., 1/4 s. and 1/8 s.	30	40
Red Label, 1 s. and 1/2 s.	36	50
Gold Label, 1 s.	44	60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$ 19
" " 1-lb.	20
Blue Label, retail at 30c.	28
Green Label, " 40c.	35
Red Label, " 50c.	42
Orange Label, " 60c.	42
Gold Label, " 80c.	55



Cases, each 60 1-lb.	\$ 35
" " 60 1/2-lb.	35
" " 30 1-lb.	35
" " 120 1/2-lb.	36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1 s.	\$ 18 1/2	\$ 25
Blue Label, 1/2 s.	19	25
Orange Label, 1 s. and 1/2 s.	21	30
Brown Label, 1 s. and 1/2 s.	28	40
Brown Label, 1/2 s.	30	40
Green Label, 1 s. and 1/2 s.	35	50
Red Label, 1 s.	40	60

**TETLEY'S INDIAN AND CEYLON TEAS.**

**"Elephant" Brand.**

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	\$ 65	\$ 1 00
" No. 1	50	70
" Special	42	60
" No. 2	35	50
" No. 3	30	40
" 30c.	22	30
" No. 4	20	25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	\$ 35	\$ 50
No. 2	30	40
No. 3	20	25
Packed same as blacks.		

**"CROWN" BRAND.**

Wholesale. Retail.

Red Label, 1-lb. and 1/2 s.	\$ 35	\$ 50
Blue Label, 1-lb. and 1/2 s.	28	40
Green Label, 1-lb.	19	25
Green Label, 1/2 s.	20	25
Japan, 1 s.	19	35

**E. D. MARCEAU, Montreal.**

**Japan Teas—**

"Condor" 140-lb. boxes	\$ 42
" " 110-lb. boxes	40
" " 80-lb. "	37
" " 40-lb. "	34
" " V 80-lb. "	30
" " XXXX 80-lb. boxes	25
" " XXXX 30-lb. "	26
" " XXX 80-lb. "	22 1/2
" " XXX 30-lb. "	23
" " XX 80-lb. "	20
" " XX 30-lb. "	21
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	30

Black Teas—"Nectar" in lead packets—	
Green Label	retails 0 25 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" " Blue, 1-lb.	0 42 1/2
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—		
Green Label, 1/2 s. and 1 s.	60-lb. cases	retail 0 25 at 0 20
Grey Label, 1/2 s. and 1 s.	60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1/2 s. and 1 s.	60-lb. cases	retail 0 35 at 0 36
Blue Label, 1/2 s. and 1 s.	50-lb. cases	retail 0 40 at 0 30
Red Label, 1/2 s. and 1 s.	50-lb. cases	retail 0 50 at 0 34
White Label, 1/2 s. and 1 s.	50-lb. cases	retail 0 60 at 0 40
Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb. 0 35	
No. 2	0 30	
No. 3	0 25	
No. 4	0 20	
No. 5	0 17 1/2	

**LIPTON'S TEA (in packages). Per lb.**

No. 1, cases 50 lb., (50 1-lb. packages)	\$ 30 35
" " 25 1-lb.	34
No. 1, cases 50 lb., in 5-lb. tins	35
" " (50 1-lb. packages)	29
No. 2, cases 50 lb., (25 1-lb.)	28
No. 1, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb., (50 1-lb. packages)	23
" " 25 1-lb.	22
No. 3, cases 50 lb., in 5-lb. tins	23
" " 25 1-lb.	22
Green Ceylon, No. 1, (50 1-lb. packages)	35
" " 25 1-lb.	34
Green Ceylon, No. 2, (50 1-lb. packages)	29
" " 25 1-lb.	28

**Tobacco.**

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

Smoking—Empire, 3/4 s., 5 s. and 10 s.	\$ 39
" " Amber, 8 s. and 3 s.	60
Chewing—Stag, bars, 1 oz.	38
" " Bobs, 5 s. and 10 s.	39
" " 1 1/2 oz. bars, 5 s.	39
" " Currency, 1 1/2 oz. bars, 11 s.	42
" " 6 s. and 11 s.	42
" " Old Fox, narrow, 11 s.	42
" " Snowshoe, 1 lb. bars, sp/c'd 6 s.	47
" " Pay Roll, 6 s.	46
" " Fair Play, 7 s. and 12 s.	48

**Vinegars.**

**E. D. MARCEAU, Montreal. Per gal.**

EMD, pure distilled, highest quality	\$ 30
Condor, pure distilled	25
Old Crow	20
Special prices to buyers of large quantities	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	60

**Washing Powder.**

**FAIRBANK'S GOLD DUST.**

Five cases assorted—	
24 25c. packages	\$ 4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

**Cane's Woodenware.**

**UNITED FACTORIES, LIMITED.**

Per doz.	
Washboards, Victor	\$ 1 2