

**PAGES
MISSING**



*First,
Last
and Always!*

Quality is the keystone to success. "First, last and always" it is *quality* that counts. You can deceive yourself into thinking otherwise, but it doesn't pay in the end. There is no time like the holidays to prove this to your satisfaction. People are seeking for the highest quality *now* as never before—are you going to disappoint them by selling inferior goods?

*Moir, Wilson &
Co.'s Scotch Fish*

Herring and Tomato, Kipperd Herring, etc. They stand at the very top notch for quality in England, where they are packed.

Every can or tin is as near perfection as money, skill and experience can make it. Year after year the Moir, Wilson goods maintain their reputation in the front rank. They are A No. 1 "first, last and always."

*"Griffin" Brand
Dried Fruits*

Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The product of the finest orchards and vineyards on the Pacific Coast. They reach you in the original package, just as they leave the hands of the growers and packers.

They are not shipped in bulk and then put up in fancy packages—they reach you at first hands. Nothing finer can be produced than the "Griffin" Brand. It is the standard for highest quality "first, last and always."

Sold by leading wholesalers everywhere.

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Scott Street,
Toronto.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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



For Sale Everywhere.

ASK FOR
MOTT'S.



MR. GROCER—

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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

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



The Tarbox Self-wringing Mop and Mop Cloth.

This is a Floor Mop, fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., (Manufacturers)
Toronto, - - Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G.B.)



Not the "Tarbox."

SALMON BUYERS.

Attention, Please !!!

It's **quality alone** that wins on the rough road of competition.

"Maple Leaf"

... AND ...

"Lowe Inlet"

are the winning brands.

All high-class grocers sell them.

They are easy sellers and show good margin.

The British Columbia Packers' Association

VANCOUVER, B.C.

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Jam
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'ATTENTION!' Packers and Canners

"THE PERFECTION CANISTER"

FOR

Jams, Jellies, Syrups, Teas, Coffees, Starch, Baking Powders

IS THE

BEST AND CHEAPEST PACKAGE.

Write Us For Information.

THE DOMINION CANISTER CO. LIMITED

DUNDAS, CANADA.

A Grocer's Chance

to supply his customers with delicious drinks as well as with foods.

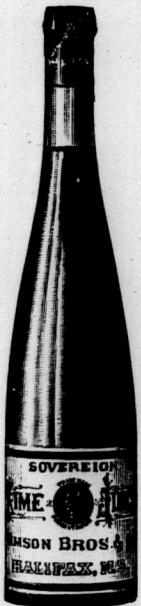
Our unfermented wines are non-alcoholic, and as a beverage cannot be surpassed at this season of the year.

Quarts—1 or 2 doz. in case
Pints — 2 or 3 doz. in case
 $\frac{1}{2}$ Pints — 3 doz. in case

MANUFACTURED BY

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

124-128 Richmond St. West, TORONTO.



THE CONSUMPTION OF LIME JUICE IN CANADA IS INCREASING YEARLY, and we take a great deal of credit on ourselves for this result, for we put on the market (we commenced refining Lime Juice in 1888, and to-day we have the largest business of its kind in Canada), a really first-class article in Sovereign Lime Juice; bottled in a handsome package, at such a price as to bring it within the reach of every purse. It is so strong, and yet of such delicate flavor, that it requires only two teaspoonfuls to make a tumbler of a most delicious and healthful drink.

Bottled in Imperial Hock Pints and Quarts, one dozen in case.

Stocked by jobbers throughout Canada

Direct enquiries receive prompt attention.

Simson Bros. Co. Limited

Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

39,405,045 lbs.

JAPAN TEA

That was the total crop last season, and every lb. was exported.

No wonder the price is higher than other imitations.

The people will have it!

The demand is greater than the supply!

Buy pure, genuine...

JAPAN TEA

It has the Flavor!

It has the Sale!

THE GROCER'S FRIEND.

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.

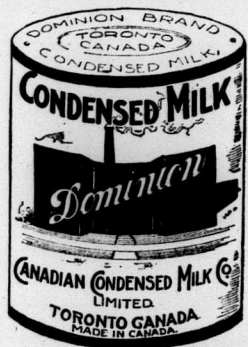
Home Office and Address:

Correspondence and trade orders solicited.

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

FACTORIES:agersoff, Ontario, Canada, and St. Charles, Ill.

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver



QUALITY FIRST

Schepp's Cocoa Nut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.



This is Worth Looking Into.

That you can sell 8-lb "WHEATINE" for 25 cents and make a substantial profit is a fact. It is also a fact that "WHEATINE" is made in Canada from Canadian wheat, and is the most nutritious and wholesome of all breakfast foods. When you sell "WHEATINE" your customer gets value, you retain his good will and enhance your reputation as an up-to-date merchant. Many leading physicians have written testimonials strongly recommending "WHEATINE."

We are selling agents.

WARREN BROS. & CO., - - TORONTO

Facts

No. 5.

It is an indisputable fact, that, in order to get perfect productions, the systems and devices employed must not only be of high order, but also of scientific and economic principle. This is particularly so in Tea production. Some tea plantations still exploit the industry with original primitive and unsanitary methods, the various processes being still carried through with native manual labor, with its attendant uncleanness. In the manufacture of **CEYLON TEA** THE EQUIPMENT IS PERFECT, only the most modern and improved devices for the perfect preservation of the natural essentials of the leaf being employed, the tea itself being scarcely touched by hand, thus securing perfect cleanliness.

Buy only . . .

CEYLON TEA
GREEN or BLACK.

Pure natural Green

CEYLON TEA

Is outdistancing all rivals.

Two Things

that are easily gauged by everyone are Butter and Sugar. And it is most important to every grocer to sell only the best in each of these lines. Your Customers often size you up on other things by the quality of the butter and the sugar you give them.

ST. LAWRENCE EXTRA GRANULATED

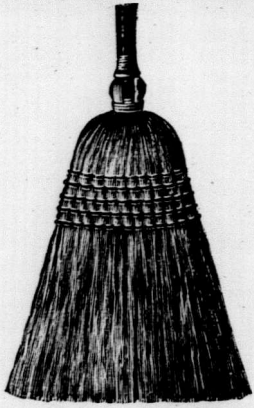
is the World's Standard of Quality.

The St. Lawrence Sugar Refining Co.,

MONTREAL.

Limited,

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.

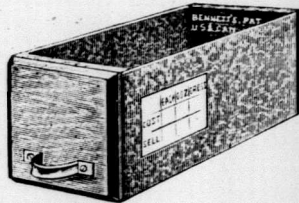
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trunks.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

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 SIDES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

BUY OF THE MANUFACTURERS . . .



RETURNED
APR 21

cut both

**Awnings
Tents
Flags and
Covers**

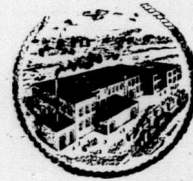
WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.

Your Parcels Are Safe

when well wrapped in our brown or manilla wrapping paper. This paper has been proved reliable time and again. Toughness and durability are proof against rough usage.

CANADA PAPER CO., Limited
TORONTO and MONTREAL



THE
**PARKHILL
BASKET CO.**
Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

**Worcestershire
SAUCE**

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
Mr. A. N. Mackerrow, Ottawa.

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

THE CANADIAN GROCER

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

is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

TEA ROSE DRIPS

Some one said of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling qualities, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil Jellies.

A Summer necessity.

An all-year luxury.

Compact packages of solidified jellies; 15 varieties of the choicest fruit flavors. The highest quality jelly on the market. Your customers will thank you for selling them the fruit package.

ROSE & LAFLAMME, Agents,
MONTREAL.

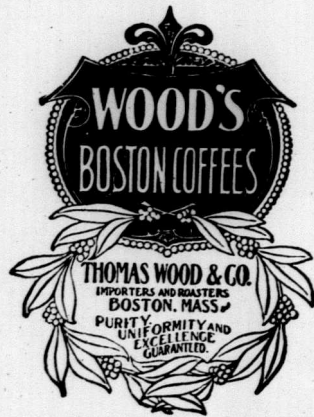
THE PERFECT RESULTS

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

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

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

HOW THOSE CROPS GROW!



In the enjoyment of the good things that have been growing and are now ripe for you and the rest of the world, do not forget that there is also a liquid substance that aids digestion, exhilarates the mind and body, and in a general sense improves the condition of mankind. Our

WOOD'S COFFEES

are used in every part of the country where good coffee is in demand.

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

GROCERS' WHOLESALE COMPANY, Limited HAMILTON.



REGISTERED.
Trade Mark.

Authorized Capital.
\$100,000.

Incorporated July, 1901.

Divided into Shares
\$100 each.

Capital Stock offered to Retail Grocers.

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

Direct Importers of Teas, Coffees, and General Groceries.

A GOOD TEA



Well packed in Ceylon itself and sold in the packages sealed in Ceylon.

"Quaker Tea"

J. A. MATHEWSON & CO., Montreal, AGENTS FOR Canada and Newfoundland

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament.

WHILE nothing is more talked of to-day throughout the British Empire than Chamberlain's preferential scheme, we still find that the British Government is slow to recognize minor chances of developing trade with Canada; trade which, though producing not very much perhaps in the individual cases, would nevertheless aggregate a very considerable amount. Several weeks ago we had an article in this paper as to the unfairness of the British cattle embargo as applied to Canadian cattle, an unfairness which must be patent to the English themselves, but which they seemingly refuse to remove, because they want for their farmers the protection which the embargo indirectly gives them, and at the same time do not wish to admit what they consider the heresy of a protective measure.

Another rather annoying little matter came to light through an article published in The Montreal Gazette, as to shipment of cattle for South Africa. It seems that the British Government is now engaged in restocking the farms there, from which the cattle were commandeered during the war. If this could be done by exporting from the herds at home, or from any other colony, no objection could be made, but we learn that the supply is being drawn from Texas ports. When we remember the extreme unfriendliness of the people of this section of the United States, displayed towards Britain in the late war, and compare it with the sacrifices made by Canada, it does strike one as rather more than strange that a British colony should be overlooked, and the enemy, so to speak, favored commercially. Just how many cattle will be required for the purpose, the article in question does not state; but the number must be very large when we remember the completeness of the clean-up, and the fact that a large part of the industry of the conquered countries was in cattle raising. In one shipload alone 2,500 are to be taken, but this of course will be but a small fraction of the whole. It is stated that great care is being taken in the selection of the cattle; but surely we produce as good in Canada as anywhere else on the continent.

Nor can the matter be attributed to stupid oversight on the part of the British officials entrusted with the purchase. Mr. Borden, the leader of the Opposition, read the article in toto, and asked the Government if attention had been directed to what was going on as therein outlined, and, if so, what steps had been taken to turn the current of this trade to our own shores. Mr. Fisher, the Minister of Agriculture, in replying on behalf of the Government, said that some time since his department had been seized of the facts, and had at once put itself into communication with the Canadian High Commissioner in London, Lord Strathcona. That gentleman had twice communicated with the Imperial authorities, but without result. We repeat, then, that we cannot allow the excuse that the matter has been allowed to proceed through ignorance. It may be, since we know that cattle, like people, partake of physical peculiarities according to the climate in which they have been raised, that the Texas animal is better adapted to the climate of South Africa than a Canadian beast would be, but it seems that we are treated to no explanation, good, bad or indifferent. Can it be that English officialdom agrees with Senator Depew that Canada is the spoiled child of Britain, and are they inclined to give us a little scourging for the good of our souls? We have no objection whatever to the English policy of cultivating the most friendly relations with the United States; we agree with it, but always with a large proviso that in so doing Canada—the eldest son in the family of young nations—should not be given the go-by. It is just such cases as the one quoted that give to the enemies of British connection a text for their arguments, and while we feel sure that the masses in Britain would gladly on all occasions give us the preference, we are just as conscious that the powers that be, too often, forget us for our big neighbor to the south.

* * *

Probably the most remarkable character in the House of Commons is Mr. Gourley, the member for Colchester. Mr. Gourley is a man of education, a lawyer by profession, a wide reader, and a very thorough gentleman in the truest sense of the word. When he speaks, however,

the members sit back and prepare to enjoy themselves. No reading of newspapers then, no writing of letters, no quiet snooze to make up for the late session of the night before, but expectancy sits enthroned on every face. Nor does the speaker ever fail to live up to these expectations. Mr. Gourley's main characteristic is his faith in the future of Canada, and his extreme contempt for the United States. Extracts from his speeches generally find their way into American newspapers, and are invariably succeeded by showers of letters from irate citizens of the great Republic, who, if they were but present, would enjoy the whole thing with that infinite zest which all those south of the line have for any thing of an amusing character.

Mr. Gourley's latest opportunity came when the Grand Trunk Pacific Bill was before the House, and never did he rise to greater heights. Completely carried away by his own enthusiasm and by the encouraging cries of the members who wanted to see just what he could do, the honorable gentleman left his desk and invaded the floor of the House, where his emphatic gesticulations placed in jeopardy the Hansard man, who was endeavoring to crystalize his utterances into history. As the proceedings since our last issue have been rather dull and of a routine character, we feel justified for the edification of our numerous readers in devoting some little space to his utterances.

* * *

Mr. Gourley has immense faith in rail road building as a means of developing a country. He looks with disdain upon our modest 18,000 miles of road, and announces, "We are just on the threshold of railway building in Canada. We have no railways in Canada. The country is almost as barren of them as it was on the day when Jacques Cartier arrived, and I hope his spirit is not looking down upon the people of Canada to-day. There never was a greater heritage than was given to the people of Canada, and no people ever dealt with a greater heritage in so mean and miserable a manner as the people of Canada have." For this Mr. Gourley largely blames the people of Ontario, who, parsimonious in the past, are now crying out that the time has come to prohibit further aid in the con-



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.

struction of railways in this country. He has hopes, nevertheless, for he sees new men growing up in our old province who give promise of better things. Again he breaks forth upon our undeveloped state as follows: "We have the Canadian Pacific Railway stretching up through the country, but as far as any development is concerned, the country is in about as undeveloped a state as it was when the Indian chiefs sang their war songs on the banks of the Ottawa." In speaking of the magnificent extent of Canadian territory by land and sea Mr. Gourley says: "Why, you could take the Baltic sea and drop it into James Bay and it would scarcely cause a ripple on the surface." Later on in his speech the member for Colchester gives us a strong hint of a source of early inspiration, inspiration which seems to have convinced him that we can make ourselves great by talking about our greatness. He was present, he tells us, at a fourth of July celebration in a rural part of the State of Illinois, and listened to an orator on that occasion. What did he say? asks Mr. Gourley. "There was a little rise in the land, scarcely perceptible to a Nova Scotian, who is accustomed to beautiful mountains, and that man described that hill as infinitely greater than the Alps, and the little brook that ran through his community rivalled in his mind the fabled Nile, or the glorious Rhine. Sir, that is the teaching that has helped the people of the United States to become great. Their leaders told them that they were the greatest people on earth, and that they have achieved more than any other people, and I will give them that credit, while detesting their very existence." Shortly thereafter Mr. Gourley branched off into a comment on the constitution of the United States. Just what that had to do with the G.T.R. charter it would probably be hard to tell, but the Speaker did not interfere, and the following deliverance was the result: "If you ask me to say what was the worst constitu-

tion in the world, I would say that it was either the tyranny of Algiers or the tyranny of the United States. When they want a government what have they got? A senate, a tyrant for six years; a House of Representatives, a tyrant for two years, a President, a tyrant for four years; and a Supreme Court which bosses them all eternally and forever. The result is, that a man who lives in the United States has four tyrants to deal with, whereas in Algiers you have only one, and if you fix him you fix them all." A few lines further on Mr. Gourley states that he is going to devote the next few years of his life to showing that the only government worth living under is that of the old red-cross flag of England. If the British Empire is large now, what will it be when Mr. Gourley's crusade is finished? Surely long before that time his hope, expressed in another part of his speech, a hope to see the flag of England floating over the entire globe, will be realized.

While advocating the building of immense stretches of road, Mr. Gourley leans more particularly towards the Trans-Canada, and this because he favors its northern route as being far away from our dangerous boundary. He calls it an "Imperial railway," and gave the House a glowing picture of the way in which the Yankees would come a cropper in the next war with Canada if this road were only built. This led to the most amusing incident of the speech. Drawing a parallel with Napoleon's Moscow campaign he said, "We could retreat."

But Mr. Gourley had warmed the members into a belligerent mood. "Never," they shouted.

Mr. Gourley: "Yes, the Boers have taught us that retreat is very often the beginning of victory."

"The members: "Never retreat."

Mr. Gourley: "Then when the summer—"

The members: "Never retreat."

Mr. Gourley: "We could retire."

The members: "Oh, Oh, never retire."
Mr. Gourley: "We could retire as a strategical necessity."

Members: "Never."

Mr. Gourley: "Let me put my point. We could retire as a—"

Members: "Never, never."

Mr. Gourley, (finally allowed to proceed,) we could retire, and in the end, the snows of winter coming on, the invaders would be compelled to retreat."

* * *

Against the enormity of longer allowing the Grand Trunk to have a terminus at Portland, outside of Canadian territory, Mr. Gourley spoke out from the shoulder. "Every man in this Parliament ought to be horse-whipped for allowing such a state of things. If we had a proper national spirit in this country not one of us would escape chastisement."

Just once was the honorable gentleman called to order by the indulgent chair. He had passed westward in his wild career, and was speaking of our Pacific sea-board having been largely filched by the Americans, and he described the land taken as "a narrow strip whether 30 miles or 60 miles wide, stolen by a lot of greedy Yankees from a lot of improvident Englishmen. You call them statesmen, I would be sorry to think that any school-boy in Canada was so stupid as these statesmen were." Mr. Gourley promptly apologized, and shortly thereafter concluded what is probably the most remarkable speech ever delivered on the floor of Parliament.

One sound point he did make which was somewhat new to the House. He advocated a cash bonus to the railways to be assisted, and that the lands on both sides should be opened as to but half their extent for free homesteads, the alternate sections being reserved for sale, expressing the opinion that in a very short time these reserved lands would bring in the market not only enough, but far more than enough, to pay back the cash voted to the roads.

THE GROWING TIME

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

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

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

Who Ships

**BREAD and
CAKES ?**

We Do!

The Nasmith Co., Limited, Toronto.

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

Goodwillie's pack of Preserved Fruits

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

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

Do not delay your selection.

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,
TORONTO

PEANUT-GROWING IN ONTARIO.

MR. DAUGHARTY has been very successful in growing a considerable quantity of peanuts this year, says The Leamington Post. The nuts grow under the ground like potatoes and one plant when pulled had thirty fully developed pods, many of them much larger than the imported ones. The sweet potatoes grown in the same section, although not so large as in former years, owing to the drought, are of fair size and excellent flavor. Peanuts and sweet potatoes will, like tobacco, be staple products of Essex County. Mr. Daugharty has, after several years' experience, decided that six hills of peanuts can be grown on the ground required for one hill of corn, and there is no more work in taking care of a hill of peanuts than one of potatoes; that the total cost of producing an acre of nuts, including rent, etc., will not exceed \$50, and that 100 bushels to the acre would not be a large crop. Peanuts now cost wholesale in Ontario \$1.30 per bushel, to which must be added freight and duty paid coming from the States. A clear profit of \$80 can, Mr. Daugharty believes, be made on each acre of peanuts grown in Ontario at the price mentioned. If the customs tariff was slightly increased all the peanuts required in Canada could be successfully grown in Essex County, and the crop would pay better than many others. The plants themselves, after being pulled and cured, are greedily eaten by cattle, and are just as good as clover hay for milch cows.

THE CLIQUE TOURISTS.

A party of 70 grocers and merchants from New York and Brooklyn are at present visiting Canada under the name of the Clique Tourists.

Their route is first to Kingston, then by the steamboat Rideau King, which they have chartered for a week, to Montreal, and then they will visit Ottawa.

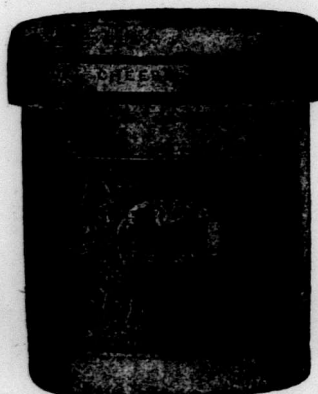
The object of this tour is to pick up a few ideas of how Canada conducts her grocery store.



OUR JARS AND LABELS ARE BEING IMITATED

IT IS NOT WISE TO JUDGE BY APPEARANCES. OTHER JARS AND LABELS MAY LOOK SOMETHING LIKE MAC LAREN'S IMPERIAL AND ROQUEFORT CHEESE JARS AND LABELS, BUT A WORD TO THE WISE IS SUFFICIENT.

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



SALMON TOMATOES, CORN, PEAS

FOR FUTURE DELIVERY.

Canners have not yet announced their prices on these goods, but we are booking orders; in fact, have already sold several thousand cases. Those who buy from us have good reason to know that their orders will be filled in full. We give our customers the **choice of preferred brands** in the rotation in which their orders are placed.

PRICE ^A_N^D DELIVERY GUARANTEED.

No excuses: "short pack," etc., etc.

We deliver the goods—our record.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cowansville Dairy Board.

FOR some weeks it has been known that an agreement exists between certain factories and buyers on the Dairymen's Exchange, Cowansville, by which the factories, in consideration of not boarding their products on the exchange, receive the highest market price from the buyers, and sometimes a fraction over the price cheese or butter sells for on the board. The effect of this is twofold. Firstly, it has the effect of keeping the factory's products off the board and prevents its being sold on the open market. Secondly, a buyer, having made such a contract, will be doubly anxious to depress the market in that it means not only a saving on purchases made on the open board but also in the price of the goods contracted for.

The detrimental effect of this on the exchange may easily be conceived. Unless something is done to remedy this evil the usefulness of the board will be altogether destroyed. Such a scheme will undermine the very foundation of the Dairymen's Exchange, and unless it is nipped in the bud, the institution will totter to its fall.

This Dairymen's Exchange has long enjoyed the reputation of being a board whose affairs are always managed with perfect honesty—a board upon which everyone, qualified to do business thereon, is given an equal chance. Unless this device is at once stopped the board will lose its well deserved reputation.

A reconstruction of the by-laws of the exchange is to be made at the next meeting of the members, and it is to be hoped that something may be agreed on which will overcome this growing evil.

Bacon in England.

The British correspondent of The Trade Bulletin, Montreal, reports the following concerning the English bacon market for last week:

"After a slow week, with prices showing a very irregular tendency, and demand running on best weights only, quotations were unexpectedly advanced yesterday, not because consumption has overtaken supply, but because it ought to at this time of the year, and because the raw material keeps so dear both in Ireland and on the continent. Canadian has halted and dragged all the week with

the rest, but it nevertheless participates in the advance, and the following quotations represent a range of values at which not much business has been done.

No. 1, 50s, 56s, 57s, 60s; No. 2, 49s, 53s, 57s; No. 3, 48s, 50s, 53s, 54s per cwt."

Canadian Butter in England.

THE Danish butter-makers, says Trade Bulletin, are concluding their arrangements for putting their spring output into tins, and, as always follows, the English market in that import is firming up, the Copenhagen committee helping matters along by raising the quotation three kroner, which, however, leaves the price some six kroner below the corresponding time last year. French butter has been sent up 4s to 5s per cwt., and in all quarters of the market there seems to be an awakening of interest which should inevitably result in a general improvement in values.

At present that awakening has not done a great deal for Canadian butter, of which there is by no means a large supply on any of the markets. There is not enough to justify an official quotation, but merchants give 90s to 92s, London for the choicest; and 89s to 90s, Liverpool. The demand runs everywhere on finest, but secondary descriptions are neglected and drooping. Importers are acting very cautiously. It may confidently be asserted that the bottom has been seen in prices this side of the cold weather.

Lindsay Cheese Board.

The meeting of the Lindsay, Ont., cheese board was held on June 22. It was of unusual interest on account of the presence of Inspector Publow, who is recognized to be the ablest man in the employ of The Eastern Dairymen's Association. In his address he gave the farmers present some valuable hints regarding the proper care and treatment of their milk which they took to the factories.

There were 1,774 boxes of cheese offered on the board, which were all sold to Flavelle for 10½c. Other buyers present were: Fitzgerald, Gillespie, Cook and Whitton.

The next sale on the board will be on July 6.

Pakenham Packing Company.

R. Osler Wade, provisional liquidator of The Pakenham Pork Packing Co., Ltd., of Stouffville, has prepared a statement of the company's affairs, which shows a deficit of \$41,141.11. The liabilities are made up at \$115,342.04, and the assets are:—Cash, \$5,870.71; trade accounts, \$3,352.70; James Pakenham, \$915; machinery and plant, \$16,691.35; furniture, \$385.50; supplies, \$2,813.07; merchandise, \$700; due by contributors, preferred stock, \$24,807.10; common stock, \$12,602.50. A number of the shareholders have signified their intention of contesting their liability for the unpaid stock to which they subscribed.

The Leduc Pork Packing Plant.

The officers and directors of the pork packing concern at Leduc, N.W.T., called The D. Wade Co., Ltd., the organization of which was but recently completed with a capital stock of \$100,000, are: T. R. Glanville, president; R. T. Telford, vice-president; N. B. Heath, secretary-treasurer; D. Wade, manager; C. W. Gaetz, M. M. Kirkpatrick, Wm. MacLaren, J. B. Holden, directors.

The concern has a splendid plant which is situated in the midst of a splendid hog country, and there is an ample market for its products in British Columbia and in the north country.

Another Abattoir Protest.

Residents in the vicinity of the Davies Abattoir, Toronto, have followed the example set by the residents in the neighborhoods of The Park-Blackwell Co.'s Abattoir and The Harris Abattoir by sending in a petition to the Board of Control asking that the Davies Institution be placed under the same regulations as those two companies. That means a request to have the manufacture of by-products prohibited, which would mean the removal of the fertilizer.

The Frozen Rabbit Trade.

By the account of The Melbourne (Australia) Leader, the frozen rabbit trade between Australia and Great Britain is of considerable magnitude and also of some importance in relation to the meat supply of Great Britain. Last year Victoria alone exported over 6,000,000 frozen rabbits to England, for a return of about \$1,000,000; while nearly

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

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LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



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

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

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

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

SEND FOR PRICE LISTS.

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

"Star Brand" SUGAR-CURED

Hams

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

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

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

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

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

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

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

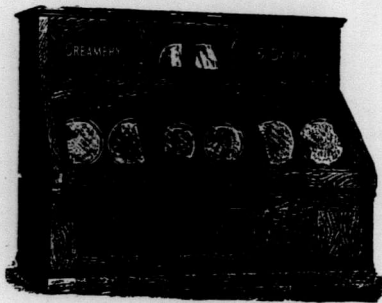
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WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.



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.

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when you want steel stamps, stencils, stencil inks, burning brands, name plates for manufactured articles, machines, etc., brass labels for lanterns, tinware, etc., Pew number plates, hotel key tags, hat badges, police badges, time checks, badges for railroads, baggage checks, etc., but send to the

HAMILTON STAMP & STENCIL WORKS, Hamilton, Ont.

We are the manufacturers, and will give you the best service.

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BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

1,000,000 were consumed in the colony. In addition, 17,000,000 skins were disposed of for about \$300,000. It is estimated that 2,500 men are employed in trapping, while many others are engaged in making crates for rabbits and in their transport.

Also threaten to Leave Toronto.

The Park-Blackwell Co., Toronto, have, as well as The Harris Abattoir Co., threatened to leave the city if they are required to cease the manufacture of the fertilizer. The company states that the discontinuation would mean a serious loss to them, as they could not, under such a handicap, hope to meet competition.

If the injunction is forced through by the city they say that they will consider the advisability of moving to Toronto Junction.

Provision Notes.

A GRANT of \$100,000 is being asked from the Dominion Government by The Ontario Live Stock Association, towards the Ontario live stock exhibit at the St. Louis Exhibition next year. The Government will also be asked to use its influence to have the dates for the various classes of live stock as now arranged by them changed so as to avoid the excessive heat.

D. H. Chambers, butcher, Elgin, Ont., has sold to E. Salsbury.

Dirks Bros., butchers, Rosthern, have sold out to J. Heinrichs & Son.

The first half of June-made cheese from the Maple Grove factory, near Forest, Ont., was recently shipped to C. W. Reilly of Ingersoll, who paid for the consignment 10 5-16c per lb.

Fire recently damaged the butcher shop and residence of C. Boland, Hull, Que.

The Earl of Onslow, the new president of The Board of Agriculture, England, is determined to make no relaxation of the embargo against Canadian cattle. He says that the board will spare no pains to protect the flocks and herds of Great Britain from the dreaded foot and mouth disease.

Edward Pond and Fred Badger recently smuggled 900 pounds of Canadian butter into the United States, and were fined very heavily by the United States District Court at Binghamton, N.Y.

Mr. Grisdale, agriculturist at the Central Experimental Farm, has submitted the report of the results of the beef-fattening experiments to the Agriculture Committee, at Ottawa. He said that owing to uncontrollable circumstances, the results were not as favorable as in previous years, the increased cost of cattle, plus the cost of feeding, not giv-

ing a fair return, when the beef reached the market.

The retail grocers and butchers of Victoria, B.C., will this year hold their annual picnic in unison. It has not as yet been decided where or when the picnic will be held.

The Strathroy, Ont., creamery reports a constantly growing business. They are now handling a large increase of business over last season. The prices for high grades of creamery butter are equal to those of last year, which was a record-breaker.

Kansas City would have suffered a meat famine during and after the flood but for the fortunate fact that one department of Armour & Co.'s plant was not put out of service. The great packing house made special effort to supply the local market, when all other resources failed, and no increase in price was asked.

The provision officials of Prussia have been petitioned to have eggs sold in the future by weight instead of by number. The object is to protect German poultry breeders against those of foreign countries, German eggs weighing, on an average, from 38.58 to 51.44 pwts., while those imported weigh from 25.72 to 32.15 pwts.

THE PROVISION MARKETS. TORONTO.

The demand is very good in all lines. The demand for cured and smoked meats continues excellent; one dealer says that he is being taxed to the utmost to supply this demand. There is a still further decline in the price of lard. Although on account of the low prices, the demand is good, there is an accumulation of stock. Lard in tubs and pails is quoted 1/2c per lb. easier. Otherwise prices remain firm at last week's quotations. We quote:

Long clear bacon, per lb.	8 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Bacon, per lb.	0 5	0 16
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	18 00	19 00
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 9 1/2	0 10
" tubs "	0 10	0 10 1/2
" pails "	0 10 1/2	0 10 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy "	7 50	7 75
Plate beef, per 200-lb. bbl.	8 00	8 25
Small butchers' hogs	7 00	9 00
Beef, hind quarters	5 00	6 00
" front quarters	6 00	7 25
" choice carcasses	5 50	6 50
" medium	5 00	5 50
" common	4 50	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The provision market has not supplied any special feature during the week. Smoked meats are steady and lard has met with a fair inquiry. We quote:

Heavy Canadian short cut mess pork	822 00	823 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00

We believe the consumer will pay a reasonable price for a good tea. We are educating the people to the

Blue Ribbon Ceylon Tea

forty-cents-a-pound standard. At that price you will make a good profit and so will we. That is the only solution of the tea situation. Otherwise "there ain't nothin' to it."



USE ONLY THE BEST



Is the **STANDARD** article

**READY FOR USE
IN ANY QUANTITY.**

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

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

DAIRY PRODUCE AND PROVISIONS

Hams, per lb.	0 12	0 13
Bacon, per lb.	0 14	0 15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10	0 10½
" " " pails, per lb.	0 11½	0 11½
" " " cases, per lb.	0 11½	0 12
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00½	
20-lb. wood pails, "	0 00½	
10-lb. tins, "	0 00½	
5-lb. tins, "	0 00½	
3-lb. tins, "	0 01	
American can meats:		
1-lb. corn beef	1 60	
2-lb. "	3 00	
1-lb. lunch tongue	3 90	
2-lb. "	10	
2-lb. Ox-tongue	8 10	
2½-lb. "	10 40	
3-lb. "	13 00	

ST. JOHN, N.B.

In barrelled goods this is a very quiet season. Prices are rather lower but it is hard to stimulate sales. Pure lard is again quoted lower, quite a large stock is held and sales are light. Refined holds quite firm. In fresh meats western beef is unchanged in price. The season of best quality is about over. Domestic beef is cheaper, with free offerings. Lamb is quickly taking a first place. Prices are easier but still high. Mutton is lower and dull. Veal continues quite firm and some nice stock is offered. Pork is lower and little business done.

Mess pork, per bbl.	\$21 50	\$22 50
Clear pork "	21 00	23 00
Plate beef "	14 00	15 00
Mess beef "	12 50	13 00
Domestic beef, per lb.	0 05	0 06½
Western beef "	0 08	0 09
Mutton "	0 05	0 07
Veal "	0 07	0 09
Lamb "	0 10	0 12
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 10½
" " pails "	0 10½	0 11
" compound, tubs, per lb.	0 09	0 09½
" " pails "	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 10
" " pails "	0 10	0 10½

DAIRY PRODUCE.

TORONTO.

BUTTER.—There is a much easier feeling on the market this week, although there has been no lowering of prices as yet. Receipts have been very liberal during the past week. There have been such liberal receipts of good dairy butter, both in prints and rolls, that the demand for creamery prints and solids has diminished considerably; and, the make of creamery being large, the natural result is an accumulation of stocks. The trade in creamery solids is especially dull. The weather recently has been very favorable to the production of butter, and this accounts for the large make of fine dairy and also creamery butter. There is now a much healthier condition on the English markets. Both Danish and French butter have been advanced in price. However, as yet this has not affected Canadian butter to any appreciable extent. The demand for the finest Canadian is good, but the market is not very well stocked with it on account of the very low prices. There is no demand for secondary grades. There is considerable Canadian butter now being shipped to England for cold storage until fall. It

is to be hoped that the market will be in a better condition at that time. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs	0 14	0 16

CHEESE.—There is an easier feeling on the cheese market this week, although as yet there has been no reduction in local quotations. On the cheese boards prices have been considerably lower during the past few days. The local demand is fairly good. There is a very good export demand. On the English market the demand is fully equal to the receipts. The cheese make in England has been large, and there is a decrease in values, but not so in the price of Canadian. We quote:

	Per lb.	
Cheese, large, new	0 11	0 11½
" twins, new	0 11½	0 11½

MONTREAL.

CHEESE.—The cheese market to-day ruled about an ½c. lower than yesterday, as a result of the lower prices paid at the different country boards. But it is also worthy of note that offers cabled on the basis of yesterday's country cost elicited favorable replies, an indication that June cheese is still wanted in England when the price suits the buyer. At country points to-day, also, the ruling price was 10½c., which is rather firmer than that of yesterday, and altogether the situation is a decidedly mixed one. What complicates it further is the conflicting offers that have been made over the cable on June goods. Shippers here first started to offer cheese at 54s., and gradually worked down to 52s. 6d., at which it is understood a considerable quantity were sold. At this basis there was money for the shipper, though the margin was not great, but since then they have been offering it 1s. per cwt. under the market each week. As prices have held fairly steady, goods going out on these reduced offers must have lost money, and they have also made legitimate business difficult. Buyers found it so to-day, for while shippers appear to be generous for direct business over the cable, they do not adopt the same attitude on spot. The result was that dealers with orders in hand found it difficult to-day to secure goods at prices which afforded them a margin. They were prepared to pay 10½c. for Ontario, 10½c. for Townships, and 10½c. for Quebec makes, but sellers wanted an ½c. more, and trading hung fire because of this. If the current receipts here are a fair criterion, and they ought to be, the make now in progress is an extraordinary one, and it will be surprising if prices hold up much longer in the face of it. Receipts to-day were almost 30,000 boxes, making 85,000 boxes for the week to date. Some time ago it was intimated in this column that, despite the drought, this year's output would be away ahead of last year's.

Events would appear to substantiate the correctness of this view.

BUTTER.—The butter market continues quiet, and while a certain quantity of creamery has been bought and put away in cold storage for future use, the exporters assert that the ruling is still too high for any extensive business. It is understood, however, that there are limits in hand which would involve the turnover of a considerable quantity of creamery, providing it could be had around 19½c. for finest. So far, however, the price has not reached that basis in a general way, as holders want 19½c. for creamery really worth having. There has been little done in dairy goods for export this season. This business has been left so far in the hands of Maritime Province jobbers and local dealers in Ontario, who have gathered in from 5,000 to 8,000 packages, which they have stored for use later on. They have paid on the average 15 to 15½c.; whereas, there is no export outlet over 14 to 14½c., or at 1c. per lb. less.

ST. JOHN, N.B.

BUTTER.—There is quite a large stock with but a fair sale. Prices are rather lower. The quality now being received is good. In a wholesale way little creamery is offered.

CHEESE.—There has been much more domestic cheese offered up to date than in previous years. While prices tend easier they are still higher than usual. The demand is for twins. There is a particularly good sale considering the price.

EGGS.—Receipts are not large and the demand but fairly active. Prices tend rather higher; quality is good.

Butter, creamery prints, per lb.	0 22	0 24
" creamery solids (fresh made), per lb.	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb.	0 16	0 18
Eggs, new laid, per doz.	0 16	0 18
case stock, per doz.	0 13	0 14
Cheese, per lb.	0 10½	0 11

Refrigerator Car Service.

From July 1 to September 12 The Grand Trunk Railway Company will supply refrigerator cars for carload shipments of cheese to Montreal. In some places this may not be practicable, but it will be carried out as far as possible; the minimum weight to govern, 24,000 lb.

The Department of Agriculture formulated the plan, and the Government will pay as much as \$5 per car for icing a certain number of cars, about 40 a week. At the present time a ton of ice is considered enough for cooling the cheese, but any cost over the \$5 for icing must be paid by the owner of the cheese. If it is for the local Montreal market, any additional charges may be waybilled against the property for collection at its destination, if the shipper so directs; but where the cheese is for a European port, via Montreal, under through bills of lading, the additional charge for icing must be prepaid.

The amount of ice used would of course vary according to the distance the cars must travel, and for long distances a larger quantity of ice would be needed, which must be waybilled on Montreal as an "advance charge" against the property. At stations where it is impossible to ice the cars they will be iced at the nearest convenient point.

THE OLD RELIABLE

ROYAL



BAKING

POWDER

Absolutely Pure.

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

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THE WALL PAPER TRADE

CATERING TO CHEAP TRADE.

IT is difficult to give advice on a subject like this, for the average merchant knows he must carry the cheap lines. Where he errs, however, is in the immense range he is willing to carry in lines that retail at 5c. or thereabouts, while in his higher-priced goods he fears to carry much lest it will remain on his hands. If he would sit down and think out which customer means more to him, the 5 cent or the 15 cent, and which deserves the most attention, he would come to the conclusion that he is doing the better class of customers an injustice in not affording them variety, while for the cheap class, where pattern should not be of such great importance, he carries almost innumerable designs.

That is the reason why so much of the better trade comes to the city. If a buyer is willing to put 15c. into a roll of paper he rightly considers that to him is due greater attention than to the cheap man. How can a merchant expect to sell good grades unless he carries a fair stock to select from? He should not pass an opinion on the demand for good wall papers until he has carried variety enough to supply those wishing that class of goods.

He not only loses his good customers, but also good sales to other customers who would buy the more expensive lines if a sufficient assortment were displayed, but who, upon seeing such a vast choice in cheap grades do not think of going above it. When a person buys a 15c. wall paper he is not buying a 5c. grade of paper and colors with a 15c. pattern; he is getting a better paper in more enduring colors and with better designs. A 15c. paper will outwear five 5c. papers and always look well. The fading of cheap paper is the principal cause for getting a new wall covering, but in the better grades this fading does not occur, and the wall paper need be changed only when tired of, or, by some special cause, soiled.

Most of our expensive paper is imported and carried only in the cities or large towns, whereas if a taste and demand for it were encouraged in the smaller towns and villages by the local dealers, our own manufacturers would soon see the necessity of supplying Canadian trade in these expensive lines. We cannot expect our mills to manufacture a class of paper for which there is little demand, for sentiment does not run a business.

Let merchants carry better lines; let them learn and tell the advantages of expensive wall papers; let them push that grade and keep back the cheap lines, and it would not be long before our swellest wall paper stores would display the card "Made in Canada."

WHAT THE STORES ARE SELLING.

NEVER before has the variety of pattern and color in wall paper been seen that is shown this spring. As a rule, the patterns are less conspicuous than ever, and it is only for certain rooms that the loud and prominent bunches of flowers of other seasons are displayed. Stripes are a prominent feature, both in somewhat contrasted colors and in self tones. The stripe pattern is so usual for certain rooms, that it is always popular.

The "art nouveau" designs are the best sellers in the higher priced papers, and the effects in this style are most beautiful. Long stems, with sweeping curves and irregular bends, are crowned by medium sized and small flowers in somewhat conventional designs, and these spots of pattern occur at great distances from each other. In the intervals, inconspicuous designs of self colors break the stretch of clear space, without exhibiting a mass of confused pattern.

Tapestry paper has a prominent position in the list and is selling as never before. One of its conveniences is its adaptability to the coloring of any adjacent room.

In colors, delicate shades abound in blue, green and pink. Deep reds as a background are not so much in favor, but rose color and fairly dark shades are made still darker by a deep red pattern. Self tones are the neatest and daintiest of the season's offerings, and are selling as their merits deserve.

Some special United States papers are in Japanese goods in red with designs of Japs, storks, and such like novelties. A summer paper has bunches of goldenrod in large clusters with intervening small clusters of purple asters. Some landscape papers are printed with games of golf or baseball and groups of tall trees. In nursery papers, landscapes, games and illustrated nursery rhymes appear. These are supposed to be, and no doubt are, educative.

New York and Boston have done comparatively little in the exportation of grain this season. Since the opening of navigation, the port of Montreal has exported fully 7,000,000 bushels, principally Manitoba wheat.

THE SELF-WRINGING MOPS.

It will be noticed in Tarbox Bros.' advertisement this week that they are filling delayed orders for their self-wringing mop to the jobbing trade, ranging from St. John, N.B., to Vancouver, B.C., so that the retail trade should not allow this article to remain out of stock, as it has become an established household necessity. In this connection THE GROCER takes a great deal of pleasure in assuming no little credit for its share in popularizing this meritorious article, inasmuch as this firm's advertising contract, which appeared in our second volume, is admitted by the firm to be one of its strongest helps in establishing a permanent trade in an unknown specialty.

They inform us that when their first contract with this paper was made they could not see where the money was to come from to meet the payments unless the article was a success, and many times on the initial trips to the retail trade the dealer would leave the salesman during his demonstration to look the advertisement up in this paper and then return and place an order. When it is considered that their first advertisement appeared fourteen years ago, one sees what merit along with conscientious effort to keep to a permanent standard of value will accomplish in retaining the confidence of the trade and public, for the Tarbox Mop has steadily and persistently increased in popularity.

On account of the difficulty in getting castings fast enough to fill their increasing orders they have devised a stamped self-wringing handle which has not only given them a better control of the output but improved the appearance, and the hand grip in the use of the mop.

The trade should note this change and insist on having their orders filled with the mop bearing the maker's name plainly stamped in the metal, which is the only guarantee that the cloth with which these mops are fitted is of the standard weight and quality to make them of practical value.

HIRES' ROOT BEER.

W. P. Downey, 26 St. Peter st., Montreal, the Canadian agent for this celebrated root beer, reports telegrams from merchants in Winnipeg, Vancouver, and other large cities ordering 20 gross lots and 10 gross lots, per express, of Hires' root beer. This popular brand is in great demand in Canada and is having a tremendous sale just now. It is a healthful and refreshing drink for the hot weather, good for young and old alike, and merchants would do well to state plainly on their orders "Hires' Improved Root Beer." Then they get the genuine.



WALL PAPER MANUFACTURERS

Our complete new line of Samples will be shown to the Trade this month.

You will find it full of bright, new, attractive Wall Papers, at prices to meet any competition.

We leave it to your judgment to say whether we have improved on former lines—we believe we have.

Say you won't place your order until you have seen the "Staunton" samples, and you'll not be sorry.

RETURN

STANTON'S WALL PAPER

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.

You Watch Your Business Only Half Way When You Fail to Watch the Advertising.

VERY gratifying evidence that "thising" with the preparation of the ads. by the department of THE GROCER is appreciated, and that it is proving of real practical help to GROCER readers, has come from several different quarters recently.

Accompanying the following letter were a number of ads. that illustrate the manner in which this reader has benefitted by the suggestions and criticisms that have, so far, been published in this department :

GUELPH, June 1, 1903.

Mr. W. ARTHUR LYDIATT,

Toronto, Ont.

DEAR SIR,—Thank you for your last criticism; it has helped me a lot.

I am sending another batch of ads., and hope that some may meet with your approval. As before, they are selected at random, and some are better than others; however, criticize any you like.

I am working hard at the advertising, and it certainly seems to pay.

Yours sincerely,

R. MCCREA.

If my readers will call to mind the first ads. Mr. McCrae sent in and compare them with the extracts from the ads. sent me this time, which are reproduced herewith, they will appreciate the improvement very noticeable in the best of those submitted.

It is quite evident that Mr. McCrae is trying real hard to do good advertising, and I have no doubt he is proving every day that it is well worth while "bother-

Half Ton . . . Cooking Figs BELOW COST.

We overstocked in Cooking Figs this year, and now at the close of the season we find ourselves with half a ton of sound, large figs on our hands, which we have decided to clear out at less than cost.

You know, Cooking Figs are delicious when properly prepared. They want to be soaked overnight, to take the sugar off, and then stewed, when you will have a preserve both tasty and healthy. And you can serve them in so many different ways—in pies, in cakes, and puddings. By the way, when you are making the pies, just put a little rhubarb in, and you will have a combination that would tempt even a dyspeptic.

But it's not only how delicious the figs are that we want to tell you about—it's the price we have put them at.

Cooking Figs usually sell at 5 lbs. for 25c., but when we found that we would either have to lower the price or carry the figs over, we reduced the price to

10 lbs. best Cooking Figs for 25c.

The Noted Tea Store and China Palace.

J. A. MCCREA.

Phone 48. No. 2 Day's Block. Guelph.

the results he experiences. The ads. I have before me are, as a whole, good—some of them exceptionally good. They all talk business from the first line to the last, and in some the argument is put in a very interesting way. The one that impresses me most favorably is headed "Half Ton of Cooking Figs below Cost," and is reproduced herewith. If any argument would sell these figs it would seem to be the one Mr. McCrae makes in this ad. when he tells the

Two Popular Drinks

McCrea's Favorite Blend of Coffee

If you really care for a fine Coffee, one that has a body, a delicate fragrance, and leaves a slight tinge, try McCrea's Favorite Blend of Coffee.

It is blended according to a secret receipt, which we discovered after years of experimenting.

We use only the finest of Coffees and grind it after your order is received.

40c. a pound is not a high price for good coffee, you have probably paid as much for an inferior one.

Won't you let us convince you with a half pound?

Almera Ceylon Tea

Ceylon Teas are rapidly forging to the front, and we believe Almera Ceylon Tea to be the best of all.

You know that the water in different places differs, and a Tea that suits Toronto water, for instance, will not give out its fragrance so readily in Guelph water. Almera Ceylon Tea is blended for Guelph alone, and it stands to reason that a Tea specially blended for one place must be better for that particular place than a Tea blended to suit the Dominion.

We are sole agents for Almera Ceylon Tea, black or mixed, 25, 40 and 50c. a pound.

The Noted Tea Store and China Palace,

J. A. MCCREA

Phone No. 48. No. 2 Day's Block. Guelph.

most satisfactory way to prepare figs, and suggests several dishes that might be prepared.

This seems to me to be the best way any grocer can advertise—to give recipes when possible and suggest tasty dishes that may be prepared with the goods advertised. Of course, it cannot always be done to good advantage, but when it is possible this sort of an argument ought to sell goods.

The women folk are always interested in hearing of new ways of preparing old

FRESH FISH.

At no other season of the year are firm, fresh water fish so desirable as now.

Friday, we receive a large shipment of Trout and White Fish. Caught to-day, on your table to-morrow. Send, or phone your order early, and we'll deliver it in time for dinner.

The Noted Tea Store and
China Palace,

J. A. MCCREA,

Phone 48. No. 2 Lower
Wyndham St., Guelph.

dishes, and of new dishes that can be prepared with the old familiar goods. New and desirable recipes are so easily obtained that it seems to me every grocer could use this means of making his advertising interesting.

I was particularly struck with the headings of a number of the ads. Mr. McCrea has sent me. In nearly every case the story of the ad. is outlined in the heading or display lines.

Had I the time and space I might criticize the literary construction of a few of the ads. because some of the arguments might be a little better arranged, but the faults are not glaring ones and they do not detract seriously from the value of the ads.

For instance, in the ad. "Hot Weather Appetizers" I would say, "Your meals will not be flat and tasteless these hot days if you include some of the many fresh delicacies so plentifully shown at the Noted Tea Store," in preference to the way it now stands. I think it better to suggest what will happen if people do purchase certain articles rather than suggest the condition of things if they don't.

In the coffee ad. there is a tendency to talk too much, which I would advise him to guard against in preparing his ads.

It might also be an improvement were he more positive in his statements. "You'll make no mistake by buying at once" is better than "We don't think you'll make

Here's a special FOR ALL MERCHANTS HANDLING JAPAN TEAS.

We want to get you interested in the splendid values we are offering in

NATURAL COLORED GREEN CEYLON TEAS

THE BEST VALUES IN CANADA TO RETAIL AT 25 CENTS.

IN STYLE—those teas can hardly be distinguished from JAPANS—and in cup qualities they are 4 to 5c. ahead—We know you will be interested if you get our samples and quotations.

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

a mistake by buying at once." Such a statement as the former tells what you think—it is an expression of opinion.

After writing an ad. just read it over a couple of times and cross out anything you think is not necessary to convey the meaning of the ad.

I don't see the name-plate yet.

Try an ad. some day without that heavy black border and see if you think it looks better. When you use a heavy-face type it sometimes has a better effect if no border is used.

And when you think you have improved still further, send me some of the ads. They ought to make splendid examples of good grocery advertising, and I might be able to use some as suggestions for other GROCER readers.

Business Changes

ONTARIO.

GRYLLS & CO., general merchants, Westmeath, have assigned to Richard Lee, Toronto; a meeting of the creditors will be held on July 2nd.

William P. Morrow, grocer, Peterboro', has assigned to Daniel O'Connor.

G. Goulet, general merchant, The Brook, has commenced business.

Bernard Murphy, general merchant, Erinsville, Ont., has assigned to Geo. D. Hawley.

Jos. I. Bauine, grocer, Plantagenet, has removed to Fournier.

James E. Miller, grocer, Toronto Junction, is deceased.

The business of Albert E. Code, grocer, Waterloo, is advertised for sale.

R. R. Henderson, general merchant, Winston, has assigned to G. H. Hopkins, Lindsay; meeting of the creditors was held on the 27th ult.

J. W. Watson, general merchant, Minden, is advertising his business for sale.

William B. Rumsey, groceries and fruit, Toronto, has sold out to Samuel & Co.

QUEBEC.

P. Beaudoin & Co., grocers, Montreal, have dissolved.

Louis Mercier, grocer, Quebec, is deceased.

P. Blanchette, general merchant, St. Louise (L'Islet), is offering to compromise at 25c. on \$1.

The assets of the business of Thomas Stafford, general merchant, Ville Marie, are to be sold.

The assets of the business of W. H. Shouldice, general merchant, Glen Bean, have been sold.

A meeting of the creditors of Arthur & Cote, general merchants, South Durham, will be held on July 3rd.

Yuen Shang Co., grocers, Montreal, have been registered.

The assets of the business of Achille Roy, general merchant, Fortierville, are to be sold on the 8th inst.

W. R. Crepeault & Co., general merchants, Kamouraska, has assigned to V. E. Paradis, pro. guardian.

L. A. Cloutier, grocer, Montreal, have assigned.

The business of Cleophas Blais, grocer, Quebec, is advertised to be sold by bailiff's sale on the 6th inst.

Louis Mercier & Co., grocers, Quebec, have registered.

The assets of the business of Joseph Leduc, general merchant, Rockland, were sold.

The assets of the business of Ulric Boucher, general merchant, St. Barnabe, are advertised to be sold the 3rd inst.

MANITOBA.

T. B. Williams, general merchant, Eden, has sold out to Kerr & Graham, who will continue in hardware.

Fleming Bros., general merchants, Grenfell, are offering to compromise.

A meeting of the creditors of Sarah Haniford, general merchant, Dauphin, was held.

D. C. Corbitt & Son, general merchants, Didsbury, have sold out to Reid & Ferguson.

The business of E. Wiebe, general merchant, Plum Coulee, is being closed out.

Robt. T. Goodfellow, dry goods merchant and grocer, Prince Albert, has been succeeded by Thomas Holmes.

A. W. Thorburn, general merchant, Rosthern, has assigned to A. J. Adamson.

J. W. Heric & Co., general merchants, Wetaskiwin, have been burnt out.

John West, general merchant, Wetaskiwin, was burnt out.

BRITISH COLUMBIA.

T. G. Wilson, general merchant, Dawson, suffered loss by fire.

W. F. Penwill, grocer, Vancouver, has sold his stock to H. A. Edgett & Co.

PRINCE EDWARD ISLAND.

L. S. McNutt & Co., grocers, Charlottetown, have advertised for tenders for the stock and book debts.

NOVA SCOTIA.

Obed A. Hamm, general merchant, Mahone Bay, N.S., has registered consent for Etta E. Hamm to do business in his name.

JAMAICA STEAMSHIP SERVICE.

The management of The Canada-Jamaica Steamship Company announces that a third steamer will at once be placed on the route, establishing a fortnightly service from Jamaica to Canada. In addition to all kinds of fruit, a departure will be made by the company and the cargo will also include general merchandise. The third steamer will be placed on the Canada-Jamaica line as soon as the requirements of the outward trade from this country demand it. Since the beginning of the year there had been a large increase in the trade being done between Jamaica and Canada.

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.**

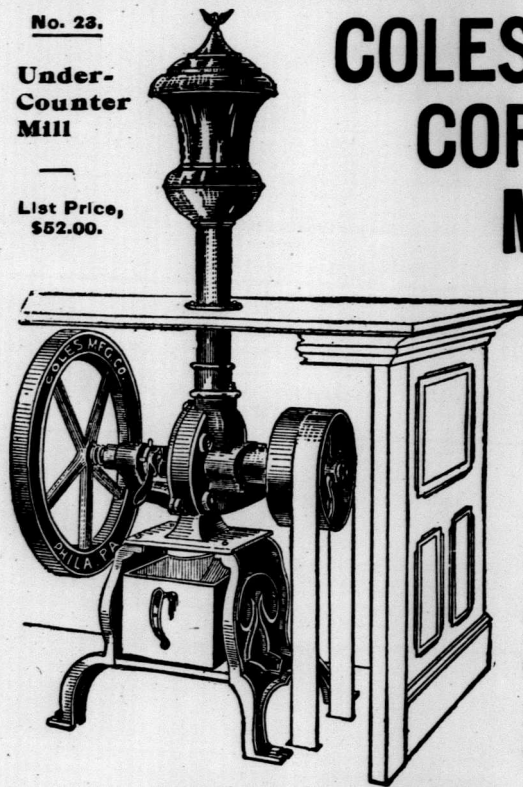
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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.



System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

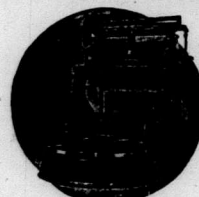
He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays: 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5½c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to



Do it to-day.

Ask Dept. 'M for catalogue.

Save three Pennies

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



President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES,

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

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

INTRODUCING ARTICLES TO THE TRADE.

SO many articles are invented and made up for sale by the trade that it has become quite a problem to discover the best method of introducing the new goods—of placing them before the trade.

Many inventors or selling agents expect that all they have to do is to produce a good thing at a fair price and the wholesale trade will be eager at once to take it up and bear the expense of placing it before the retailers. Needless to say, many who have gone ahead on this assumption have come to grief, and have found it extremely difficult to persuade the wholesale dealers to stock up a new line to take the place of something which has long given satisfaction to the trade and for which there is still a good demand.

It is a fair argument the wholesale dealers make when they claim that the manufacturer should introduce the new article—that he should create the demand for it.

Then the question arises, how can this be done most speedily, economically and

thoroughly? To send a representative over the Dominion, or even to the chief cities, with some new specialty would be needless, unwise and expensive. To give it as a sideline to some traveller covering the trade helps, yet does not cover the trade thoroughly. The same is true of advertising. It is safe to say that more business can be secured from the investment of a moderate sum in advertising a new article than by the same expenditure on it in other ways, yet this can be made an altogether too cumbersome and expensive method of introduction. It would not be wise in every case to advertise such an article to the consumer. Nine cases out of ten the buyer trusts to the judgment of the retailer. Therefore the selling agent may content himself with a good campaign of advertising to convince the retailer that the new line is worthy of attention, of stocking up. Trade papers, as a rule, will be found ready to explain in their reading columns the features of any new goods offered by their advertisers. A good description of a new article and a bright campaign of advertising, even in a moderate-sized space in a trade paper with a wide connection, will cover the trade in a few weeks more thoroughly than can be done in any other way.

PROSPECTS IN EASTERN ONTARIO.

Canners in Eastern Ontario report an exceptionally good pack of strawberries. The rains of last week, however, were injurious to the later berries. The cold wet weather has practically killed the corn and there will be scarcely any crop at all. Tomatoes show very little better prospects. Peas promise a good crop and will be ready in a week or ten days. Raspberries will be but half a crop owing to the frost, but the larger fruits are promising well.

MONOPOLY IN CURRANTS.

A SCHEME is being promoted in London, England, with the object of securing control of the world's supply of currants. A company calling itself "Concessions and Monopolies Limited," of which Newton Dunn, ship-owner; Frederic Dupre, merchant; Robert S. Backhouse, stock broker; Dimitry J. Delyannis, merchant, appear to be the chief personages,

has been formed for the purpose of securing "concessions, monopolies and privileges on the mainland and islands of Greece." What these particular concessions, monopolies and privileges are is not definitely set forth, but Dimitry J. Delyannis, who is the author of the scheme, and to whom the founders' shares have been assigned, has been despatched to Greece to use his "best endeavors and influence" with the Government of Greece and others with a view to obtaining the above concessions.

The limited area within which currants are produced makes this fruit peculiarly liable to monopolistic manipulations. The operations of this enterprising Grecian will be watched with interest, but housewives can scarcely be expected to applaud the Athenian astuteness which threatens to raise the cost of this important ingredient of the Christmas-pudding.

HAY SHIPMENTS DELAYED.

CANADIAN shippers of hay are finding some difficulty to get their goods transported by the railways. The Canadian Pacific Railway are laboring under an inability to procure a sufficient number of cars to move the general freight, and will allow none of their cars off the line. As the Boston and Maine and the New York Central railroads refuse to allow their cars to come into Canada empty and go back filled with hay, there is in consequence a good deal of discontent among both shippers here and buyers in the United States, particularly in New York and Boston, where, on account of a hay famine, an immense quantity of Canadian hay is required.

American hay dealers here expressed some indignation at the action of the C.P.R. in refusing to allow their cars to go off their own line; but the railroad company are pursuing the policy of "Canada first," and attending to the great volume of freight passing through Canada before forwarding United States business. It is the American railroad companies who should be appealed to, in order that American purchases should be forwarded when such conditions exist, not the Canadian companies.

POLITICIANS AND THE MARKET GARDENERS

THE discussion in Parliament regarding the protection on market gardeners' products, while it amounted to nothing of importance, was read by Canadian fruit and vegetable wholesalers with keen interest, as showing fairly well the opinions of the leading men on the subject, and what might be expected if the Government decided to take up the question. Only one speaker brought up the most serious objection, that which is put forth by the fruit dealers themselves. This was Mr. Bourassa, who, while he favored the principle of protection, pointed out that vegetables and fruit were only imported when they could not be obtained here. The Finance Minister's contention that, in the present prosperous condition of Canadian market gardeners, there was no reason to single this item out specially for an advance in duties, unless extensive tariff changes were under contemplation, was also, of course, endorsed.

Fruit jobbers in Montreal, in the vicinity of which live the market gardeners who are most forward in urging the Government to raise the duties, state confidently that as soon as the Canadian vegetables and fruit appear in Montreal no foreign grown produce of the kind can be sold. This is not only because our market gardeners sell cheaper, but there is a finer flavor to the Canadian grown vegetable than to the American or foreign. They point out that what early vegetables are grown here are of hot-house origin. The quantity of hot-house vegetables grown in Canada would scarcely do more than supply the city of Montreal alone, and the growers of such would be the only ones to reap the advantage of a high tariff, keeping out the foreign products and allowing them to charge an exorbitant price for vegetables and fruit.

There is no doubt but that the importation of early fruits and vegetables has greatly increased the use of such in Canada, which would never have been accomplished by our market gardeners; and had the production of the hot-house varieties kept pace with the growing

demand so that they were at least sufficient to supply the chief portion of what was required, there would be some reason in their demand for increased protection. For the protection is obviously for the hot-house products. Nothing else has to compete with the imported vegetables. But nothing like the required amount of early fruit can be produced here by any method, and to place a high duty on the imported products would keep them to a great extent out of the country, taking the profits of their sales from the grocer and fruit dealer, and forcing consumers to pay a higher price for delicacies which, on many tables, have become almost necessities.

EXCHANGE IDEAS.

ATTENTION is called to the letter of Mr. Steel in this week's issue on the marking of apples. THE GROCER would be glad to receive communications from more of its readers on topics pertaining to the trade. This is the organ of the grocery trade, and through its columns the problems which confront the retailer, wholesaler, and manufacturer should be threshed out.

There is nothing like free discussion for lightening up dark corners and untangling knotty situations. There is too much to know about the modern grocery business for one man to work it all out himself. There is need for co-operation and mutual helpfulness. A hint from a fellow grocer in London may mean dollars to one in Kingston, and vice-versa. THE GROCER is the clearing house through which this exchange of ideas may be effected. Let us have more free interchange of ideas among the trade.

THE TRAVELLERS' HOLIDAYS.

AS THE CANADIAN GROCER announced last week, the annual travellers' holidays are to be held this year from August 10 to 22.

The agreement for this uniform holiday has already been signed by wholesale grocery houses in Hamilton and London,

and is now being submitted to the houses in the west.

So far the outlook appears to be encouraging, and all that is required to make it a success is the general co-operation among wholesalers and the travellers, and, of course, the smile of the clerk of the weather, which, no doubt, the travellers are already providing for. They know how to put weather clerks as well as customers in good humor.

Last year some of the houses allied to the grocery trade did not co-operate in this annual affair. It is to be hoped that this year they will be parties to the agreement, and will make every effort to secure its success.

PICTURES FROM CANADA.

A TRADE paper called "The Indent, and Colonial Prices Current," published in London, England, has been running a series of articles on "Canadian Development," by "authority of the Canadian Government." The text is all right, but we hope the Canadian Government didn't authorize the illustrations also. "Teaching a Nation to Farm," and "What it costs to start a farm in Western Canada," are the two articles under the heading of "Canadian Development," in the April number, and they are "illustrated" by three drawings, supposed apparently to be typical Canadian scenes. The first shows a steam and sailing ship, of the old style, fleeing from a huge iceberg, though it can hardly get away, as the whole sea surrounding it is thick with ice floes. The second is a spirited picture of a polar bear with his claws in the flesh of a dead whale. He is about to be disturbed by a boat-load of men, but they are not close enough for us to see whether they are wearing the regulation furs and red feathers of the tame Canadian or not. In the distance is a beautiful iceberg. A pair of walrus are shown in the third picture. They have just come out of the water and are reposing on the ice. Behind each, in the background, is an ice hill.

Imagine such pictures as these used in connection with good, sensible text on the wheat farms of the Northwest and Canadian industrial development generally!

CAN 25-CENT TEA BE ABOLISHED?

A NUMBER of tea merchants in Montreal have been interviewed by a representative of THE CANADIAN GROCER as to the possibility of dealers in Canada imitating the action of certain tea merchants in London in discarding the shilling-tea. The following are their views:

Mr. E. D. Marceausays: They have been selling too cheap over there and ought to raise the price. The scheme here would not be practicable, as there are no concerns feeding some 40 or 50 stores throughout the country as in England. If the retail stores could be controlled from one head, and every house have 15 or 20 or 30 stores, it could perhaps be carried out. As it is conditions are entirely different, and packers do not sell direct to the retailer or consumer.

Mr. James A. Mathewson, jr., of J. A. Mathewson & Co., says: It would be a good thing if we could get the people to use a better quality of tea, but it would not be possible to get rid of the 25c. article in that way. Retailers can buy tea at 20c. and sell at 25c., a good profit which they would be unwilling to give up so long as there is the present good demand for that trade. He thinks there is a duty of some 3d. or 4d. on that tea in England, and there is none here. As a consequence their 25c. tea is likely inferior to that sold here at that price. It would not be feasible.

Mr. James Rutherford, of James Rutherford & Co., said: What we need in this country is an association such as has been formed in the United States, which would have something to say about the quality of tea allowed to come into Canada. At present this is the dumping ground for teas that are refused in other countries. What is not good enough for the United States, for instance, should not be good enough for Canada. But the standard here is low, and prices are kept down. It would be impossible to dispose of the 25c. tea here along the lines this English association has laid down. There are no such concerns in Canada as Lipton's or the others. Besides, there is a duty of something like 6d. or 8d. per lb. there. Here there is no duty, and a great deal of cheap tea can come in.

Mr. J. S. Hetherington, tea and commission agent, says: The advance in price is bound to come in these teas. You can understand that when the commonest kind of tea is laid down here at 15c. wholesale, there is not much in retailing it at 25c. after the expenses for packing and shipping are paid. There is

a general advance all over in all kinds of teas, and the 25c. article will go up with them. I notice that the Salada advertisements in The Montreal Star, which have been for 25c. teas, have now for the past few days been for 40c. teas. The advance in price will not be brought about, as in England, by one organized movement, but will gradually be advanced, each dealer putting up his own prices.

THE CLERKS' OUTING.

The various committees in charge of the Montreal grocery clerks' picnic at Magog, on July 5, met on Sunday evening, June 28, to make their reports to the association. Everything has been found satisfactory at Magog, where the municipal authorities have done all in their power to make the holiday a pleasant one to the visitors. Beautiful grounds have been secured, and the banquet will be given in Park House, one of the finest hotels in the town. By all indications the clerks will this year have the most successful picnic they have yet held. Some very fine prizes are offered to the winners of the games and sports. A large number of Quebec grocers and clerks are expected to attend.

The train leaves Windsor station at 8.30 a.m. Tickets to go and return are \$1.25 for adults.



SNELGROVE BROS., grocers and clothing merchants, Fort William, and one of the oldest firms in that town, have dissolved partnership. The reason for the dissolution is that the junior member of the firm, R. J. Snelgrove has been in ill health during the past year, and he has determined to enter some business where the confinement will be less severe. The business will be continued by Alex. Snelgrove.

W. E. Ross, of St. Thomas, grocer, has moved into his new store, the late Balmoral Hotel. The premises have been thoroughly renovated and splendidly fitted up, and Mr. Ross has now not only one of the best equipped stores for his business but it is located in the centre of the city.

The annual excursion of the Ottawa Retail Grocers' Association will not be held until Civic Holiday. The committee may decide upon a trip up the Rideau lakes or a picnic to Carleton Place.

J. C. Barrows, general merchant, of Blytheswood, died on Monday, the 15th ult., at Blytheswood and was buried at Olinda on Wednesday afternoon, the Forsters, of which order he was a member, having charge of the services. Deceased was about 40 years of age, and formerly kept a store at Olinda for years. He leaves a wife and some children.

The town of Wiarion has passed a by-law awarding The Wiarion Beet Sugar Co. a loan of \$25,000 to ward off present difficulties.

Marvin Veale, for some years a popular clerk in the grocery department of the Empire Store, Woodstock, has secured a position in the carpet department of The R. Simpson Co., Toronto.

QUEBEC.

For the first time in four years sugar has again been imported to Montreal from Demerara.

The many friends of Louis Mercier, the well-known grocer of St. Paul street, Quebec, and brother of Delphis and Napoleon Mercier, will regret to learn of his death, which took place on the 21st inst at his residence, Laval street, after a prolonged illness. Deceased was well known and esteemed in commercial circles for his integrity of character and genial disposition.

BRITISH COLUMBIA.

The British Columbia Fruit Growers' Association have made special arrangements whereby freight and express rates have been reduced on fruit shipped through the association.

The Fraser river and Northern British Columbia canneries are organizing an association to handle the 1903 salmon pack and regulate the output and price of fish. A similar organization has been formed for the past two or three seasons, and by its aid the canners have been able to so regulate the market supply as to enable a fair price to be maintained and prevent any unnecessary cutting. The association will regulate the selling in the United Kingdom and Australia, and, while not including all the British Columbia canneries, will represent a large majority of those actively interested in the fishing.

CHIAFF.

Two years ago a Polander out on Nubbin Ridge swallowed a grain of wheat. Last week he was attacked by a fit of coughing and coughed up a 50 pound sack of flour and 100 pounds of bran. Truth is mighty and will prevail.—Hartford Day Spring.

"Specialism is the order of the day."

The tendency to learn to do one thing "well" is growing more and more in favor. Our specialty is "SALADA" Ceylon Tea. We profess to "know" Tea, and all the ins and outs of its growth and manufacture. We are admitted on all sides to be authorities in this connection.

We have never tried to master any other business, as, if we knew more about other subjects, we might know less about this, and we can't afford not to know all that is possible to be learned about our life-study, TEA.

The success that we have made of "SALADA" speaks volumes for our scholarship. The sale of "SALADA" Natural Ceylon Green is making new records weekly in competition with Japans. Samples and terms on application.

Address, "SALADA," Toronto or Montreal.



WHOLESALE WAREHOUSES AT

32 YONGE STREET, TORONTO.
218 HOUSE BUILDING, PITTSBURG.
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83 SHELBY STREET, DETROIT.
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HUDSON AND DUANE STS., NEW YORK.
444 ST. CLAIR STREET, CLEVELAND.

ALSO FOR SALE BY

V. J. BROWN & SONS, BALTIMORE.
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ELDRIDGE, ALDRICHS & CO., PROV.
CHAPIN & ADAMS, BOSTON.



HORSE SHOE BRAND OF SALMON

For over twenty years this has been the leading Brand on the Canadian Market. The greatest care is taken to pack "Freshly Caught Salmon;" the latest Improved Machinery is used and every attention paid to Cleanliness. Quality is unexcelled, every tin being guaranteed.

For sale by all leading Grocers throughout the Dominion.



Women won't trust their dainty blouses to laundries. They'll have them done at home, by the easiest and best method. Most of them know that

Celluloid Starch

Never Sticks Requires no Cooking.

It will give the best results with the least labor. Our advertising is impressing this fact on more women every day. Experience is proving it.

Can you supply the customers we send you with Celluloid Starch?

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 2, 1903.

GROCERIES.

THERE is little of additional interest to report since last issue. Trade continues to be of a satisfactory nature, and good business is still maintained in the season's goods. Trade on the streets has been somewhat slow, but there are indications of good trade moving in the near future. Canned goods continue to occupy attention and are moving freely with stocks considerably reduced and prices firming up. Coffee has not increased in attraction since our last, although Rios have been more active. Sugars are moving with decided activity, and some substantial orders have been coming to hand, attributable to the entry of the green fruit season; prices, however, remain at previous quotations. Spices are inactive and there is nothing of interest to report. Rice has been in good demand, and foreign reports generally denote activity with prices ruling firm. Tapioca is featureless and, whilst a better degree of interest has been indicated, there is no great sign of importance. Syrups and molasses, as usual at this season, are decidedly quiet and featureless. The home market in tea is not particularly satisfactory as to bulk of business in progress; there seems still a disposition to hold off the present markets. Indications from outside, however, are of decidedly firm prices, the statistical position clearly warranting greater firmness. Supplies that have come to hand in the various markets clearly point to the supply being considerably short of the steadily increasing demand, and there are indications of second crops being much behind usual dates. Dried fruits are still in great activity. The reports from primal markets all point to great decrease in spot stocks, whilst prospects for new crops are most favorable. The determination in Greece to protect the currant output is again gaining prominent attention and there appears to be a movement to vote a measure for protection of price by the bank communities in addition to the existing retentive protective measure, which has already had the effect of firming the markets as regards currants.

CANNED GOODS.

Trade continues in good form as regards these goods and the demand, which has now been well maintained for so long

a time, is making itself felt in the materially reduced stocks. There has been an exceptional run on both canned and dried apples and at present prices are firming up. In corn stocks are much reduced and demand still continues good. Peas are practically out of stock and deliveries cannot be promised. The prices of new pack salmon have come to hand and stand at an advance over last year's opening of some 3c to 5c per doz. Sardines are still in steady demand and prices are well maintained. Canned meats are steady with prices firm. We quote:

Apples, 3s.....	0 80	0 90
" gallons.....	1 90	2 00
Asparagus.....	2 75	3 00
Beets.....	0 60	0 95
Blackberries, 2s.....	1 50	1 70
Beans, 2s.....	0 85	0 85
Corn, 2s.....	0 85	1 00
Cherries, red, pitted, 2s.....	2 00	2 10
" white.....	2 30	2 50
Peas, 2s.....	1 00	1 10
" extra sifted.....	1 25	1 30
Pears, 2s.....	1 00	1 50
" 3s.....	1 75	2 00
Pineapples, 1 1/2 s.....	1 50	1 60
" 2s.....	1 80	2 00
" 3s.....	2 25	2 40
Peaches, 2s.....	1 35	1 55
" 3s.....	2 25	2 50
Plums, green gages, 2s.....	0 85	1 00
" Damson, blue.....	0 85	1 00
Pumpkins, 3s.....	0 85	0 90
" gallon.....	2 65	2 65
Rhubarb.....	2 10	2 25
Raspberries, 2s.....	1 25	1 40
Strawberries, 2s.....	1 35	1 50
Succotash, 2s.....	0 85	1 00
Tomatoes, 3s.....	1 50	1 65
Lobster, tals.....	3 50	3 70
" 1-lb. flats.....	1 85	1 90
" 1-lb. flats.....	1 00	1 25
Mackerel.....	1 45	1 55
Salmon, sockeye, Fraser.....	1 35	1 40
" Northern.....	1 55	1 60
" Horseshoe.....	1 00	1 10
" Cohoes.....	0 95	1 00
Chums.....	0 13 1/2	0 14
Sardines, Albert, 1s.....	0 19	0 20
" 1s.....	0 19	0 14
" Sportsman 1s.....	0 23 1/2	0 23 1/2
" Portuguese 1s.....	0 08	0 10
" P. & C. 1s.....	0 25	0 27
" P. & C. 1s.....	0 35	0 38
" Domestic 1s.....	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	0 35	1 00
Kipper herrings, domestic.....	0 90	1 00
" imported.....	1 45	1 55
Herrings in tomato sauce, domestic.....	1 00	1 10
" imported.....	1 45	1 55

CANNED MEATS.

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

COFFEES.

The home trade in coffee has been somewhat slow. In Rios there has been a little movement, but generally business is featureless with no quotable change. The N.Y. market reports denote increased activity in Brazil grades with prices stiffening. In the milder grades, busi-

ness dull with prices without change. We quote:

	Per lb.
Green Rios, No. 7.....	0 07
" No. 6.....	0 07 1/2
" No. 5.....	0 08
" No. 4.....	0 08 1/2
" No. 3.....	0 09 1/2
Mocha.....	0 23
Old Government Java.....	0 22
Santos.....	0 09 1/2
Plantation Ceylon.....	0 26
Porto Rico.....	0 22
Guatemala.....	0 22
Jamaica.....	0 15
Maracaibo.....	0 13

SUGAR.

The markets have developed some weakness since our last and there have been sales of raw sugar at 1-32 decline, or say 1 1/2 c. and f., N.Y., for 96 test centrifugals, equal to 3 9-16 duty paid. The decline for refined continues and buyers are disposed to accept all offerings on the new basis. Offerings, however, are light and transactions small, with holders showing a desire to store their stocks rather than let them go on current basis. With an improved demand for refined sugars the market for raws should be steady and a healthier tone will result. For the week ending June 21 receipts were again less than meltings—about 35,257 tons, against meltings of 36,000 tons, and total stocks in refiners' and importers' hands of 321,028 tons. The Cuban campaign may be considered virtually closed as 10 more central factories have finished operations and there are now only 4 grinding. European markets are reported again lower with 88 per cent. beet quoted 7s 8 1/2d, thus establishing a decline of 2 1/4 for the week. Weather reports of late have been favorable to the young plants and crop prospects seem satisfactory. These conditions in conjunction with the lack of improvement in the statistical position have forced speculators to realize. There is no change in the refined situation in either U.S. or Canada and new business is reported light, while deliveries on existing contracts are fair, the demand being sufficient to keep pace with the production. There are no indications for the immediate future and it would seem as if purchases for requirements were safe. The report referred to in our last issue as to the sale of surplus stocks of three refineries to one buyer is still lacking immediate confirmation. It is, however, believed in some quarters that news of the completion of the purchase may be expected at any moment. We quote:

Paris lumps, in 50-lb. boxes.....	4 78
" in 100-lb. ".....	4 68
" "Domino" brand, 50-lb. boxes.....	4 73
" 100 ".....	4 63
St. Lawrence granulated.....	4 13
Redpath's granulated.....	4 13
Acadia granulated.....	4 08

The Canadian Grocer

Maple Leaf granulated (Berlin)	4 13
Maple Leaf No. 2	4 03
Crystal granulated (Wallaceburg)	4 13
Beaver	3 98
Imperial	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2	3 58
No. 1	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

The home trade in spices continues featureless. Demand has been of a very ordinary nature, with prices ruling firm at previous quotations. The N.Y. market reports trade as slow and inactive with prices ruling firm throughout. Both stocks and offerings are reported light. We quote:

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

RICE AND TAPIOCA.

There continues to be good interest shown in rice and previous quotations continue to rule firm. Foreign reports denote brisk trade throughout in rice. Dealers' stocks are short and offerings are consequently small and prices well maintained. Tapioca is not occupying a deal of attention, but moderate trade is doing and prices are ruling firm. We quote:

Rice, stand. B.	Per lb. 0 03	0 03	Sago	0 03	0 04
Patna	0 05	0 05	Tapioca	0 03	0 03
Japan	0 05	0 05			

SYRUPS AND MOLASSES.

Trade has fallen somewhat flat in these lines, very little interest being taken. Previous quotations, however, continue to rule fairly firm. Foreign markets report but small offerings, with good undertone and prices firm. We quote:

Syrups		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02
kegs		0 02
3 gal. pails, each		1 30
2 gal.		0 90
2-lb. tins (in 2 doz. case) per case		1 90
5-lb. (in 1 ")		2 35
10-lb. (in 1 ")		2 25
20-lb. (in 1 ")		2 10
Molasses		
New Orleans, medium	0 22	0 30
open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts.		0 27
1 gal. cans	0 95	1 00
5 gal. cans, per gal.		1 00
Barrels, per gal.		0 75
5 gal. Imp. brand, per can		4 50
1 gal.		5 10
1 gal.		5 60
Qts.		6 00

TEAS.

The home trade in tea is not of that activity expected at the present time; there seems little disposition on buyers' part to increase stocks on present market prospects. Statistics, however, continue to confirm the strong position which has been held for some length of time now and there are no immediate indications of any weakening. Prices continue to firm up, and teas for price also continue scarce. In Indian teas the reports denote great shortage of the initial out put and prices realized at Calcutta are well in advance of last year's openings. The London market reports are of an upward tendency in all fine and finest grades, all teas showing any degree of quality being readily competed for, while the lower grades had more of a weakening tendency. In Ceylon teas the demand was well maintained. It is of interest to note that the estimate of ship-

THE MARKETS

ment from Colombo for the month of June will be some two million pounds less than the same time last year. The present average of price on the London market is quite 4c in advance of a year ago. The reports of Japan teas are of considerably shorter crops and it is expected the second crop pickings will not reach the markets until a much later date than usual owing to the first pickings having been more drastic than is usually the case. Prices of Japanese showing any character are also well up to quotations. 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 26	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gumpowder, cases, extra first	0 42	0 50
	half-chests, ordinary firsts	0 22	0 28
	Young Hyson, ases, 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 16	0 18
	thirds	0 15	0 15
	common	0 15	0 15
Pingsueys	Young Hyson, 1/2-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half-boxes, firsts	0 28	0 32
Japan	1/2-chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	0 20
	Common	0 19	0 19

FOREIGN DRIED FRUITS.

The demand in these goods continues well sustained and stocks have been consequently well drained with the result that prices remain firm at quotations. Foreign market reports denote great firmness in the currant markets; the voting of a measure by the Greek Chamber enabling the banking companies to fix a minimum below which no one will be allowed to effect sales has had a strengthening result on the markets. Coming as it does as an addition to the already existing retention law, it is looked to as still further strengthening the statistical problem. Weather reports are still favorable and prospects are still good for heavy crop of Mediterranean goods. We quote:

CURRENTS.

Fine Filiatras	Per lb. 0 05	up	Vostizzas	0 07	0 08
Patras	0 06	0 06			

RAISINS.

Valencia, fine off-stalk	Per lb. 0 07	0 08
selected	0 05	0 09
selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz.	0 08	0 09
1-lb. boxes	0 10	0 11
unseeded, 2-crown	0 08	0 07
3-crown	0 08	0 08
4-crown	0 09	0 10

DATES.

Hallowees	Per lb. 0 04	0 05	Fards	0 07	0 08
Sairs	0 03	0 04			

PRUNES.

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

CANDIED PEELS.

Lemon	Per lb. 0 10	0 12	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

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

APRICOTS.

Californian evaporated	Per lb. 0 08	0 12
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PEACHES.

Californian evaporated	Per lb. 0 08	0 12
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COUNTRY PRODUCE.

EGGS.—Since our last issue the egg market has been firm at 15½ to 16c per doz., but at present is again easier. The receipts during the last few days have been very liberal, and the market is only kept from a further weakening by the good demand which is anticipated during the latter part of the week, on account of the Home Comers' Festival. The packers have about finished operations for this season. On account of the unusually high prices which have ruled throughout the packing season, packers have taken more risks than usual in laying by eggs. We quote:

Fresh laid eggs, per doz.	0 15
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HONEY.—There is no change on this market since last issue. The demand is rather limited. Prices remain firm at last week's quotations. We quote:

Extracted clover, per lb.	0 08	0 09
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WHITE BEANS.—As may be expected, there is very little doing on this market at present. Quotations remain unchanged. We quote:

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

DRIED APPLES.—There is very little, if anything, doing on this market at present. Fresh fruit has usurped the demand. Prices remain unchanged. We quote:

Apples, dried, per lb.	0 03	0 03
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POULTRY.—This market is slightly easier this week. Spring chickens are in good demand, and receipts have been a little larger this week. We quote:

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

POTATOES.—The situation on this market is much the same as last week. Prices of new potatoes hold about the same. Old stock is scarce, and is very firm at \$1.25 to \$1.35 per bag. Receipts of American stock have been fairly liberal and the demand for those potatoes is increasing. New Canadian potatoes will soon be on the market now. We quote:

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

BUTTER AND CHEESE.— See dairy produce and provisions.

GREEN FRUITS.

Activity marks the green fruit market this week. During the early part of the week there was a good demand in nearly all lines, and a very good demand in a few lines such as berries, cherries, etc. Arrivals of strawberries have been very liberal during the week, and they are slightly easier than last week. Pineapples have dropped a little since our last issue, being now quoted 25c to 50c lower. There has been a very good demand for lemons and limes for July 1 trade. Cherries, both Californian and Canadian, have been arriving in large quantities, and there is a drop in quotations of Californian, but not of Canadian fruit. Californians are now 75c to \$1 easier, but Canadian holds firm at \$1 to \$1.25 per basket. There is a good demand in the market for both kinds. Gooseberries are also somewhat easier than last week, being now quoted 10c to 25c lower. The demand for them is increasing. The receipts of Californian apricots, peaches and plums have been more liberal this week, and there has been a consequent drop in prices: apricots

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup

Dealers in...

Fraser River Canned Salmon
British Columbia Herrings

IN SEASON, CAN SUPPLY YOU WITH FINEST
FISH, ALL KINDS.

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

Consignments solicited.

Prompt returns.

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BUTTER

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EGGS

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... Limited.

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BUTTER and EGGS

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MANITOBA and LOWER PROVINCES.

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Wholesale Produce Merchants.

TORONTO.

The

DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets,

TORONTO

SPECIAL VALUES

In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

cots are now 50c to 75c per crate lower ;
peaches are 75c to \$1 per box cheaper ;
and plums are 25c per box easier. The
demand for watermelons is increasing but
the price still holds firm. Cantelopes are
\$1 per crate easier this week. Canadian
raspberries are now on the market and
are quoted 14c and 15c per quart. We
quote :

Mediterranean sweet oranges	3 50	3 75
Sorrento oranges	3 25	4 00
Valencias 420's, small	6 00	6 00
Pineapples, per crate	3 00	3 25
Grape fruit, per box	1 35	1 75
Bananas, per bunch for ordinary	1 75	2 50
large bunches	2 50	3 50
Messina lemons, per box	1 25	1 25
Limes, per crate (8 doz.)	0 05	0 06
Canadian strawberries, per qt.	0 14	0 15
Raspberries, Canadian, per qt.	1 75	2 00
Tomatoes, per crate (4 baskets)	2 50	2 50
Canadian apples, in bbls.	3 50	3 50
Cocoanuts, per sack	1 00	1 50
Californian cherries, per box	1 40	1 25
Canadian cherries, per basket	0 40	0 50
Gooseberries, "	2 50	2 75
Wax beans, in hampers	1 80	1 80
Red Astrachan apples, per basket	2 00	2 00
California apricots, per crate	1 50	1 50
peaches, per box	2 00	2 50
plums, "	0 30	0 35
Watermelons, each	3 00	3 00
Cantelopes (musk melons), per crate		

VEGETABLES.

The green vegetable market continues
very lively. There is no change in prices
since our last issue. There is very little
demand, however, for rhubarb. Radishes
have a very good sale. Mushrooms
are scarce. The cabbage market is very
firm. We quote :

Cabbage, per doz	0 50	1 00
Cabbage, per case	3 25	3 50
Green peas, per basket	0 50	0 60
New potatoes, American, per bbl.	5 00	5 00
Cucumbers, Baltimore stock, per basket	1 75	1 75
Canadian, per doz	0 75	0 75
Bermuda onions, per case	1 50	1 50
Egyptian onions, per 100-lb. sacks	3 00	3 00
Lettuce, per doz bunches	0 25	0 40
Carriage lettuce, per doz. bunches	0 40	0 40
Butter beans, per peck	1 75	1 75
Green peas, per bush	1 25	1 25
Asparagus, per doz. bunches	0 90	1 00
Fresh onions, per doz. bunches	0 15	0 15
Rhubarb	0 20	0 20
Radishes, per doz. bunches	0 20	0 20
Mushrooms, per lb.	0 75	0 75
Mint, per doz. bunches	0 15	0 20
Parsley	0 20	0 20
Spinach, per bush	0 30	0 30
Potatoes, "	1 30	1 35
New beets, per doz.	0 30	0 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Wheat still continues very
firm, firmer than last week. However,
there is not much doing on the market.
Other quotations are also firm. We
quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 88	0 88
" " Northern "	0 87	0 87
Red, per bushel, on track Toronto	0 77	0 78
White " " " "	0 77	0 78
Barley " " " "	0 45	0 46
Oats " " " "	0 34	0 35
Peas " " " "	0 68	0 68
Buckwheat " " " "	0 40	0 40
Rye, per bushel, " " " "	0 55	0 55

FLOUR.—Last week the price of flour
was relatively 15c per pound lower than
wheat. The dealers had not raised prices
because they were uncertain as to whether
the firmness of the wheat market
would be permanent or only temporary.
The wheat market has continued firm, it
being indeed considerably firmer than last
week, and the dealers have raised prices
on flour 10c per barrel all round. Since
doing so, however, the market has an
easier feeling, and prices may again drop
before long. We quote :

Ontario patents, per bbl.	3 50	3 75
Hungarian patents " "	4 30	4 40
Manitoba bakers' " "	3 95	4 10
Straight roller, " "	3 45	4 50

BREAKFAST FOODS.—There is no
change on this market this week. The
demand continues fairly good. Prices

The
Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

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Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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Wholesale Commission Merchant
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Correspondence and Agencies Solicited.

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Represent some of the leading houses in

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—WINNIPEG—

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business centre of Winnipeg (4 doors
east of Post Office.

Our travellers cover from Rat
Portage to Pacific Coast.

HAVE YOU ANYTHING TO SELL ?

THE MARKETS

The Canadian Grocer

"	"	Cochin	0 19	0 20
"	"	Jamaica	0 18	0 20
"	"	Afghan	0 13	0 14

RICE AND TAPIOCA.

This line continues strong, but business is quiet. Prices are unchanged as follows:

B rice, in bags	3 15
" 1-bags	3 20
" 1-bags	2 25
" pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
" 1-bags	3 10
" 1-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 50
" " in 1-bags	4 62 1/2
" " in 1-bags	4 75

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

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87 1/2		
Indian Bright	3 50		
Java Caroline	3 50		
Lastre	3 75		
Snow Japan	4 87 1/2		
Japan Ice Drips	5 25		
Tapioca, medium pearl	0 02 1/2	0 03	
" seed pearl	0 03	0 03 1/2	
" flake	0 04 1/2	0 05	

CANNED GOODS.

In regard to new pack salmon for future delivery the opening prices for the season 1903 for Montreal have not been named yet, but in spite of this fact a fair number of orders have been booked by local agents for local and western account, subject to the opening figures. The demand has been principally for such well-known brands as "Rivers Inlet," "Horseshoe," and "Clover Leaf," sales of the latter to date being more than that of the whole of last season. We quote:

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

FOREIGN DRIED FRUITS.

The market for raisins is very quiet though they are offered at very reasonable prices. Layers, which comprise the bulk of the supplies, are offering at 7c. Currants are firmly held. There has been some demand on spot for new crop figs, and a fair amount of business is reported for future delivery. The market for natural figs has opened up strong, with prices 2s. higher than those of a year ago. Reports to hand state that the general quality of the crop will be superior to that of last year. The present estimates on the 1903 crop of Smyrna figs give a total of about 65,000 camel loads. The crop last year was 59,000 camel loads. According to a London advice, quotations for new dates for first tide arrival are given as 8s. 9d. to 12s. 6d. for Sairs, Khadrawees and Hallowees. Mail advices from Malaga, Spain, referring to the coming crop of almonds, state that prospects favor a normal crop of Jordans, the first since the season of

1899. The estimates give a probable output of 100,000 boxes. We quote:

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

SULTANA RAISINS.	
Sultana raisins, per lb.	0 09 0 12
VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 07 0 07 1/2
Selected, per lb.	0 07 1/2 0 08
Layers	0 08 0 08 1/2

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

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

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

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

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

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

NUTS.

There is nothing new to report in this line except that cable advices on pecans and brazils continue firm. We quote:

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

GREEN FRUITS.

There had been a good week's business transacted in all lines of green fruits and prices all round are steadily held. We quote:

California navel oranges	5 00
" fancy 112 and 126s.	5 50
" " 150 to 216s.	3 85
Valencia oranges, 714s.	5 50
" " 420s.	5 25
" " 420s, Jumbo	6 50
Sorrento " 300s, compartment cases.	3 25
" " 300s, ordinary boxes.	3 00
" " 200s, large boxes.	3 25
" " 160s.	3 50
" " 180s, 1 boxes	2 00
" " 216s, 1 boxes	2 15
" " 100s, 1 boxes	1 85
Messina " plain, 100s.	1 80
" " ovals, 80s.	2 25
Maori seedless lemons, 300s, extra fancy.	3 75
Messina lemons 300s, fancy	3 00
" " 360s, fancy	2 50
" " 300s, choice	2 75
" " 360s, choice	2 25
New Californian lemons	3 25
Cocoanuts, per bag of 100	2 25
Bananas, per bunch	4 00
Canadian apples, in bbls.	5 00
Malaga grapes, per keg	5 50
Almeria grapes, fancy heavy weights, per keg	6 50
" " choice	6 25
" " ordinary, per keg	5 75
Cranberries, Cape Cod, per bbl.	15 00
" Nova Scotia	12 50
Pineapples, per case	3 00
Tangerines, 1-boxes	3 50
Jamaica grape fruit	3 75
Californian grape fruit	3 75
Strawberries, per box	0 07
Canadian cherries, per basket	0 75

VEGETABLES.

There was a good turnover of vegetables this week and prices remain steady as last quoted. We quote:

New cabbage, in crates	3 25
Sweet potatoes, per bbl.	5 50
" " per basket, about 50 lb.	1 10

CALIFORNIA PEACHES, PLUMS, APRICOTS, CHERRIES

Our first car for season arrived this week. We are headquarters for these goods AND SOLICIT YOUR ORDERS.

FRESH ARRIVALS this week of **Bananas, Tomatoes, Cabbage, New Potatoes, etc**

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,

Phones { Main 4106
Main 4107 **TORONTO**

We are buyers of Butter and Eggs at market prices.

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

if you use



PEACHBLUFF FARM

High-Class Fruits

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

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

Strawberries

**TOMATOES PINEAPPLES
CUCUMBERS CABBAGE
ORANGES LEMONS
BANANAS**

Let us hear from you with an order.

HUSBAND Bros. & Co.

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

Send Us Your Fruit Orders.

Our Fruit is the best we can buy, and our facilities for handling are unexcelled.
See Weekly Price List. Yours for the Asking

McWilliam & Everist
DOMESTIC FOREIGN
FRUIT and VEGETABLES.

Telephone Main 645, Office
" 3394, Warehouse **...TORONTO**

The Canadian Grocer

Spanish onions, per crate	0 40
per case	1 25
Yellow and red onions, per bbl.	1 25
Cucumbers, per basket	4 25
Asparagus, per doz bunch	5 00
Boston lettuce, per doz	0 90
Tomatoes, 6 baskets to the rate	3 25
Spinach, per bbl.	2 75
New potatoes, per bbl.	5 00
Radishes, per doz	0 40 0 60

FISH

A good trade for the season is noted in Gaspé salmon, and a fair quantity of halibut, dore and whitefish are also moving at steady prices. We quote:

Haddies	0 06 0 07
Smoked herring, per box	0 15
Fresh haddock and cod, per lb.	0 04
Dore, per lb.	0 08
Pike	0 06
Halibut, per lb.	0 09
R.C. Salmon, per lb.	0 15
Gaspé, per lb.	0 12
Salmon trout, per lb.	0 08
Brook trout, per lb.	0 18
White trout, per lb.	0 08
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, per keg	0 95
Holland herring, per keg	0 70 0 80
No. 1 green codfish, per bbl.	5 00
No. 1 large green codfish, per bbl.	5 50
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40 lb. boxes	0 05
Dried codfish, per 100-lb. bundles	4 50
Alaska salmon, per bbl.	14 00
Standard bulk oysters, per gal.	1 40
Marshall's kippered herring, per doz.	1 45
Canadian kippered, per doz.	0 90
Canadian sardines, per 100	3 50 3 75
Canned oysters, No. 1 size, per doz.	1 31
Canned oysters, No. 2 size, per doz.	2 25

COUNTRY PRODUCE.

EGGS.—These continue firm with a good trade doing as last quoted:

No. 1 stock	0 13 0 12
No. 2 "	0 11 0 12

POTATOES.—Large supplies of inferior stock are a weight upon the market. We quote:

Choice stock, per bag	1 30 1 35
Ordinary, per bag	0 90 1 00

BEANS.—Hold steady as last quoted:

Primes, in small lots	1 10 1 10
Primes, in carlots	1 75 1 80

HONEY.—Rules dull, but unchanged. We quote:

White clover, in comb	0 12 0 13
strained, in 60 to 70 lb. tins	0 08 0 09
Buckwheat comb per lb.	0 08 0 09
strained	0 07 0 07

HOPS.—Quiet and steady as last quoted:

Choice No. 1	0 21 0 22
Fair to good	0 17 0 19
Yearlings	0 10 0 12

MAPLE PRODUCTS.—A small trade is doing in a jobbing way. We quote:

New syrup, in wood, per lb.	0 05 0 06
New syrup, in large tins	0 70 0 75
New syrup, in small tins	0 50 0 60
New sugar, per lb.	0 08 0 10

ASHES.—Rule steady, but dull. We quote:

First pots	5 00
Seconds	4 50
Pearls, per 100 lb.	6 25

HIDES.—Continue irregular owing to competition between buyers. We quote:

No. 1 beef hides	0 08 0 09
No. 2 "	0 07 0 08
No. 3 "	0 06 0 07
No. 1 buff sheepskins	0 75 0 77
Lambskins	0 25 0 30
No. 1 calfskins	0 11
No. 2 "	0 09

FLOUR AND GRAIN.

FLOUR.—This market is firm and 5 to 10c. higher all round. We quote:

Choice Manitoba spring patents	4 20 4 40
Seconds	4 01 4 10
Strong bakers	3 50 3 60
Straight rollers	3 40 3 45
Winter wheat patents	3 85 4 00

GRAIN.—In fair request and firmly held. We quote:

THE MARKETS

Rye, ex store	0 58 0 58 1/2
Peas	0 72 0 73
Corn	0 54 0 54 1/2
Buckwheat	0 46 1/2 0 47
Barley	0 51 0 53
Oats	0 37 1/2

FEED.—Continues steady in tone but demand has fallen off. We quote:

Manitoba bran, in bags	19 00 20 00
shorts	21 00
Ontario bran, in bulk	19 00
shorts	21 00
Mouillie, as to quality	22 00 28 00

RAW FURS.

The June fur sales were characterized by unchanged prices as a rule, though in some furs there was a decline. In only three kinds was there an advance. These were: winter muskrat, which was 10 per cent. higher than in January; fall and small muskrat, which were 20 per cent. higher than in January; and American opossum, 20 per cent. higher than in last March. All foxes were the same as in March; otter and lynx were 10 per cent. lower, and mink 5 per cent. lower. Marten, Russian sable and fisher were unchanged from January prices. Black, grizzly, grizzly Russian and white bear were 10 per cent. lower than last March, and brown bear was 20 per cent. lower. Other furs were as follows: Wolf, 15 per cent. lower than in March; wolverine, 10 per cent. lower; real and bastard chinchilla, both the same as in March; raccoon, the same as in March; black muskrat, the same as in January; spring muskrat, 5 per cent. lower than in March; civet cat, 10 per cent. lower; wildcat and house cat, the same as in March; badger, ermine, hair seal (dry), Australian opossum, kangaroo and wallaby, all the same as last March; wombat, 15 per cent. lower, and Cape Horn salted fur seal, 15 per cent. lower than in March. A number of prices are being paid on the local market for furs, according to the requirements of the buyer, but the prices given below are about the average. The market is dull, there being so many furs out of season now. We quote:

	Large	Medi'm	Small	Kitts	Fall Beaver	Cubs	Yearling
BEAVER Labrador and choice Eastern	\$6.00	\$5.00	\$2.75	\$1-1.50			
Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	4	Cubs. Yearling
Brown	12.00	7.00	5.00				\$2.00 to \$8.00
BADGER Of all sections	50	25	10	05			1.00 to 5.00
FISHER Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	4	
Territory and Western	6.50	5.00	3.50	2.00	1.00	50	
FOX Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.30		
Territory and Western	4.00	2.75	1.40	.50	.20		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	4	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
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 to 2.50	1.00	.25	
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		
MINK Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
Territory and Western	1.50-2.00	1.50	1.00	.75	.25	.15-25	
MUSKRAT Eastern, best large	25-28	10 to 13	8 to 10	2 to 5			
Territory and Western	20c.	5 to 10	.07	2 to 4			
OTTER Labrador and far North-Eastern	8.10	7.00-10	10.00-12	2.50-5	2 to 4.00		Cubs \$1.00 to \$2.00
Territory and Western	4.01	4.50	3.50 to 5	2.25	.50	.25 to .50	
RACCOON							
Large	25-1.25	60-75	33-50	.25	.15		
Small	2.25	2.00	1.00	.50	.25		
SKUNK							
Black Sh'rt St Long St White	75-1.25	.75	40-50	.05-15			
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.						

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 26.

THE wholesale trade here has not yet received quotations on futures in eastern canned vegetables. Not only that, but they have asked for them, and have been given no information. One wholesale dealer says that he has been forced to place his orders without a price at all. It is a case of having the goods whatever the price, and when the price is fixed later on he will then get the benefit of the going figure. The same dealer says that his Yukon and northern customers have asked him for prices, and he has been compelled to say that the goods would go forward, but the price will have to remain for a later day.

The new crop peas are usually in the market here in the early part of August, but tomatoes and other lines are later, so that it is taking long chances to get the new season goods forward to the north before the close of navigation.

Tea is arriving at this port in very heavy quantities just now. During the past five days there has been received by two of the C.P.R. steamers from the Orient, the Athenian on Friday, and the Empress of China on Tuesday, the enormous quantity of 25,780 packages. This is perhaps as great a quantity of this commodity as ever has been received in the same length of time. Much of it is, of course, at once shipped overland, some being in bond for United States and European destinations.

In addition to 11,332 packages of tea, the Athenian had 3,355 sacks of rice and 3,356 packages of general merchandise, principally goods for the Chinese merchants here. Three cars of silk and silk goods were also included in the cargo. The Empress of China had 14,448 packages of tea, 11,849 sacks of rice, beans, etc., and 5,066 packages of general merchandise.

The question of making radical changes in the present laws regarding the registering of chattel mortgages on stocks of retail merchants has been brought forcibly to the attention of all the trade for still another time. Recently the Otto Grocery Co. opened in a very good stand on Hastings street, and it was reported by the mercantile agencies that the new firm had ample capital for carrying on a grocery and provision business. It was not many weeks, however, until the different houses began to feel that their confidence was misplaced. The first accounts were not paid when due and the firm appeared to be in straitened circumstances. In that case the creditors undertook to force matters. One and another threatened proceedings or actually did issue writs, but nothing definite was done by all acting together, until one was found to have a chattel mortgage. Then the other began to get busy. The record of Mr. Otto was hunted up and he was traced back to Montreal, where he had been in business, he said. The place and number of the street where he said he used to be was looked up, but no one of that name had ever been in business there. Now there is talk of legal proceedings being taken. The rumor now has it that actions for criminal offence will be taken at an early date by some of the creditors.

In general groceries, matters are not moving rapidly. The price of canned goods remains the same. Canned peas are still out of the market. Other lines are not in very plentiful supply. Of course, the market where they originate—California—must be a veritable Klondike for the producers under present conditions. Dried fruits tend to advance, though no actual increase in quotations can be noted.

In dairy produce, the supplies from Manitoba and the Northwest Territories are somewhat more liberal. Prices are quoted for Manitoba creamery 22c. dairy 18c, local creamery, 22c., local dairy, 18 to 20c; eggs, Manitoba, 20c. to 21c., and rather scarce; cheese, Manitoba, 14¼c. to 15c., Eastern, 15½c. Recent advances east have strengthened the market here.

In fruits a sensational advance in lemons to \$5.50 and \$6 per case is noted, though the California quotation would hardly seem to warrant such a strong lead. Oranges are confined to late Valencias, the St. Michaels not coming forward to this market for some reason, possibly the western middle States are a better field for shipping these. Other fruits are plentiful. Quotations are: Strawberries, all local, \$1.20 to \$1.50; cherries, \$1.50 to \$1.65; plums, clymans, \$1.50; peaches, \$1.50, clingstones of the Alexandria variety, and coming in freely; new apples, \$2.25 to \$2.50, California red astrakhans. Tomatoes, Mexican and Mississippi, \$2.50 per case.

NOVA SCOTIA MARKETS.

Halifax, June 29, 1903.

THE volume of business done in the wholesale grocery line for last week was not large, but fully up to the average expected at this season. The market may be called dull just now, but

the prospects are good for better business during the balance of the summer. The general conditions throughout the country denote that a more hopeful business feeling prevails. The early drought of 50 days, then the forest fires, which prevailed generally and did vast damage, and latterly, the cold backward season, had a depressing effect, when taken in connection with monetary conditions already referred to. But this has somewhat abated. It now seems that the hay crops will be light; the fruit crops not more than an average, but with continued fine weather, other crops should be good. The conditions, as they are, have been accepted, and are being prepared for, and the way is thus paved for better business conditions. Monetary conditions, too, have somewhat improved.

* * *

There are no special changes in the market prices for staple groceries except that there is a firmer tone, as noted last week, in the higher grades of flour. Feeds are also firm. Sugar and molasses remain unchanged. Canned goods are all firm and hard to get. In the provision markets butter is easier and is quoted 1c. lower all round. Eggs are firm and higher than usual at this season. Hay has advanced, and good quality is selling \$1 to \$2 higher than a month ago. Oats are firm. Beef and the various meats are in good supply, and the markets also are kept well stocked with fresh fish. Cheese is coming on the market in small quantities and is quoted at 10½ to 11½c. P. E. Island cheese is selling in Charlottetown at 10½c.

* * *

There is considerable indignation here among the wholesale grocers on account of a combine which, it is alleged, has been made among some 40 of the principal canners in Ontario, under the name of The Canadian Canners' Association. The complaint is not so much that they have gone into a combine, which usually breeds bad results in higher prices, but that they issue the ultimatum that wholesalers must, in order to do business with them, sign a contract to buy canned goods nowhere else. This will prevent the wholesalers here from patronizing Nova Scotia canneries, which put up apples, blueberries and some other products. Nova Scotia has always depended on Ontario for canned corn, peas, tomatoes, and many of the fruits, and the action of the combine may eventually result in Nova Scotia packing these canned goods for our own market. It can be done, but in the meantime the wholesalers will have to give way to the demands of the combine.

* * *

The retail grocers have a number of objects in view, one of which will be the mutual exchange of ideas for the benefit of trade. They will meet monthly on the first Tuesday, and oftener if necessary. They also have a grievance against some of the wholesalers, who, they assert, make a general practice of selling direct to consumers, and, although this may be done in quantities, the retailers claim that the price should not be wholesale. To remedy this, they propose, if necessary, to form a buyers' association and to do their business otherwise than at present. No doubt this grievance may be settled amicably.

The barque Ich Dien arrived Saturday

morning, June 27, from Barbados, with 445 puncheons, 50 hogsheads and 52 barrels of molasses for James Fraser. The brig Sceptre arrived the same day from Trinidad with 242 puncheons, 62 tierces and 7 barrels of molasses for Geo. P. Mitchell & Sons Co., Limited.

The schooner Letty M. Hardy, from Barbados; the Hattie C. Luce, from Antigua, and the schooner Olindu, from Humacao, Porto Rico, arrived Sunday, all with molasses, but have not yet reported at the Custom House.

H.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng.

1. Inquiry is made for the addresses of Canadian shippers of box-shooks by a London firm in a position to place large orders.
2. A North of England correspondent has asked to be placed in communication with Canadian exporters of manufactured horse hair.
3. A London export merchant has requested to be referred to large flour millers in Canada who are interested in the South African market.
4. Application has been received for the names of the leading iron and steel manufacturers in the Dominion.
5. A Liverpool house wishing to obtain supplies of basswood broom handles, 50x1½, invites quotations from Canadian manufacturers.
6. A Manchester house desires to be placed in touch with Canadian producers of mica.
7. The proprietors of a chemical specialty for electrical batteries is prepared to appoint some Canadian firm connected with the electrical trade as agents.
8. The manufacturers of a patented wire strainer wish to arrange with some Canadian firm to manufacture and sell the tool in Canada.
9. A firm of Bordeaux wine shippers wishes to appoint an influential Canadian resident agent. First-class references required.
10. A firm manufacturing ventilating appliances of all kinds is prepared to appoint suitable Canadian resident agent.
11. An inquiry has been made for the names of Canadian wholesale firms wishing to import teas direct from India and Ceylon.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of THE CANADIAN GROCER.

BRANTFORD NOTES.

Ryerson Bros., of Brantford, have a shipment of water melons coming in from Florida early next week.

Bean & Westlake, biscuit and confectionery manufacturers of Woodstock, are making extensive additions to their factory, which their ever-increasing trade demands.

The D. Richards Soap Co., Limited, of Woodstock, report large orders coming in from the west, easily doubling those of last year.

THE CANADIAN GROCER

INADEQUATE STEAMBOAT SERVICE.

FOR some years fruit growers in Nova Scotia have been greatly handicapped and have sustained serious losses in their export trade with Great Britain on account of the inadequate steamboat service between Halifax and London.

Last year the Nova Scotia Fruit Growers' Association sent a delegation to Ottawa, which obtained the insertion of a clause in the contract with the Furness-Withy Company whereby steamships carrying fruit were required to make an average speed of 12 knots per hour, at which speed there would be a nine days' service between Halifax and London.

The Fruit Growers' Association claim that this clause in the contract was not fulfilled by the company, but that instead of being nine days on the way, the average time was over 12 days, and that the dates of sailing were changed and delayed to the great loss and inconvenience of the fruit shippers.

In view of this the association, at a recent meeting, passed a resolution by which the Department of Trade and Commerce is to be petitioned to withhold all subsidies remaining unpaid from previous contracts and refuse to enter into any contract for subsidizing the boats of the Furness-Withy Company until that company have arranged with the shippers for settlement of losses incurred in previous years on account of nonfulfilment of their contracts and their inefficient transportation service.

The association also recommend that the Government enter into no contract with any company unless that company guarantee their contract by sufficient security.

BEET SUGAR IN ALBERTA.

The contractors for The Knight Sugar Co.'s plant at Raymond, Alberta, are making good headway, says The Nor-west Farmer.

They have 150 men at work, and expect to have everything in readiness by the time the beets are matured.

The main buildings are of steel and brick. A great amount of very heavy machinery has been placed in position on a cement foundation. Everything about the factory is up-to-date. The boilers, of which there are six, were patented in November last. The capacity is to be 400 tons of beets per day, and the cost of the plant will be over half a million dollars.

There will be between 2,500 and 3,000 acres of beets grown in the district this

season, most of which was sown in good shape by the first of June. It is less than two years since the first sod was turned in the Raymond district, but last year there were 6,000 acres in crop, and there is now a population of 1,000. The town has an up-to-date flour mill and elevator, built and operated by The Knight Milling Co.

A CHANGE IN TOBACCO DUTIES.

The inland revenue authorities have determined to get after the stemmed foreign raw leaf tobacco which is being brought into Canada in yearly increasing quantities by combination factories. They think it is preferable to have the unstemmed leaf imported so that the process of getting it in shape for manufacture may be done in this country, and more work afforded for Canadians. A readjustment of the excise duties has accordingly been effected, under which those factories which use native and foreign leaf will have to pay higher rates if they insist upon having the stemmed article. Under the readjustment the excise duties on foreign raw leaf, in addition to the existing rates, will be as follows: Except when used for the manufacture of cigarettes, 20c. per lb. on unstemmed and on stemmed 28c. per lb. When taken for use in the manufacture of cigarettes, 37½c. per lb. on unstemmed and 53c. per lb. on stemmed. When taken for use in the manufacture of cigars, 16c. per lb. on unstemmed and 23c. per lb. on stemmed.

DRIED FRUIT IN LONDON.

The market for currants is at present showing considerable animation. Merchants, generally, show some disposition to advance prices and to add to their stocks to some extent by advantageous purchases of the lower grades of fruit on this market, in preference to buying in Greece, where the market is dearer than here, and after some considerable purchases the market closes 1s. to 1s. 6d. dearer. Dealers, although being only moderately stocked, are apparently not disposed to enlarge their operations to any extent unless inducements of quality or price are to be met with. This policy would appear to be wise as regards Provincial fruit, stocks of which are plentiful, and bearing in mind the fact that a very slight further advance will necessitate a corresponding increase in the lowest retail price. In slightly better fruit, however, of which the supplies are by no means excessive and values unusually attractive, an advance is neither improbable nor unjustifiable, and some anticipation of future re-

quirements is, perhaps, not inadvisable. Sultanas continue in fair demand, and rates are fully maintained. London stocks are very moderate and well assorted, and prices are at a very reasonable level as compared with the two past years. The prospects of the growing crop would, so far, on the best authorities, indicate a large and satisfactory yield. Valencias are steady. The trade for plums and evaporated fruits is quieter and, in some instances, where dealers have desired to unload stocks on the market, considerable reductions in value have been accepted.—Produce Markets Review, June 6.

E. D. Marceau has to arrive ex ss. Empress of China, now at Vancouver, 20 half chests Condor III Japan tea, which he offers at 37½c., and 25 half chests Condor V at 32½c. These teas are choicest May pickings and the finest for the money.

HALIFAX GROCERS ORGANIZE.

The retail grocers of Halifax have organized an association and elected Ald. W. H. Cawsey as president. The president of the association is the head of one of the largest retail stores in Halifax, and is one of its most pushing and enterprising merchants. Secretaries of the association will confer a favor by sending Mr. Cawsey copies of their constitution and by laws. The full list of officers as follows: W. H. Cawsey, president; R. N. McDonald, vice-pres.; G. A. Cook, recording secretary; C. E. Choate, financial secretary; J. L. Archibald, treasurer. Executive—W. J. Hopgood, W. E. Crowe, J. J. Skerry, I. Creighton, F. P. Campbell.

ARE OCCUPYING NEW WAREHOUSE.

Ryerson Bros., the wholesale fruit dealers of Brantford, who for over ten years were on Colborne street, have built and gone into a large warehouse on West street, opposite the G. T. R. station. It is a three-storey brick building, 90 x 40 feet, with ripening rooms for bananas in the cellar, with a capacity of carloads, and are fitting in cold storage on the first floor for berries and small fruits.

CREAM OF TARTAR ADVANCING.

"The Canadian Grocer" has been advised that there is a shortage in the supply of cream of tartar, and that prices may be expected to advance considerably.

ENGLAND.

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

TO START A BALKY HORSE.

ARIVAL for David Harum, at least as regards knowledge of horses, has been discovered by The Horse-shoers' Journal. This genius has a guaranteed cure for balky horses, which he claims, will start the horse, no matter how bad he is, let me tell you how to start him 99 times out of 100. Of course, it may fail one time out of a hundred. When a horse balks, no matter how badly he sulks or how ugly he is, do not beat him; don't throw sand in his ears; don't use a rope on his fore-legs, or even burn straw under him. Quietly go and pat him on the head a moment; take a hammer or even pick up a stone in the street; tell the driver to sit still; take his lines, hold them quietly, while you lift up either front foot; give each nail a light tap and a good smart tap on the frog; drop the foot quickly, and then chirp to him to go on. In 99 cases out of 100 the horse will go right on about his business, but the driver must keep his lines taut and not pull or jerk him back. If I have tried this once I have tried it 500 times, and every time I have suggested it people have laughed and even bet \$5 and bottles of wine that I could not do it. So far I have won every bet. This may make you smile, but a horse has more common sense than most people are willing to give him credit for. The secret of this little trick is simply diversion. I am a firm believer that with kindness and proper treatment a horse can be driven with a string."

If your delivery horse is inclined to balk try this on him.

MARKING OF APPLES.

By J. M. Steel, Clarksburg, Ont.

IAM surprised at some of the farmers' institutes wanting to go back to the old way of packing apples when the new way is a decided improvement. We want to improve and move forward instead of standing still, and this is a move in the right direction. The day has gone by when "any style of packing and any kind of an apple" will pass. When the country was young, and fruit not so plentiful, and the export trade had not assumed the large proportions it has at the present time, that way of doing may have been all right, but that day has gone and we are living in the 20th century with 20th century ideas. Competition in the world's markets has grown, and will grow, keener year by year under normal trade conditions, and the country that looks ahead and takes advantage of new ideas will be best off commercially and otherwise. Why is it that California (and even British Columbia I see is forging ahead) has the lion's share

of the Manitoba and Northwest markets? Simply by adopting the up-to-date ways of packing fruit that the consuming public appreciate and pay for. This should be one of the large outlets at the present time for our Ontario grown apples; but it is not, for the simple reason that, as mentioned by Mr. Bowron, (see CANADIAN GROCER of June 26) we are trying to educate the market to our ideas instead of trying to meet the ideas of the market. I maintain that there is not in the whole universe a better country for turning out fruit than this country of ours, but we are too slow to adopt modern ideas. No doubt there are many discouragements and frequently losses in changing from one idea to another, but the "keep-at-it" will succeed in the end.

I think the Government in passing the act has conferred a lasting benefit on the country, and the future will bear this out. It has fixed a standard that is fair and just to all, and if the sections that grow the inferior fruit will wake up and try to improve their quality they will soon come up to the standard. It is utterly impossible to vary the standard for different sections, just because their fruit may not be as good as some others.

The act is not made to militate against the farmers, but is for the benefit of all concerned in the trade. Some farmers are no better than they should be, and try to palm off inferior fruit. These are the ones who are the kickers, as it hits them the hardest. The straight-forward man is not afraid to stand by his name any time.

I think the act is plain enough for any common-sense man to understand, and he need have no fear if he makes his barrels in accordance therewith. I have handled apples from the farmers in a small way for over twenty years, but never with better satisfaction than since the act became law, as there is something to go by which is fair to all concerned. The public generally do not object to pay for what they call for, but they expect to get it as represented when they pay for it.

SICILIAN LEMON CROP.

The United States consul at Catania writes: "The summer lemon crop in this consular district promises well. The fruit is of very good quality, although, owing to the dry winter, dirty in appearance. The crop is about the same as last year; the amount for export is estimated at 140,000 boxes (300 in a box); prices, 10 to 12 lire (\$1.93 to \$2.23), according to quality. Freight rates to New York, per box, are 1s. 3d. (30.4 cents).

THE SITUATION IN CURRANTS.

Spot currants were reported a little firmer on Saturday, with fine Amalias quoted at 5c. inside. It is stated that the sellers offering at 4 7/8c. all the week have been either cleaned up or have withdrawn prices. Efforts to buy in several quarters among the smaller holders at 5c. to-day were fruitless. Cables from Greece quoted the market at 13s. per cwt. for prompt shipment, with the market held strongly. On new crop for August shipment up to 14s. per cwt. is quoted. The steamer Alberta is reported as having cleared from Greece with 1,000 tons of old crop and is made due here about the middle of July. It is believed that this cargo will be the last shipment of old crop of importance to this market. Regarding the new crop cable advices report unfavorable weather conditions, but with no damage sustained. The crop prospects at last mail advices favored a yield of about 160,000 tons. The unsold portion of the old crop still remaining in Greece is estimated at under 10,000 tons in some advices.—N. Y. Journal of Commerce, June 22.

The ammonia works of J. G. Harvey, Todmorden, have had a very busy season. The demand for dry household ammonia packed in cartons has exceeded his most sanguine expectations.

HOW TO FILL A PIPE.

How to fill a pipe properly is explained in an interesting booklet called "Points on Pipes, by a Connoisseur," which has been brought out by an English pipe house. "Put a small plug of tobacco right down into the bottom of the bowl, then add the remainder gradually, pressing lightly round the inside of the bowl, especially next the stem. This insures the tobacco burning evenly. It is better to undercharge than overcharge. Never refill a pipe until it has quite cooled down; it is a practice of regular smokers to have two pipes in use, so that they never have to recharge a pipe until it has had ample time to become perfectly cool. A new pipe should only be half-filled and the tobacco smoked slowly right out to the bottom. If necessary relight again and again, that the tobacco may be smoked right to the end and the bottom of the bowl charred. If the pipe is smoked thus, carefully, a few times until the whole of the interior of the bowl is well charred, there will be no danger of the pipe burning afterwards."

ONIONS.

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

SUGAR.—Sugar finds a good steady sale. While the market keeps firm there has been no further advance. Granulated has the bulk of the business. The low prices have caused yellows to take a very secondary place. There is very little foreign sugar here.

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

MOLASSES.—In this line stocks are light. More stock than ever before is coming via American ports. Porto Rico has the chief sale. Some good values are shown in New Orleans.

Barbadoes.....	0 36	0 38
Porto Rico.....	0 40	0 43
New Orleans.....	0 30	0 35

FISH.—Salmon continue to have the chief attention. Prices are firmly held. The catch here is light and the quantity shipped to Boston lighter than usual. More North Shore salmon is being used here than is the rule. Gasperaux and shad are about done. Halibut is not so freely received. In dry cod some new fish are offered at rather easier price. Pollock are dull. New pickled herring are offered but the sale is light. Smoked are still scarce. A few pickled shad are offered.

Haddies, per lb.....	0 05	0 06
Smoked herring, per lb.....	0 11	0 12
Fresh haddock and cod.....	0 02	0 02
Boneless fish.....	0 04	0 05
Puro cod.....	0 08	0 09
Pollock, per 100 lb.....	1 75	2 00
Pickled herring, per 1/2 bbl.....	2 00	2 20
Dry cod.....	3 00	3 70
Pickled shad, 1/2 bbl.....	5 00	6 00
Halibut.....	0 08	0 09
Fresh salmon.....	0 15	0 16

FLOUR, FEED AND MEAL.—In flour prices are quoted higher. In Manitobas there is quite a range in prices. Oatmeal is firm and sales are light. Package oatmeal cuts out the bulk business largely because so much of the bulk goods is poor. Cornmeal is firmer. Beans remain unchanged. Barley and peas show a light stock.

Manitoba flour.....	\$1 80	5 00
Best Ontario.....	4 10	4 15
Medium.....	3 95	4 00
Oatmeal.....	4 10	4 15
Cornmeal.....	2 56	2 75
Middlings, in small lots.....	24 00	26 00
Oats.....	0 40	0 44
Hand-picked beans.....	2 00	2 10
Prime.....	1 86	1 90
Yellow eye.....	2 80	3 00
Split peas.....	5 25	5 50
Barley.....	4 25	4 40
Hay.....	9 00	11 00
American timothy.....	2 00	2 50
Canadian.....	2 70	3 15
Red clover.....	0 11 1/2	0 15
Mammoth clover.....	0 15	0 15
Alsike.....	0 13	0 15

NOTES.

Messrs. Baird & Peters, packers of "Vin" tea have undertaken a most popular method of advertising. They have engaged one of the best bands to give evening open air concerts weekly, during the next three months, in different parts of the city.

Messrs. Copeland & Chatterson have opened a branch office here. Mr. Huyek, who has been their Maritime representative, and who is very popular, is in charge. It is one of the handsomest and best arranged offices in the city.

The Maritime Spice & Coffee Co. have found it necessary to increase their premises very largely.

Messrs. T. Collins & Co. received this week a shipment of New Orleans molasses. They offer two grades.

It does not matter

WHEN you buy Canned Meats, or HOW and WHERE you buy; but, WHEN you buy Clark's you get absolute satisfaction,

60 VARIETIES TO CHOOSE FROM.



Delicious, Healthful The Ideal Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

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



Trade Mark

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

PHONE MAIN 1975.

EPPS'S GRATEFUL. COMFORTING.

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS. **COCOA**

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

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

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

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught. **J. Frith Jeffers, M.A., Principal.**

Window and Interior Displays

Timely Hints
and Suggestions.

IT HAS become a recognized fact in almost every merchant's mind, that to a great extent the success of his business depends upon the use he makes of his windows. He realizes that a well-arranged window means increased sales, both through the advertising it gives him and through the attractive way in which a certain article is displayed.

That he may not sell much of the article displayed is by no means any proof that that window was a failure.

He may spend a great deal of time and attention and even money on the arrangement of a window, and may not sell \$5 worth of the article displayed during the next week. But it is decidedly rash to jump to the conclusion that he has gained nothing from that display, and that it has been a waste of energy and money.

The advertising he may receive by that tastefully decorated window may amount into the hundreds of dollars, if a valuation could be put on it.

His fellow townspeople may have been well supplied at the moment with the article over which he spent so much time, or it may even have been a little unseasonable in its nature, but he can rest assured that when anyone needs that ware he will not forget that Blank carries it in great variety and at good prices.

In addition comes the immediate result, that the window stops people, and the carefulness displayed will not only make or sustain a reputation for the firm, but will

attract the passers-by into the store for anything they may need in the lines handled by the store.

It is practically impossible to estimate correctly the benefits derived from a certain window. A customer may see an article in a window to-day and may not buy it until some months from now. And yet it will have been the display of it that kept before his mind just where that article is sold.

It is very much similar to advertising. An advertiser fills his space attractively, pays his bill and then sits down to watch for results. Simply because people don't immediately rush to his store and clamor for the thing advertised, and exclaim that they saw it in the advertisement, many fairly thoughtful merchants conclude that the results have not paid for the cost of the advertisement.

The results from a window display or advertisement may extend over months, or may do nothing more than present the

cannot be denied that much good is done by stopping pedestrians and drawing the name of the firm to their attention.

The writer has for years passed back and forward on a certain street and never noticed or knew of the existence of a certain cigar store, and yet, only two days ago, he suddenly became aware of it by noticing a crowd looking at a well set up collection of coins in the window.

To a new or small store, such attractions are of particular value, and to any store they are worthy of trial.

This Week's Illustration.

The interior display presented is from an exchange, and contains a few very useful ideas for economy of space and the display of certain goods. The arrangement of shelves around the pillar conceals its bareness and provides an excellent display stand for bottles or cans.

The wire baskets used to hold the fruits and nuts are a solution of a difficult problem with the grocer. The effect is neat and the display satisfactory. In the open-work baskets are the larger fruits, while every other one is lined with a colored or white paper and contains small things, such as nuts or the smaller fruits. These baskets cost very little, last for years and always look neat.



Interior Arrangement of Fruit.

name of the firm to a few people who have never had their attention called to it. In either case it pays, and pays well.

The merchants who employ in their windows mechanical displays or attractions not in their line of business, are aware of the fact that results from show windows cannot be based entirely on the direct sales. Although it is a debatable question whether such exhibits bring the trade, they are often supposed to bring it

Government agent at Bristol, stated in evidence before the House of Commons Committee on the Bristol, London, and Southern Counties Railway Bill, that there were many complaints of insufficient railway accommodation at Bristol to take away such Canadian produce as butter, cheese, bacon, eggs, and fruit. The absence of refrigerating apparatus on the trains was a disadvantage for the trade in the articles mentioned.

CANADIAN EXPORTS GROWING.

Mr. H. Goff, the Canadian

Artistic, Sanitary Durable

WHAT MORE COULD BE
SAID OF AN INTERIOR
FINISH?

OUR
**METALLIC CEILINGS
AND WALLS**

give the acme of lasting satisfaction
of all classes of building.

Such a multiplicity of decorative
designs—and such a perfection of best
workmanship in every detail—their
unequalled popularity is fairly earned.

You can find no better interior finish
and decoration for almost every class
of building Estimates. furnished, if
you send measurements.

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

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient
for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY
Discount to dealers only.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond street,

London, June 30, 1903.

THE wholesale as well as the retail
grocers of this city are a unit in
saying that while the camp was
here a visible increase took place in the
grocery and provision trades. The com-
missariat department of a camp of 2,000
men and officers can dispose of quite a
few tons of provender in 12 days, and
although this special increase in this
branch has now dropped out, business
under the ordinary conditions remains
brisk, and good, all round activity can
be reported during last week. Prices of
canned goods are very firm, and owing
to light stocks there is a possibility of
higher figures before very long. Sugars,
coffees, teas and nearly all staple lines
remain at the prices of a week ago.

* * *

The famous Covent Garden market last
Saturday was an interesting sight. Mar-
ket Square was literally jammed with
farmers' wagons laden with the choice
products of the best of Ontario's farms.
Farmers and their wives and daughters
were in their element, as they disposed of
their tempting and appetizing commodi-
ties and raked in the ready cash from
well-pleased purchasers. It is here in the
early hours of market days that many of
the 200 retail grocers of London bring
their delivery wagons to draw home
their selections of butter, eggs, vege-
tables, etc.; enough to supply during the
great part of the following week.

* * *

The Dominion Day holiday this week
accounts in some degree for the increased
attendance and unusual impetus to the
disposal of the heavy offerings. An ex-
tra large business was done with the
hundreds of housekeepers who come from
every quarter of the city on the trolleys,
and return with full baskets, as well as
with the corner store grocery men, who
buy in large quantities.

* * *

Mr. Charles S. Hyman, M. P. for this
city, carries on one of the most extensive
tanneries in Ontario, and in this business
has been very successful. He has been
very prominent at Ottawa as chairman
of the Railroad Committee, and the busi-
ness men here allege that he is slated as
member of the Cabinet when the changes
soon to take place have been made.

* * *

By the failure of The Cosmopolitan
Assurance Co., of Chicago, just an-
nounced, about a dozen London, Ont.,
people will lose sums varying from \$100
to \$1,000, or more.

* * *

James Tune & Sons, of this city, and
Charles Wilson, of Toronto, are defen-

**CONDENSED OR "WANT"
ADVERTISEMENTS.**

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

SITUATIONS VACANT.

WANTED--- We want a number of bright
young men to represent us in various parts
of Ontario; must be first-class salesmen; those
having experience in general stores preferred;
address giving age, experience and references, to
Box 30 CANADIAN GROCER. (26-2)

MILLER--- Second miller---for three hundred
barrel plansifter mill. Apply immediately,
The Hedley, Shaw Milling Co., Limited, No. 208
Board of Trade building, Toronto. f.

CLERK for wholesale and retail cigar business;
must have knowledge of bookkeeping. G.
W. Muller, 9 King's reet west, Toronto. f.

FOR SALE.

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

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

COFFEE ESSENCE

SOLE purchasing agent wanted for a very fine
coffee and chicory highly recommended by The
Lancet, THE GROCER and other papers. Highest
awards where shown. Apply "Essence," THE
CANADIAN GROCER, 109 Fleet st. London, Eng.
(24 4)

BUSINESS.

A Canadian gentleman, with capital, now
residing in England, with business experi-
ence in both countries, desires to meet ex-
porters or manufacturers in Canada, in view
of doing business by agency, purchase or
otherwise. First-class security and creden-
tials. Will soon arrive in Canada. Meantime,
Address, "Export," Box 37 CANADIAN GROCER,
(26 2)

**The
Canadian
Grocer**

has enquiries from
time to time from
manufacturers and
others wanting re-
presentatives 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 vari-
ous offices throughout Canada and
in Great Britain without charge.

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

STRETTON'S PRIZE MEDAL SAUCE

Worcestershire

PURE,

DELICIOUS,

BEST.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

Montreal Agents

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65.
Merchants 522.

dants in a suit that has been carried to the Privy Council on appeal by the plaintiffs, The Grand Hotel Company, of Caledonia. The Court of Appeal recently decided that the latter had no exclusive right to use the word "Caledonia" in describing the water from the springs. That company have now appealed the case to the Privy Council. Mr. Frank Arnoldi, of Toronto, sailed yesterday to argue the case.

The cigarmakers are on strike. Formerly earning \$12 on an average weekly, they are now only receiving \$5 from the union every week. In their aid an open-air band concert was given in Victoria Park and a good sum was realized.

Mr. Frank Thompson, son of W. J. Thompson, carriage manufacturer, and Miss Sylvia, youngest daughter of Mr. J. A. Balkwill, were married last week by the Ven. Archdeacon Davis, in St. James Anglican Church, this city.

At the London Cheese Association rooms on Saturday about 3,000 boxes were boarded. Four or five lots were sold, the price being 10½c.

The Scotchmen in business in this city, who are numerous, are gone daft in anticipation of the big day they are to en-

joy at the Caledonian games in the Queen's Park on Dominion Day; and the Scotch grocers and provision men are quite as keen as any. The local St. Andrew's Society certainly deserves much credit for the splendid and extensive arrangements they have made. An unusually large gathering from outside towns is expected.

At a meeting of the creditors of Clark, Vandelinder & Co., of this city, last week, a statement was submitted showing the assets to be \$63,697.79, and the liabilities \$50,567.22, leaving a surplus of \$13,130.57. Against this is a claim of \$11,000, made by M. A. Halliday, of Chesley, Ont., who was admitted to the partnership after the retirement of Mr. Vandelinder.

CANADA AND AFRICA.

W. E. EARLE, head of The Earle Publishing Company, St. John, N.B., who has but recently returned from a six months' visit to South Africa, says that trade in that country since the close of the war has begun to pick up wonderfully, and that it is beginning to feel the stimulus of competition.

He thinks that the present would be a good time for Canadian firms to enter the

South African market. There is a good open market for food products, canned goods and manufactures, which, he thinks, Canadians might easily capture, provided they pay particular attention to the packing of the goods, so that the articles may arrive on the market in the best possible condition.

He found that the merchants there are anxious to get into closer touch with Canadian conditions, and with this in view a number of them will attend the convention of the Chambers of Commerce of the Empire to be held in Montreal in August.

NO HALF-HOLIDAY FOR "TWIN CITY."

At the regular monthly meeting of the "Twin City" Retail Merchants' Association, held in Waterloo on June 15, the question of having a weekly half-holiday was discussed. It was decided to circulate a petition among the merchants, and have the matter reported at a special meeting to be held in a week's time. The special meeting was held, and the report submitted, which showed that the majority not in favor of the half-holiday was ten. Therefore the matter was dropped.

King's Elevator, Port Arthur, is adding a 500,000 bushel annex and The Canadian Northern Railway Company are contemplating the erection of another elevator with a capacity of 3,500,000 bushels at the same place.

Quina Excelsior

Composition of Kola, Cacao in Kalisaya, and Electrified Oxygene : : : : : :

The Very Best Medicine for convalescents and sick persons.

AN IDEAL BEVERAGE in Summer time when mixed with cool water. It is refreshing, healthy and curative for all affections of the stomach.

—SOLE AGENT FOR CANADA.—

B. O. BELAND,

—IMPORTER OF—

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

26 Lemoine Street (near McGill Street),



MONTREAL.

Telephone Main 181



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Sardines

Henri, Golf Club,
Romain, Gladiator,
Albert.

Probabilities are higher prices. Kindly write for samples.

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

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

Look out for our Ad. next week—It will be interesting—in the meantime
sell that up-to-date article—

Jersey Cream Yeast Cakes

Supreme Court—Privy Council—We are with you.

New pack Strawberries, New pack Raspberries, New pack Peas.
New pack Rhubarb. Now ready for shipment.

LUMSDEN BROS., Hamilton
and Toronto.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

THE ONLY YEAST WITH OREAM IN IT
—JERSEY OREAM YEAST OAKES

THE ONLY YEAST WITH OREAM IN IT
—JERSEY OREAM YEAST OAKES

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



Hires'

Root Beer

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

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

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

W. P. DOWNEY,
26 St. Peter St.,

—Prices on Application—

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.

MONTREAL.

FLOUR AND CEREAL FOODS

The Cereal and Food Question.

ALBERT STRITMATTER says in the last number of The American Miller: The writer has been considerably interested in the various articles that have appeared from time to time in The American Miller on the subject of cereal breakfast and "health" foods. Some wheat flour millers seem to think that the advent of cereal foods has crippled or will eventually cripple the wheat flour business to a large extent. There are other millers who, in the past, have believed or at least have hoped that the "fad" would be a passing one and would soon be over with, but within the last year they have been, as it were, overwhelmed by the amount of advertising and the show of the cereal foods and have begun to be disheartened, believing that sooner or later these foods must make an enormous inroad on the sale of wheat flour.

There have been so many views expressed by millers and others on the matter that the writer has for some time past been trying to ascertain to just what extent the cereals were displacing the wheat miller's product. There is one thing that I believe flour millers do not recognize in this question, and that is, simply because a package of cereal food is advertised as a good thing to eat for breakfast, dinner and supper, and as a blood, flesh and brain food, the consumer of this class of foods does not, as a consequence, eat them alone and all the time. As a matter of fact, several of these cereal food cartons bear specific instructions against overfeeding. They state that when being used at first one is apt to become enthusiastic and eat so much of the food as to become tired of it very soon. They then go on to state that a certain amount is the proper quantity "for the cereal portion of a meal." Millers and others too often overlook this fact, that few people make an entire meal out of a cereal food. If they do, it is likely to be the breakfast, rather than any other meal, but the writer does not know of any one who makes a practice of eating nothing but cereals even for one meal a day right along. People may do so occasionally, but I seriously doubt if any large number do so regularly.

Then, too, from the writer's observation there are few people who eat these foods regularly at every meal in the day, even in small quantities. Many people use them for breakfast, or for supper, and sometimes for two out of the three meals each day, but I doubt if many use them for every meal. I do not mean that these foods are not sometimes used three times a day, or for a few days, but I know of no one who uses them at every meal (or even at two meals a day) every day, week in and week out.

About the only places where the writer has known of their being served at every meal are the restaurants and the hotels. One can always get them at such places for any meal, and there is probably a very large quantity consumed at these places, but I have never seen any one make a meal out of the cereal foods at a hotel, or tell the waiter he did not wish any bread because he had some breakfast food!

Another thing that investigation along this line by the writer, as well as by others, has brought out, is that the cereal foods have affected meat to a greater extent than any other foods. The high price of meat and the amount of work to prepare it have caused the people to turn to something which was cheaper and more easily prepared.

That there are enormous quantities of these cereal foods being sold to-day can not be denied, and there are many people who do not think it is to be regretted. That the foods are valuable is questioned by some and is enthusiastically proclaimed by others is to be expected. That there may be some of these foods which the ordinary wheat flour miller could put out at a much lower price than they are sold for, is perhaps the case. That the foods are a success is due partially to the advertising policy of the manufacturers, but as advertising is open to wheat millers as well as cereal food manufacturers, everyone has the same chance. What would be the result if some of the flour millers adopted similar methods can only be guessed at, but it is a fact that many a flour miller would do well to compare his advertising with that of some of the cereal food people.

The writer believes, therefore, that the effect of the cereal foods upon the wheat

flour miller has been very slight. Bread seems to be as abundant as ever, and as popular as ever. On the other hand, less meat is being used. This is due not only to the higher cost of meat and the extra work of preparing it, but in not a little degree is it due to the difficulty, especially in large cities, of securing perfectly fresh meat.

Wheat is King.

WHEAT is king. His subjects are everywhere. His army is confined to no clime or country. Wherever wheat can be produced there the wheat army labors. Flags and allegiance and patriotism place no limitations on the wheat king. His orders override all earthly laws. His decrees are unassailable. The country that suits him best he occupies without human opposition of any sort. The world must have wheat. It can consume 2,900,000,000 bushels of wheat a year, and the demand increases. So the reign of old King Wheat, which dates back further than human records can trace, and will continue so long as human life lasts, is the longest reign and the most important reign of all time.

Western Canada is the latest discovery and conquest of the wheat king. Within the memory of many now living, it was generally supposed that wheat could not be successfully raised in those northern latitudes. People spoke of frosts and shook their heads wisely. It was a rash and venturesome enterprise to attempt when raising on the western prairie. Even after the success of the experiment had been demonstrated cautious folks whispered about impending disasters. They did not dream that a day was near at hand when all would concede that Canada had the best wheat fields in the world; that in the virgin prairies that had for, perhaps, millions of years awaited the wheat sower there were possibilities and potentialities far exceeding the wildest dreams of man; that the western country would soon give the world the very best wheat known, and that that glorious crop would prove a loadstone for people in the four quarters of the world. Yet that is the sober truth. And not the least remarkable circumstance of this national romance is the fact that the Canadian wheat paradise has proven an irresistible attraction to thousands of workers in

FOR fifty years Tillson's mills were kept busy supplying the best rolled oats in the world to a district within a radius of fifty miles of their mills. This district knew Tillson's Oats and took all the mills could then supply. But greatly increased facilities have for over a year been turning out sufficient quantities to supply the demand from all over the Dominion.

Good advertising induced the public to buy the first package, good Oats is keeping them insisting on Tillson's Oats.

Put up in attractive two-pound packages.

Tillson's Oats--Pan Dried

A Food, not a Fad.

The Tillson Company, Limited,
TILLSONBURG, ONT.



the greatest wheat-growing country in the world, the United States. This is what the founders of Canada predicted, but few others believed.

To the wheat grower Canada has a double advantage over the United States. Not only is the wheat vastly superior by reason of the higher latitude, but land is a good deal cheaper. A farmer to the south of the international boundary has from forty to fifty dollars an acre invested in his wheat fields. He can realize on that and secure a farm in Canada for nothing. Or, if he wishes a choice location, he may by paying four or five dollars an acre operate in Canada with the same capital as he had in the United States ten times the area. This, of course, is a condition of things that cannot last always. In time land will appreciate in value until the financial advantage of a change will be materially lessened, if not altogether wiped out. In the meantime, however, the American farmer who has the instinct of a land speculator can see that Canadian farm lands are a splendid investment at their present values. Hence there is a migration of land speculators as well as of prospective settlers. In either case the movement demonstrates a faith in the future of the country, and will in the end promote its material benefit. We can regard with less confidence the operation

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills
BOWMANVILLE, ONT.

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

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

of the wealthy land companies which are purchasing large areas in the West, and retailing them to settlers at a considerable advance. The effect of this wholesale speculation may be to advance prices.

With the migration of wheat to Canada another important movement has been set on foot. The western millers who depend on American wheat are wondering what will be their fate when the new wheat empire is established in Canada. They would like to get Canadian wheat to grind into flour for the export trade. The American manufacturers have a similar interest. They can see growing up in the Canadian west a wealthy community which will require agricultural implements, and all the conveniences and luxuries of modern life. They would like to capture the trade of the people and make it tributary to the United States. This desire has given a fresh impetus to the movement for reciprocity. The movement has been stimulated by the prospect of a preferential trade arrangement between Canada and Great Britain.

In the current cartoons Uncle Sam and John Bull are pictured as both anxious to make love to the promising Miss Canada. The Americans are impatient at the slowness and shyness of the advances of Uncle Sam. While he is preparing his toilet blunt old John Bull is engaging the attentions of the young Canadian charmer. All this is very interesting and amusing, but it reveals aspirations on the part of Uncle Sam that are doomed to disappointment. Miss Canada's affections are already fixed. She has already expressed a preference for John

Bull, and if he reciprocates, as we are confident he will, the advances of Uncle Sam will be quite unavailing. In any event Miss Canada knows that Uncle Sam would insist upon a large measure of advantage in any bargain he might make, and she would prefer the old informal friendship to any closer and more definite alliance.

Poor Appreciation.

The "Force" Food Co. recently made a very generous offer to the Canadian grocery trade. Attached to each package of their June shipments of "Force" was a coupon entitling the grocer handling the goods to two cents on each package, and allowing two cents also to the clerks who made the sales.

The idea of the "Force" company in offering this inducement was to assist the retailer to make a little additional profit and certainly not to encourage the indiscriminate slashing in price which has been indulged in by some of the trade. The "Force" company do not appreciate this abuse of their liberality and have notified the trade that the coupons in the hands of grocers cutting the price will not be recognized. The "Force" company wish to establish the price of their goods at 15 cents per package, and those in the trade who are meeting their wishes in this regard will get their coupons redeemed by sending them to the head office, Buffalo, when the goods are sold.

It is to be lamented that when some special consideration is made to the trade as an inducement to establish an understood price, some grocers will deliberately sacrifice the few opportunities afforded them of making an extra profit.

NOTES.

The Moose Jaw flour mill is again in running order.

The large flour mill at Gilbert Place, Manitoba, will be erected by October 1.

The Dowling Milling Co., of Edmonton, will soon have an elevator capacity of 150,000 bushels.

The output of The Ogilvie Milling Co. will be enormously increased as a result of arrangements now in progress.

J. W. Larke, Canadian Trade Commissioner, reports a good demand for Manitoba flour in New South Wales.

The capacity of The Lake of the Woods Milling Co. at Portage La Prairie is to be increased from 900 to 1,200 barrels per day.

The new mill built recently by The Renfrew Roller Mills Co. commenced operations last week. It has a capacity of 200 barrels a day.

One million acres of land is said to have been bought by an American syndicate in Manitoba. They propose to raise wheat on an enormous scale.

It is said that The Minneapolis Milling Co., the largest concern of that kind in the world, are laying plans for the erection of an immense flour mill at Fort William.

Representative Bede, of Duluth, Minn., speaking a few days ago in Washington, prophesied that in a few years the great exporting flour mills of Minneapolis and Duluth would be compelled to shut down unless by a measure of reciprocity they were enabled to grind the Canadian crop.

SWISS FOOD.

When buying—Remember!!

"Swiss Food stands pre-eminent."

Swiss Food has stood the test of competition and now stands easily top as leader of BREAKFAST FOOD.

The grocer who sells it
Pleases his customer and profits himself.

P. McINTOSH & SON, MANUFACTURERS, TORONTO.

THE CANADIAN GROCER

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

H. T. WILSON,
Sec.-Treas.

48 WELLINGTON ST. EAST,
TORONTO.

General Agents and Wholesale Dealers
in Fancy and Staple Groceries.

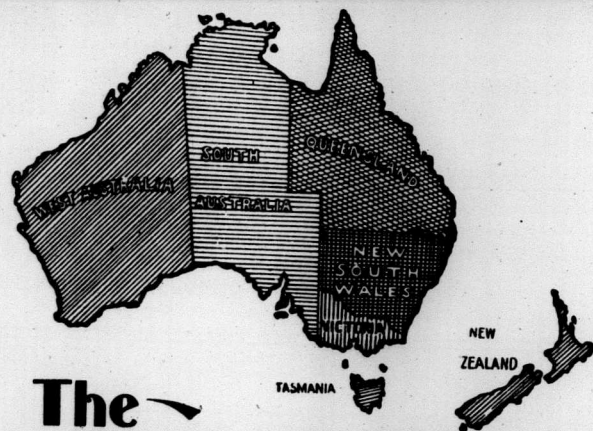
Telephone Main 2282.



UPTON'S

JAMS, JELLIES AND MARMALADE ARE THE FAVORITES OF THE PARTICULAR PEOPLE, AND AS YOUR CUSTOMERS ALWAYS WANT TO BE SUPPLIED WITH THE BEST IT IS OBVIOUS THAT, TO KEEP UP WITH THE DEMAND, YOU MUST STOCK THE GOODS THAT ARE MOST IN DEMAND. IF YOUR JOBBER OFFERS YOU A SUBSTITUTE FOR UPTON'S SEND YOUR ORDER TO US AND WE SHALL SEE THAT YOU GET WHAT YOU WANT.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Limited, SELLING AGENTS,
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.

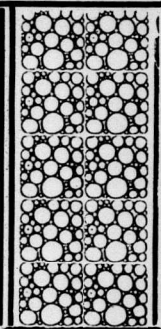
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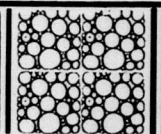
CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

EVERY GROCER WHO ADVERTISES



MacLEAN
PUBLISHING
COMPANY,
TORONTO



ought to have "100 GOOD ADS. FOR A GROCERY STORE," recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

**“A
Choice
10
center”**

‘Choice’ is the exact word that critical smokers use to express their satisfaction with my famous ten-cent “Pharaoh” Cigar.

Better yet is the steady profit these “choice”

Cigars bring *you*. Once a smoker of the ‘Pharaoh’ means *always a smoker of the “Pharaoh.”* Let me send you proof!

My “Pharaoh” Cigar.

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

**“La Fama Cigars”
are Good Cigars.**

The kind that makes a man risk burning his lips to get the last whiff.

They are the “come-again” sort. Try one and you’ll try more.

A man can smoke one with his head in the air. He can give one to a friend or sell one to a customer and not lose either of them. When a dealer sells a “La Fama,” he makes a friend for his store, and friends are money in the cigar business.

**Brener Bros., London, Can.
Manufacturers.**

Throwing Away Money—Yes!



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

**Tuckett’s
“Marguerites”**

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

Tuckett Cigar Company, Limited, Hamilton.

The
Canadian Grocer



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

TOBACCOS AND CIGARS

The Grocery Trade and "Ronto"

ought always to be united. "RONTO" is a 5c., union-made cigar—the best we can roll for the money.

T. J. HORROCKS, 6 WELLINGTON STREET EAST, Toronto

HORROCKS, the only wholesale tobacconist outside the trust. **Back him up.**

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

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

Strictly Union-Made TOBACCOS

CHEWING

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

SMOKING

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



McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

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charged by a rather excitable member that Mr. Paterson smoked too much, that he spent too much time in Number Six, the Opposition headquarters, enjoying that clay pipe when he should have been in the House showing up the iniquities of the Conservatives. It was borne in upon this censorious gentleman that it was his duty to remonstrate with Mr. Paterson but, luckily, he mentioned his intention to a friend. That gentleman was aghast at the very idea. "Why," said he in horror, "don't you know that while Paterson is sitting there, speaking to nobody and apparently doing nothing but smoke, he is getting up the framework of some speech? If you don't I tell it to you now. And don't you say a word to him unless you're looking for trouble." It was a true bill. Many of the best speeches that Big Thunder ever delivered were plotted out while he was sitting with his heels high in the air. If any figures were needed, the requirement was remembered, and was filled after smoke was finished. But the groundwork was settled by the grateful comfort and aid of Nicotia.—The Toronto News.

LONDON NEWS.

This has been a busy week with all our manufacturers—the last week previous to July 1st, stock-taking, and the last in the fiscal year, which ends June 30th. Special efforts are made by all to make the last month of the year just ending a hummer as regards output. Not far short of five million cigars will go out of London for June. That means one cigar each for every man, woman and child in Canada for this bridal month.

A notice in the local papers to the effect that a benefit band concert in aid of the striking cigar makers would be held in one of the city parks, Thursday of this week, was the first reminder for a long time that we really are supposed to be in the throes of a strike.

Commercial travellers are appreciated everywhere as bright, hustling intelligent people. To no class are the adjectives used above more applicable than to the Tobacco leaf salesman. Montreal and London are the points most favored with calls from these gentlemen. Here, (the hotel registers show) they average about seven per day the year through.

T. P. BLACKWELL DEAD.

Mr. Thomas P. Blackwell, one of the best known cigar travellers in Western Canada, died at his home in London on the 14th inst.

Mr. Blackwell was born at Mount Pleasant and was in the 53rd year of his

age. He was for many years a clerk in the employ of Priddis Bros., London, afterwards joining the travelling staff of his brother-in-law, Joseph Smith, cigar manufacturer. Mr. Blackwell took a very active interest in the affairs of the Western Ontario Commercial Travellers' Association, and was its first vice-president at the time of his death.

He was also a very prominent Oddfellow and Freemason, and his funeral was under the auspices of the Masonic order. Many friends and fellow travellers will learn of his death with profound regret.

CIGARS AT \$4 EACH.

A consignment of cigars to be retailed at \$4 each has just been passed through the New York custom house.

There were about 1,500 cigars in the consignment and the duty was 69c. on each.

The tobacco was grown in the Vuelto Abajo district of Central Cuba and the plant is the result of years of cultivation. Perfect leaves only are used and the cigars




MR. J. M. FORTIER, President J. M. Fortier, Limited.

are rolled by experts who make only eight a day. The cigars are sixteen inches long and weigh 60 lbs. to the thousand. Each is wrapped in Japanese paper and put in a little scented wooden box, which is airtight.

A TOBACCO CASE.

Lord Chief Justice Alverstone has delivered judgment in the test case arising from the agreement made by Ogdens, Limited, at the time of the tobacco war to distribute to retailers \$1,000,000 annually for four years. Ogdens at that time represented The American Tobacco Co. The

Pipes 
The Largest Pipe House in
Canada. TRADE MARK. Write for Prices.



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.

Lord Chief Justice found that Ogdens was not relieved of these contracts by the sale of its business and its incorporation into the Anglo-American combine.

NOTES OF THE TOBACCO TRADE.

"VAN HORNE" and "Col. Steele" the two leading brands of cigars manufactured by Harris, Harkness & Co., Montreal, are meeting with a very heavy sale through Ontario and the Western provinces. THE GROCER had a recent visit from Jack Hamilton, this firm's well known representative in the West, and he seems very sanguine as to the prospects of the cigar trade this season.

Horrocks, of Toronto, says that he is much behind in his orders for the "Ronto" cigar and is surprised at the success this brand has met with, considering the short space of time it has been on the market.

Robert Craig, for many years one of the best known cigar travellers in Canada, died very suddenly in Toronto a few days ago.

THE GROCER has received a catalogue of the presents given in redemption of tags by The Empire Tobacco Company. It is profusely illustrated, handsomely got up and its contents speak well for the liberality of the company.

Among The Retailers

By Rambler

IT is a pity that there is not some more uniform hour for the closing of grocery stores. In the different towns and cities some close early and others late. Of course the early closers are down on the late closers. One grocer thinks that there should be a uniform hour and that hour should be an early one. He closes at eight.

"That's quite late enough for anyone to keep open," he says. "I think we should all get together and decide on some earlier hour than that. Until something like that is done of course there will not be early closing, for no grocer is going to close at six if his next-door neighbor keeps his door open until eight."

That grocer had a family trade. Another grocer, not so very far away, was differently situated, and so had different views on the subject. He had not been in business very long, and as his stand, before he took it over, had been altogether different from a grocery, he had inherited no family trade, and had so far been unable to work up one.

"Mine is a 'catch' trade," he said, "and if I closed up at an early hour I might as well close up entirely. A very large per cent. of my business is done after eight o'clock, and I'd be a fool to close early. Being on a prominent corner like this, I have a good chance to pick up roving trade. It would kill my business to close early."

"Of course, I don't keep any help until such late hours; I work hard myself."

"I know the other grocers don't like my keeping open late, but I can't help that. It pays me to keep open late and I keep open."

* * *

"What are your views on the exposing of goods on the sidewalk?"

"My views? Well, I think it pays," said the grocer. "Now, for instance, at the present time the only way of selling fruit and early vegetables is to expose them to the sight of the passers-by."

We were standing at the door. A lady was passing, noticed some cabbages on the stand, stopped, examined, asked the price, and purchased one.

"There's a practical illustration," said the grocer with a smile.

"Well, how about canned goods? Would you expose them at the store-front?"

"I wouldn't at the present time, but, when there is nothing else, we generally make a display of canned goods outside, although it may not be as appropriate as fruit. However, I find that what we expose we sell, and that," he said, laughing, "is the principal thing."

Another grocer spoken to on the subject held the same views.

"But," he said, "whatever a grocer displays on the sidewalk it should be attractively arranged and the goods should be saleable. If they are not saleable, far better is it to dump them out the back door, and get rid of them at once. I have seen store-front displays the general appearance of which would do the very opposite to that which was intended. I would feel like steering clear of those places."

Another grocer was of the opinion that to sell fruit it was necessary to display it on the sidewalk. It was necessary because it was the custom to do it.

"But," he said, "it would be far better for us if we all kept the fruit inside. Strawberries are not out there half an hour before they become the worse for the exposure to the heat and dust."

While what this grocer says about the detriment to the fruit is correct, there is something else to be considered. While, on the condition that all fruit be kept inside, all grocers would be on the same footing, none would fare so well—none would make so large sales—as they would if the fruit were prominently exposed.

The reason for this is of course evident. There is an old proverb: "Out of sight, out of mind." That would be the case with the fruit; not being brought prominently before people, it would not be in such great demand.

* * *

"Then you have had experience in the credit system of doing business," I asked a grocer the other day. "Yes, twenty-nine years! It's only the last three or four years that I have stuck strictly to the cash system. Formerly, I had to invent excuses for not paying my creditors up on time; now, I haven't the least trouble in meeting my bills. That is good enough proof to me that the cash system is best."

"How did you manage to change your tactics? Did you do it gradually?"

"Yes, gradually! I stopped giving credit to my customers one by one, until I had done away with it."

"But didn't you lose customers?"

"Yes, certainly. My trade now isn't so large as it used to be, but for all that I am far better off. I know exactly how I stand; I know exactly how much money is coming in and how much I can afford to pay out."

"Do you give credit?"—this to another grocer.

"Very little, and that little to people we can absolutely trust."

"Have you ever given credit?" I asked still another grocer.

"Yes, some years ago we carried on a considerable credit business. However, it was far from a paying scheme, so we cut it out. Why, we used to get done right and left. A fellow would come along and ask to run a weekly account. We would try him. The first two or three weeks he would pay up all right, but after that he would get more and more behind each week until we had to stop him.

"Of course, we wouldn't see him again. The next thing we would hear of him would be that he had done the grocer up the street in the same way. The scheme having become played out in this district he would move to some other part of the city and likely play the same game there.

"We came to the conclusion that this credit business was a too one-sided affair, and we therefore dropped out."

QUINA EXCELSIOR.

Quina Excelsior Tonic Wine is bottled and prepared at St. Etienne, France, by Massardier & Granjon and is a most healthful and refreshing drink at any time, mixed with water, or it may be taken pure before meals. There is no sediment left in the bottom of the bottle after pouring off the contents, the liquor being quite clear to the last drop. B. O. Beland, Montreal, has the agency for Canada for the Quina, and reports large orders to hand from grocers and druggists in all parts of the Dominion.

JAMAICA TO EXHIBIT.

G. Eustachie Burke, commercial agent for Canada in Jamaica, reporting to the Department of Trade and Commerce, states that the Agricultural Society of the island has voted a credit so that Jamaica may be fittingly represented at the Dominion Exposition in Toronto in August next. Hon. Sidney Oliver, Colonial Secretary, who is now in Boston, promises to visit Toronto before his return to Jamaica.

"The Hand-Writing on the Wall."

"In the near future Government will protect consumers by demanding "that all food products are entirely free from adulteration."

The Pure Gold Manufacturing Company, desiring to keep a step in advance of legislation and the trade generally, have decided that on and after the 1st of July, 1903, they will manufacture and sell only "perfect pure Spices," and every package leaving the factory will have a seal bearing the name of the Company, guaranteeing purity and quality of contents.

This action will bring our Spice department into conformity with our other products, and it is a matter which THE PURE GOLD COMPANY can congratulate itself upon that it will be indifferent as to food adulteration legislation, as the Company's products are far above any possible standards demanded by law. No manufacturing concern in the Empire excels this company for quality, and very few approach it for attractiveness of their output, and the Company will be pleased to forward descriptive catalogue and spice list of July 1st, 1903, to the trade desiring it.

White Goods.

Baking Powders
 Cream Tartars
 Bi Carb. Soda
 Cake Icings
 Jelly Powders
 Gelatine
 Pudding Powders
 Ice Cream Powders
 Salad Powders.

Essence Dept.

Essential Oils
 Flavoring Extracts
 Cake Colors
 Bay Rum
 Wine of Rennet
 Vanilla Beans
 Rennet Tablets.

Spice Dept.

Whole Spices
 Ground Spices
 Spices in pkts. and tins
 Mustards
 Herbs
 Curry Powder
 Celery Salt and Pepper.

Jam Dept.

Tomato Catsup
 Preserved Ginger
 Worcestershire Sauce.
 Butter Color
 Preserves
 Jam and Jellies
 Marmalades
 Fancy Vinegars.

Coffee Dept.

Green Coffees
 Roast Coffees
 Ground Coffee
 Coffee in small tins
 Chicory.

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

TIP-TOP SOAP CHIPS

In
Carton Packets.

Send for sample
packets for free
distribution.

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

JOHN BROMLEY & SONS,

The largest manufacturers of (Highest Quality only) Coffee Essences in the world.

BLOOMSBURY WORKS, LEEDS, ENGLAND.

(With Branches in Australia, New Zealand and South Africa).

REQUIRE A SOLE WHOLESALE PURCHASING AGENT IN CANADA FOR

**BROMLEY'S
COFFEE ESSENCES**

Which are the only Essences prescribed by the Medical Profession of Great Britain for their
PURITY AND EXCELLENCE OF QUALITY.

**DR LAING'S
CREAM SAUCE**

The only sauce in the world containing
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

ONE OF OUR PRINCIPALS (MR. JAMES W. BROMLEY), WILL PERSONALLY VISIT

CANADA IN SEPTEMBER, TO COMPLETE ARRANGEMENTS.

In the meantime we shall be pleased to receive applications for our Agency from firms of good repute in Canada, on receipt of which samples will be at once despatched so that each interested firm will have an opportunity of testing our specialties and becoming thoroughly conversant with their exceptional high quality, previous to our Mr. James Bromley's visit.

ALL APPLICATIONS TO BE MADE TO
JOHN BROMLEY & SONS, BLOOMSBURY WORKS, LEEDS, ENGLAND,

Stating what other English Agencies are held, if any.

Flett's
Pickle Satisfaction.

Satisfaction may be a silent salesman, but it works overtime for the dealer who handles

Flett's Pickles.

ROSE & LAFLAMME
 Agents, MONTREAL.

MHS

**REVERSE THE
 WHEEL OF
 FORTUNE**

Turn failures into success. There is an absolutely sure and certain way that never fails. **Handle only reliable goods.**

**Paterson's
 Worcester
 Sauce**

is an article that gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents, MONTREAL.

**BRAND'S
 ESSENCE
 OF
 BEEF
 FOR INVALIDS.**

(Established over half a century.)


Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

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

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

Grimble's
 PURE MALT



Vinegar

Brewery: London, England.

Agent:

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

FINANCE AND INSURANCE

Speculation and Insurance.

LIFE insurance has of late years undoubtedly inculcated habits of thrift among the Canadian people, and the growing influence of the principle has been very noticeable during the past few years. Since, however, the introduction into Canada of the stock gambling craze, one of its most regrettable results is the effect it has had upon the life insurance companies and the policy holders of the Dominion.

Many who were, a short time ago, considering the advisability of effecting some provision for the protection of their families in this direction are now unfortunately not in a position to discuss the matter, their ability to pay their premiums being an impossibility. Called upon for margin after margin, the holders of policies, endowment and otherwise, have been compelled to sacrifice them in common with other securities to protect their stocks, and to day the condition of the insurance business is very seriously affected, as is also the condition of the assurers themselves. This is truly a very lamentable state of affairs, and its seriousness is fully apparent to those on the inside only. Thousands of our people, who a few months ago were in comfortable circumstances, are now in a condition bordering on penury, and have in addition parted with securities which would have been a help in their old age, or in the event of their death, a comfort and support to those whom they left behind.

It is to be hoped that the mania has nigh spent itself and that the sad lesson it has taught will prevent a repetition of such regrettable folly for all time to come.

Why Gold Was Not Shipped.

REFERRING to the fact that no gold shipments, contrary to expectations, had been made from New York during the week ending June 20, Bradstreet's says: "A factor in deciding the general result was the condition of the London money market and the action of the directors of the Bank of England. Money at the British capital has tended to work easier, and the confidence which is shown by the financial powers of that city was strikingly displayed by the somewhat unexpected announcement made on last Thursday that the discount rate of the institution had been again reduced

from 3½ per cent. to 3 per cent. Following as this did closely upon the marking down of the minimum discount figures of the Bank of England from 4 per cent. to 3½ per cent., it evinced a degree of confidence on the part of the leaders of the British financial world, which would seem calculated to induce confidence in the other large financial markets. It has been noted that the principal English financial journals have taken the ground that the course of the Bank of England and the tendencies in the London open money market were likely to be uncertain, and would be in a large degree governed by what occurred at New York, and the probabilities as to whether the liquidation which has been going on here would proceed in an orderly fashion or would be attended by positive banking troubles."

Ames & Co.'s Statement.

REFERRING to the statement recently issued by Ames & Co., Aemilius Jarvis & Co. say: "The rapid and satisfactory reduction of the liabilities of Messrs. Ames & Co. has proceeded, contrary to general expectations, without weakening the market to a very material extent. Immediately after the failure we spoke of the likelihood of payment in full by the above-named firm of all their liabilities, and even at this early date a proposition with this end in view is before their creditors. The plan proposed would involve the payment of 100 cents on the dollar within 18 months, interest being paid in the meantime at the rate of 6 per cent. The first payment would be one of 25c on the dollar on July 15 next. The magnitude of the firm's operations and their very large liability at the time of suspension, only about two weeks ago, makes it a remarkable thing that such a proposition as they are now offering could at this stage be submitted. The liabilities, we understand, have been reduced from over ten millions to somewhere in the neighborhood of four millions. The proposal has been very favorably commented on by bankers and brokers, and we should think no creditors would refuse their offer."

Canadian "Rails" in London.

A fortnight ago we published an article showing why prices of Canadian rails would probably go lower, and arguing that on any material decline Canadian Pacifics were worth the attention of those

who were prepared to take the shares off the market and hold for dividends. This view we still entertain, and during the past week an opportunity has been given for acquiring Canadas at what, having regard to the outlook for the company, must be considered very favorable terms. The London Report, June 6.

Life Insurance as an Investment.

THE Canadian public has been taught a severe, and, it is to be hoped, a wholesome, lesson, in the prolonged depreciation of railway and kindred speculative stocks during the past few months. Millions of dollars have been placed practically at the disposal of professional manipulators during that short period and the result to many has been the loss of the savings of a lifetime. Gambling under the guise of stock speculation has been rampant in our midst, and it can truthfully be said that thousands of our heretofore well-to-do citizens are now sadder but wiser men.

Canadians as a class are a saving and thrifty people, but the alluring prospects held out to them were too much of a temptation, and ordinary prudence and caution were thrown to the winds. Now that the mining and stock speculative craze has well nigh spent itself, the community are looking for safer channels of investment and our financial and insurance institutions will soon experience the benefits of its return to reason. Perhaps no principle of investment appeals more strongly to the economical class than that of life insurance, and the immense amount of money involved in the transactions of life insurance companies shows how their methods recommend themselves to the confidence of the public. Encouraging saving and thrift, they appeal strongly to the thoughtful man, and as an investment promote a feeling of independence equalled by no other security.

Investment in life or endowment insurance means provision for old age or a protection to those we leave, and to carry it out saving and prudent habits are necessary, and with the incentive the necessity should be a pleasure. The large deposits made with the Government and the safe and careful management of the standard companies doing business in Canada are an ample safeguard against possible loss, and the growth of their business is a certain indication of the prosperity and welfare of the country.

THE
Canada Permanent and Western Canada
MORTGAGE CORPORATION
Toronto Street, . . . TORONTO.

President: GEORGE GOODERHAM. **ABSOLUTE SECURITY**
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-President: W. H. BEATTY.

We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit.

YOUR SAVINGS SAFE Paid-up Capital \$ 6,000,000
Reserve Fund \$ 1,600,000
Invested Funds \$23,600,000

EVERY FACILITY.

**INVESTMENT SECURITIES,
GOVERNMENT, MUNICIPAL
AND CORPORATION BONDS**

Yielding from 3½ to 6½ per cent
Four per cent interest allowed on funds
awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE.

BANKERS

18 KING STREET EAST, TORONTO.

WESTERN Incorporated 1851
... **ASSURANCE COMPANY.** **FIRE AND MARINE**

Head Office
Toronto, Ont. Capital - - - \$2,000,000.00
Assets, over - - - 3,333,000.00
Annual Income - - - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE PRUDENT BUSINESS MAN

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

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

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

Booklet on application.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on request.

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Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,500,000.
Reserve Fund, \$ 2,600,000.
Total Assets, \$24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts { for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
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SEND FOR OUR BLUE BOOK ON "BANKING."

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

The accounts of **Merchants and Manufacturers** are cordially invited.

— **BONDS** —

PROTECTION We protect you and also save the employee from being under obligation to anyone.
PROGRESS Because we always lead and never follow
PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

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

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

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**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
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Pamphlets and Full Particulars regarding the
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**Confederation Life
ASSOCIATION.**

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W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

FINANCE AND INSURANCE.

The Annual Bank Meetings.

MONTREAL.

THE annual report of the Bank of Montreal was submitted to a meeting of the shareholders on June 1. This bank is to be congratulated on its magnificent showing. The statement gives a net profit for the year of \$1,813,183, the largest in the history of the bank. It has increased its capital to \$14,000,000; of this \$1,379,210 is already paid up and on this the net profits for the year would amount up to 13.55 per cent. This statement also shows that \$1,000,000 has been added to the rest, bringing the account up to \$9,000,000. The public deposits and the current discounts have largely increased, and the directors have every reason to be satisfied with the bank's prosperous expansion. The annual meeting will henceforth be held on December 1, when the presidential address will be delivered.

HAMILTON.

The annual meeting of the Bank of Hamilton was held at the head office on June 15. Mr. John Stuart, who has been president of the bank for many years, resigned from the directorate, as did also Mr. A. G. Ramsay. The bank recognized the services of Mr. Stuart by granting him a retiring allowance of \$5,000 a year for the remainder of his life. This sum was unanimously voted on the motion of the largest shareholder and was a generous testimonial to the ability and faithful services of the retiring president. Senator William Gibson succeeds Mr. Stuart as president, and Mr. J. Turnbull will fill the position of vice president and general manager for the ensuing year. The shareholders are to be congratulated on the satisfactory showing made in the annual report—the most prosperous yet presented. It represents the most successful year's business in the history of the institution. The feature of the meeting was the interesting and able address of General Manager Turnbull, who gave a resume of the business and progress of the bank since his appointment to the management. The bank has now 59 branches; its deposits have increased to \$16,000,000, and its loans to over \$21,000,000. Under its careful management the Bank of Hamilton stands high in the confidence of the Canadian people and gives every promise of additional prosperity in the future.

IMPERIAL.

The 28th annual meeting of the Imperial Bank of Canada was held at the head office, Toronto, on June 17. The directors' report, showing the continued prosperity of the institution, was read by the general manager, and, at the subsequent meeting of the directors, Mr.

T. R. Merritt was elected president, and Mr. D. R. Wilkie vice-president for the ensuing year.

SOVEREIGN.

The first annual report of the Sovereign Bank was presented to the shareholders at a meeting held on June 9, at the head office, Toronto. Twenty one branches were opened during the year, and results were of a very satisfactory nature. Mr. H. S. Holt was re-elected president, and Randolph McDonald and James Carruthers, vice-presidents.

ONTARIO.

The annual report of the Ontario Bank shows that it participated in the general prosperity. Five thousand dollars was granted to the officers' pension fund. Mr. G. R. R. Cockburn was again elected president, and Mr. Donald MacKay, vice-president.

EASTERN TOWNSHIPS.

The shareholders of the Eastern Townships Bank have every reason to feel pleased at the annual report submitted at their annual meeting, held in Sherbrooke on June 3. Public deposits have increased three quarters of a million, and nearly a million more of the bank's funds is available for immediate use than ever before.

STANDARD.

At the annual general meeting of the shareholders of the Standard Bank, held in Toronto, Mr. W. F. Cowan was elected president and Mr. Frederick Wyld, vice-president for the ensuing year. The net profits for the past year amounted to \$181,893.18, of which \$75,000 was added to rest account.

THE TRADERS.

The president of the bank, Mr. C. D. Warren, presided at the annual meeting of the shareholders of the Traders' Bank, held in Toronto on June 16. Eleven branches were opened during the year. The net profits amounted to \$167,310.78; of this \$100,000 was added to rest account.

UNION.

The annual meeting of the Union Bank was held in the City of Quebec on June 15. The bank has now 69 branches throughout the Dominion, and the business for the year was of a very satisfactory character.

Financial Notes.

The Royal Bank of Canada is about to open a branch at Chilliwack, B.C.

The Bank of British North America has opened a sub-branch at Longueuil, Que.

The Sovereign Bank are now operating their new branch at the corner of Guy and St. Catherine streets, Montreal, with Mr. E. G. Spinney as manager.

S. A. Codd has been appointed manager of the branch of the Bank of Ottawa, recently opened at Regina.

The Canadian Bank of Commerce are opening a branch at Morrissey Mines, and have closed the branch at Sandon.

The Bank of Montreal have purchased a lot on the south-west corner of St. Catherine street and Paumotu road, Montreal, and, it is understood, will open a branch there in the near future.

The Banking and Commerce Committee at Ottawa have passed the bills incorporating the United Empire Insurance Company, the Pacific Bank of Canada and the City and County Bank of Canada.

The provisional directors of the Pacific Bank of Canada are Wm. Postlethwaite, W. J. Hetherington, Geo. C. Thompson, and Geo. Clay, of Toronto, and A. G. Murray, of Gore Bay, Ontario. The capital stock is placed at \$2,000,000. The head offices of the bank will be in Victoria.

The Municipal and General Securities Company, Limited, have been organized to conduct a general brokerage business, with a capital of \$500,000. The provisional directors are W. R. Johnston, G. T. Clarkson, H. Langlois, R. R. Bongard, and R. H. Parmenter, all of Toronto.

PROFITS OF THE LIPTON CO.

The advertising of the Lipton Company is being paid for by the company instead of being, as in the previous year, paid out of Sir Thomas Lipton's pocket. A gross trading profit is reported of £226,915, while expenses of management absorbed £45,559. The heavy increase in working expenses is due to the inclusion of advertising expenses in the present accounts. The directors recommend a final dividend on the ordinary shares at the rate of 8 per cent. per annum for the past half-year, which, with the interim dividend, makes 8 per cent. for the year. £10,000 is placed to reserve, and £4,814 is carried forward. The sum of £19,630 is written off for depreciation.

MEETING OF CREDITORS.

A meeting of the creditors of H. M. Peterson & Co., Toronto, was held on June 21 at the office of E. R. C. Clarkson, the assignee. The assets are placed at \$18,000 and the liabilities at \$90,000. The Dominion Bank, which has a secured claim for \$25,000 on notes endorsed by Peterson Bros., Chicago, have issued a writ against H. M. Peterson & Co., Toronto, and the Chicago firm. The principal creditors are English and American houses.

He
Sings,  and so
will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

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Business College

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

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TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.



**Capstan
Brand
Baking
Powder**

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The
Capstan Manufacturing Co.
Toronto, Ontario, Canada

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO.**



Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

Ask your wholesale grocer for it.
Put up in 24 3-lb. cartons in a
case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

**20th Century
Account
Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

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

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.** Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

BRITISH BUSINESS CHANCES.

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

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In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

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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

July 2, 1903.
Quotations for proprietary articles, brands,
etc., are supplied by the manufacturers or
agents, who alone are responsible for their
accuracy.

Baking Powder.

Brand	Per doz.
Cook's Friend	84 40
Size 1, in 2 and 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	82 00
1-lb. tins, 2 doz. in case	1 25
1-lb. tins, 3 " "	0 75
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	80 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 50
1 doz.	2 lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c.	80 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 65
4 " "	16 " "	1 70
2 " "	2 1/2 lb.	4 10
1 " "	2 " "	7 30
1 " "	6 " "	24 55
1 " "	12 oz.	24 55
1 " "	16 " "	24 55

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	80 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25



OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz. in a case	8 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1/2 lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case. Freight paid, 5 p.c. 30 days.	78

Blacking.
HENRI JONAS & CO.

Jonas' Per gross	89 00
Froments " "	7 50
Military dressing " "	24 00

Blue.

Keen's Oxford, per lb.	80 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 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.	

Boeck's Corn Brooms.
UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 " "	3 95
" " C, 3 " "	3 70
" " D, 3 " "	3 50
" " E, 3 " "	3 20
" " G, 3 " "	2 95
" " I, 3 " "	2 60

Biscuits.
CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 05

Canned Goods.
HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins	
French Peas, Delory's	
Moyen's No. 2	\$9 00
" No. 1	10 50
Fins	12 50
Tres fins	14 00
Extra fins	15 00
Sur extra fins	16 50
French Sardines—	
Rolland	9 50 10 00
Delory	10 50
Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08 1/2
" 7-lb. cotton bags, per bag	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocos.
THE COWAN CO., LIMITED.

Cocoa	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	1 80
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " " " "	0 42

Mexican Vanilla, 1/2's and 1/4's..... 0 35
Royal Navy Rock, " " " " " " 0 30
Diamond, " " " " " " 0 25
" " " " " " 8's 0 28
FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa— Per doz.

Concentrated, 1/2's, 1 doz. in box	2 40
" " " " " " " "	4 50
" " " " " " " "	8 25
Homeopathic, 1/2's, 12-lb. boxes	0 25
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/2's and 1/4-boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents. Per doz.

Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/2 and 1/4 pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 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

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. **Don't** be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S**

and **INSIST** upon getting it.

NOTE OUR PRICES.

The **EDWARDSBURG STARCH CO'Y, Limited**
ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65
Cocoanut.	
L. SCHEPP & CO. Per lb.	
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. "	0 27
1-lb. "	0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26 1/2
1 and 1-lb. packages assorted, 15 and 30-lb. cases	0 27 1/2
5c. packages, 4 doz. in case, per doz.	0 45
Condensed Milk.	
Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.
Eagle brand \$1 65
Gold Seal brand 1 30
Peerless brand evaporated cream... 1 02



Dominion brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandeling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted	4c.	Covers and Un- num bered.	4c.
100 to 500 books	3 1/2c.	Coupons numbered.	4c.
100 to 1,000 books	3c.		3 1/2c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 1/2 "
15 00 "	6 1/2 "
20 00 "	7 1/2 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.



Per doz.	
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart	3 75
Gallon	10 00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO. Per gross.

4-oz. London extracts	\$ 6 00
2-oz. " (no cork-screws)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. Anchor extracts	9 00
4-oz. "	12 00
1-oz. "	21 00
1-lb. "	36 00
1-oz. flat	70 00
2-oz. flat bottle extracts	9 00
2-oz. square bottle	18 00
4-oz. " (corked)	21 00
8-oz. " "	36 00
Per doz.	
8-oz. " glass stop extracts	\$3 50
8-oz. " "	7 00
2 1/2-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.

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

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 85
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails	" 0 06
Pure Fruit Jellies	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	" 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

RECKITT'S BLUE and BLACK LEAD

{ Always give your
Customers Satisfaction.

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.

1 case of 4 doz.	Per case.	\$ 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 25
" 1-lb. jar.		0 25
F. D. 1-lb. tins.	per doz.	0 85
" 1-lb. tins.		1 45

HENRI JONAS & CO.

Pony size	Per gross.	\$ 7 50
Imperial, medium		9 00
Imperial, large		12 00
Tumblers		12 00
Mugs		13 20
Pint jars		18 00
Quart jars		4

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes	per lb.	\$ 0
" 1-lb. tins.		0 35
" 1-lb. tins.		0 32 1/2
" 4-lb. jars.	per jar.	1 20
" 1-lb. jars.		0 35
"Old Crow" 12-lb. boxes	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
quarts		9 00

Orange Marmalade.

THE EBV, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass.	per doz.	\$1 50
quart gem jars		3 40

T. LIPTON & CO.

1-lb. glass jars, 2 doz. case.	per doz.	\$ 0 95
Home-made, in 1-lb. glass jars		1 50
In 5 and 7-lb. tins and 7-lb. pails.	per lb.	0 06

CLEMES BROS.

Pure fruit stock		
10-oz. glass jars, 2 doz. case.	per doz.	\$1 00
16-oz. glass jars, 2 doz. case.		1 50
Quart gems, 1 doz. case.		3 35
In 5-lb. tins.	per lb.	0 09

Pickles.

A. P. Tippet & Co., Agents.		
cement stoppers (pints).	per doz.	\$ 2 30
Corked		1 90

Soda.

COW BRAND.

DWIGHT'S	Case of 1-lb. containing 60 pkgs., per box.	\$3 00
	Case of 1-lb. (containing 120 pkgs., per box.)	\$3 00
	Case of 1-lb. and 1/2-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-lb. "		2 75
No. 3, " (30 1-lb. ")		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case.		2 85
5 cases.		2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors.	per gross.	10 20
black.		15 30
Oriole soap.		10 20
Gloriola soap.		12 00
Straw hat polish.		10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.	
No. 1 White or blue, 4-lb. carton.	\$ 0 06	
No. 1 " " 3-lb. "	0 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 07 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.

Cases, 32 packages, 24's.	5 00
Packages 10c. each.	2 50

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Star hes—

Canada Laundry, boxes of 40-lb. \$0 05

Acme Gloss Starch—

1-lb. cartons, boxes of 40 lb. 0 05 1/2

Finest Quality White Laundry—

3-lb. Canisters, cases of 48 lb. 0 06

Barrels, 200 lb. 0 05 1/2

Kegs, 100 lb. 0 05 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb. 0 07 1/2

6-lb. toy trunks, 8 in case. 0 07 1/2

6-lb. enameled tin canisters, 8 in case. 0 07 1/2

Kegs, ex. crystals, 100 lb. 0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb. \$0 07 1/2

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—

Boxes of 45 cartons, per case. 3 40

Culinary Starches

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb. 0 05 1/2

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb. 0 06 1/2

Crystal Maize Corn Starch

1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches

St. Lawrence corn starch, 40 lb. 0 06 1/2

Durham corn starch, 40 lb. 0 05 1/2

Laundry Starches

No. 1 White, 4-lb. cartons, 48 lb. 0 06

" 3-lb. cartons, 36 lb. 0 05

" 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.

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

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

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

Per gross.

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case.	\$2 40
Plain tins, with label		
2 lb. tins, 2 doz. in case.	1 90	
5 " 1 " " "	2 35	
10 " 1/2 " " "	2 15	
20 " 1/2 " " "	2 10	
(10 and 20 lb. tins have wire handles.)		

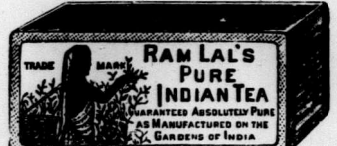


Teas.

Brown Label, 1's.	Wholesale.	\$0 20	Retail.	\$0 25
" 1/2's.		0 21		0 26
Green Label, 1's and 1/2's		0 22		0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's		0 30		0 40
Red Label, 1's and 1/2's.		0 36		0 50
Gold Label, 1/2's.		0 44		0 60



Black Label, 1-lb., retail at 25c.	\$0 19
" 1/2-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



Cases, each 60 1-lb.	\$0 35
" 60 1/2-lb.	0 35
" 30 1-lb.	0 35
" 120 1/2-lb.	0 36



Blue Label, 1's.	\$0 18 1/2	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Green Label, 1's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.		
Blacks—	Wholesale.	Retail.
Tetley's Extra quality.	\$0 65	\$1 00
" No. 1	0 50	0 70
" Special	0 42	0 60
" No. 2	0 35	0 50
" No. 3	0 30	0 40
" 30c.	0 22	0 30
" No. 4	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	\$0 35	\$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

Red Label, 1-lb. and 1/2's.	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" 1 40-lb. boxes.	\$0 42 1/2
" II 40-lb. boxes.	0 40
" III 80-lb. "	0 37 1/2
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes.	0 26
" XXXX 30-lb. "	0 27 1/2
" XXX 80-lb. "	0 23 1/2
" XXX 30-lb. "	0 24 1/2
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 30

Black Teas "Nectar" in lead packets—	
Green Label, 1's, retail	0 26 at 0 20
Chocolate Label.	0 35 at 0 25
Blue Label.	0 50 at 0 36
Maroon Label.	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" Blue, 1-lb.	0 42 1/2
" Maroon, 1-lb.	0 50
" Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—	
Green Label, 1/2's, 1/4's and 1/8's.	0 25 at 0 20
Grey Label, 1/2's, 1/4's and 1/8's.	0 30 at 0 23
60-lb. cases.	0 35 at 0 23
Yellow Label, 1/2's and 1/4's.	0 30 at 0 36
60-lb. cases.	0 35 at 0 36
Blue Label, 1/2's, 1/4's and 1/8's.	0 40 at 0 30
50-lb. cases.	0 50 at 0 34
Red Label, 1/2's, 1/4's and 1/8's.	0 60 at 0 40
50-lb. cases.	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 1/2-lb. packages)	\$0 35
" (25 1-lb. "	0 34
No. 1, cases 50 lb	