

**PAGES
MISSING**

SPECIAL GROCERY NUMBER

CIRCULATES EVERYWHERE IN CANADA

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

THE
CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, JULY 15, 1904.

NO. 29.



Laundry Blue should be perfectly soluble.
Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry,
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

MANY GOOD DOLLARS



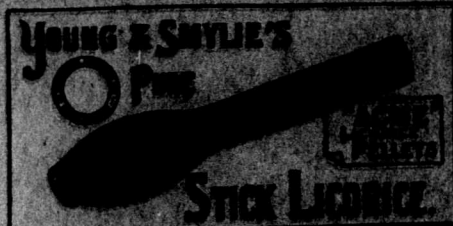
Come to the grocer during the picnic and tourist season. And the more timely and judicious are his efforts to secure these dollars the greater naturally will be his reward. Christie's Campers' mixed are designed to help him to secure the desideratum, being made up of especially assorted varieties of staple biscuits.

Christie & Co., Ltd., Toronto and Montreal.

THE CANADIAN GROCER

ADOLPHE E. SMYLIE President HENRY ROWLEY Vice-President H. W. PETHERBRIDGE Secretary and Treasurer

NATIONAL LICORICE CO.



Successors to YOUNG & SMYLIE BROOKLYN, N.Y. S. V. & F. P. SUDDER BROOKLYN, N.Y. MELLOR & RITTERHOUSE CO. GARDEN, N.J. H. W. PETHERBRIDGE BROOKLYN, N.Y. DOMINION LICORICE & NOVELTY CO. TORONTO, CAN.

Y. & S., SUDDER, and H. & P. brands of PURE STICK LICORICE, Assorted Licorice Tablets, Licorice Lozenges, and a full line of Licorice Confections including the celebrated soft licorice lines and other Company's brands as follows: THE PLEASANT LICORICE, THE RELIABLE LICORICE, THE FLAVOR LICORICE.

OFFICE—108 JOHN ST. 108-116 John St., 227-237 Plymouth St., Brooklyn, N.Y. Illustrated Catalogue on request.

Advertisement for 'The Canadian Grocer' featuring a large illustration of a man in a hat and coat, possibly a grocer or a customer, and some text that is mostly illegible due to the image quality.

Tea, Coffee, Cocoa, Fruit, Etc., BROADWAY.



AUTOMATIC CENTRAL DELIVERY TEA AND FLOUR BLENDER.

Patent Automatic TEA MILLING, COFFEE, CACAO, FRUIT, ETC. BLENDING. Gas-Heated Roaster—Extracts from Coffee, Cocoa, and Fruit. Gas-Heated Roaster—Cocoa, Fruit and other products. Grinding Mill, Fruit and other products. Air Drying, Fruit and other products. Patent Fruit Blender. Quick Mill and other products.

THE GROCERS' SUPPLY CO. COOL STORES, ETC.

Purnell's

ESTABLISHED 1750.

Charleston, S.C. Halifax, N.S. St. John, N.F.

July 15, 1904

THE CANADIAN GROCER

Instant Powdered



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

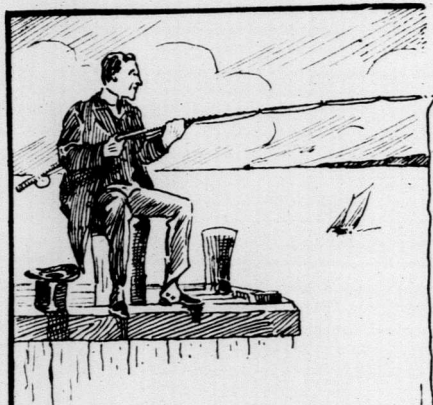
It dissolves **instantly** in hot
water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at first
 What be yew goin' tur dew?
 Take out yewr ad, and kick yewrself,
 An' go ter feelin' blew?
 Uv course yew hain't; yew're goin' tew fish,
 An' bait an' bait again;
 Bimeby some nibbles 'n bites 'll come,
 Then yew 'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

109 Front St. E.
 Toronto.

232 McGill St.
 Montreal



Department of Advertising Service

TORONTO.

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

Established 1865

W. H. Millman & Sons
 Grocery Brokers
 37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

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

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

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

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

NICHOLSON, BAIN & JOHNSTON,
 Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head office: NICHOLSON & BAIN, WINNIPEG.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.

Excellent Storage Accomodation.
 Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents.
 WINNIPEG.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
 turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
 Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers,
 Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.



ROW'S GUM

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

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



The FOSTER POTTERY CO.
 HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,

Limited,

OWEN SOUND,

Manufacturers of

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

Our Goods have a reputation.
 MADE IN CANADA.

To Manufacturers' Agents

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

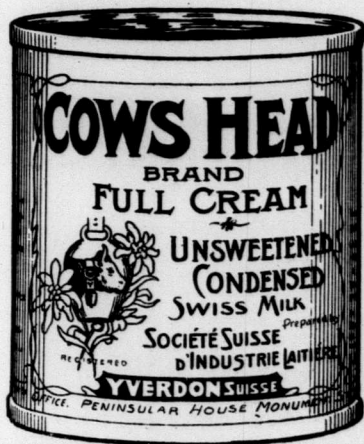
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

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

July 15, 1904

THE CANADIAN GROCER

"COW'S HEAD" Brand Condensed Swiss Milk



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

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

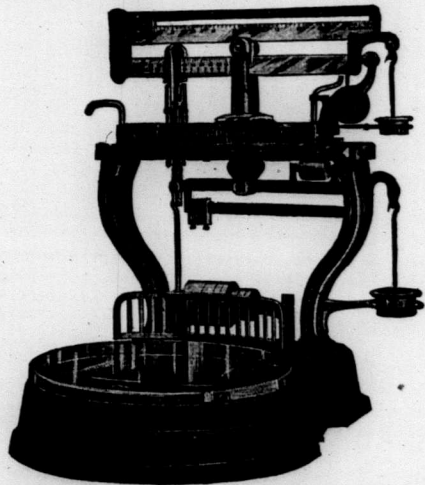
AGENTS

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

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

The Summer Season

For Summer Drinks

For the next two months at least there will be a large demand for our favorite summer drinks. These include

LIME FRUIT JUICE
LIME JUICE CORDIAL
RASPBERRY VINEGAR

These have been before the public for many years and received their best approbation. The trade can offer them to customers feeling sure that there will be no disappointment. They are the class of goods that once sold to a customer bring back trade to the store.

Ask your jobber or write direct.

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

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

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

**HIGH-GRADE VINEGAR, REFINED CIDER AND
EVAPORATED APPLES.**

Tillsonburg, - - Canada.

Don't be misled by those who have overbought Ceylon and India Green Teas, because you can buy without difficulty

JAPAN TEAS

that have stood the test with the farmer and his family for generations.

It is not Necessary

for the country merchant to keep Ceylon Green Teas in stock. Remember that **Japan Teas** have always suited your trade and that you can buy them to-day cheaper than the **poor imitations** which come from Ceylon and India.

CORKS—

—We have special job lots of Grocery Corks, all sizes and shapes.
 —Will be pleased to submit samples and prices suitable for grocery
 —trade. You are often asked for corks; why send your customers to
 —the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 59-61 Front St. East

96-104 KING ST., MONTREAL
 Telephone Bell Main 65.
 " Merchants 522.

TELEPHONE MAIN 1961

Telephone orders receive prompt attention.



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

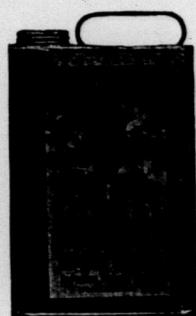
MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.



ANY DEALER
 who goes without a line of

"IMPERIAL" BRAND MAPLE SYRUP

is missing a good opportunity to secure a steady and profitable trade.

Agents:
ROSE & LAFLAMME,
 MONTREAL.

EASY
 TO
 SELL

GIVES
 GOOD
 PROFIT



and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,
 Agents, Montreal.

IF GROCERS

would unite in an effort to
handle only

CEYLON TEAS

a better condition of things
would result.

Facts, Figures and History

prove that there will be only
one class of Teas sold in the
future. The new genera-
tions of men and women
prefer

Ceylon Teas

to any other. To sell the
teas of other countries is to
prolong an undesirable con-
dition of things. Far-seeing
grocers will steadily work
towards simplifying their tea
business, and this means that
they are gradually excluding
all but

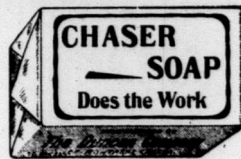
Ceylon Teas

They come in Blacks and Greens

July 15, 1904

THE CANADIAN GROCER

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



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

The Duncan Company
P. O. BOX 292. Montreal



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

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

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "COMMISSIONER," CANADIAN GROCER, 88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

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

Always Trustworthy.

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

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

REFRIGERATORS.



This cut represents No. 13.

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

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

Eureka Refrigerator Co.

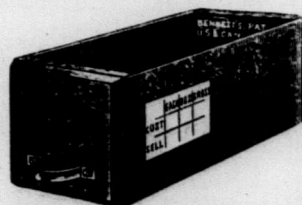
Wilbert Hooley, Manager.
54 Noble St., TORONTO
Phone Park 513.

...THE...

Bennett Manufacturing Co.

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

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



Address all communications to our New Factory:
Pickering, Ontario

BURLINGTON CANNING CO., Limited.

Burlington, Ont.

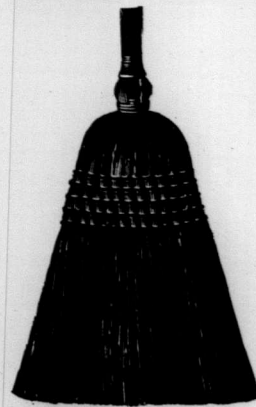
We are sellers of **QUALITY**
Gallon Apples, FIRST

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

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

WRITE FOR QUOTATIONS.

Every Housewife...



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

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

WATERLOO, ONT.

When You Want

SALT

For Any Purpose

Write

Verret, Stewart & Co.

Montreal.

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

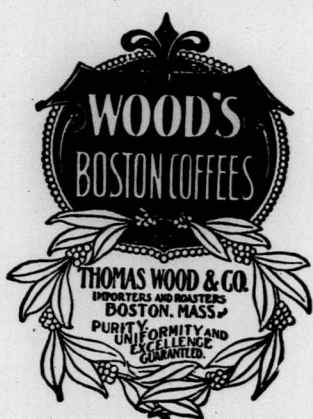
AROMA TEA—and AROMA COFFEE

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

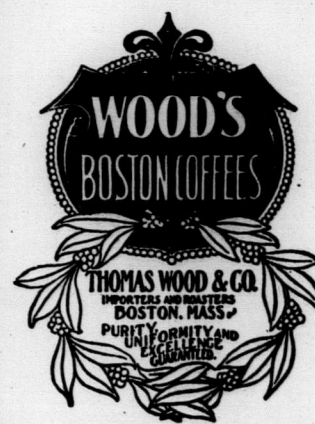
Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.
TEA and COFFEE IMPORTERS.

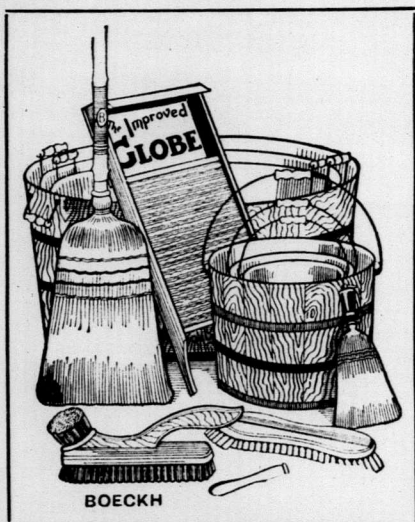
ATTENDING TO DETAILS



So peculiar and delicate is the nature of Coffee that ignorance or carelessness in handling is bound to create havoc with its worth. It has required many generations of trial and experience to produce a perfect cup of the delightful beverage. It is all a matter of detail, and every detail is important; but unless properly treated the finest berry may be spoiled or reduced to fourth rate quality. It is by exhaustive detail in that system that **uniformity**, the shining trait of WOOD'S COFFEES is assured,—and remember that it is only the highest quality of all grades of Coffee that bears the name of "WOOD'S."



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



CATALOGUE AND PRICES ON APPLICATION

The Grocer's Friend

The dealer's truest friend is the firm that supplies goods that can not only be relied upon to give satisfaction, but will assure a return of the customer to duplicate his order. This is exactly what

BOECKH'S AND BRYAN'S BRUSHES AND BROOMS

do. They are unquestionably the best because there is put into their construction the best material and the best skill that money can buy. No trouble or expense is spared to make them **THE VERY BEST.**

UNITED FACTORIES, Limited
Head Office: **TORONTO**

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

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

THE GOVERNMENT'S TARIFF POLICY

By Hon. W. S. Fielding, Minister of Finance.

THE wars of the future are more likely to be wars of commerce, notwithstanding the great contest that is going on to-day in the Orient. It is the tariff war that we have most to fear in the future. If other nations will not treat us fairly, then we are obliged in self-defence to adapt our policy to the circumstances.

That does not mean that we should go to extremes. There are some people, well-meaning people, who think that in dealing with our American neighbors we should simply let them fix our tariff. I for one do not admit that we are prepared to take that attitude yet, Mr. Chairman. Then, again, there is the happy medium. High tariffs do not make prosperity. High tariffs have not prevented depression coming on the United States to-day. If we adopt the high tariff there is no more certainty of preventing a depression in Canada than there is by their tariff across the border. I do not think in these things we need to follow the example of our brothers across the border. I think we should map out a policy that will be truly Canadian, that will follow them in anything that is worth while, but a policy that will not follow them when they make mistakes. A moderate tariff is better for all interests than a very high tariff.

Three Reasons for a Moderate Tariff.

First, the general interest of the consumer. The consumer is a factor, and we may as well bear him in mind occasionally. The general interests of the consumer will be satisfied with a moderate tariff, whereas if you make it too high he may kick. And it is not in the interests of manufacturers that you should have a constant war between consumer and manufacturer. The second reason is the development of our north-western country. There is a vast agricultural region. For the present, and for the immediate future, they are not likely to have any considerable manufacturing interests. They must be wholly an agricultural people. The value of their products is largely fixed by the prices in the markets many thousands of miles away. It is a very debatable question what you can do for the farmer of the Northwest. If he had a high tariff for everything that he has to buy, there is the danger that instead

of having that Northwest filled up with a prosperous and contented people agitations might arise that would antagonize the west as against the east and bring about discord where we might as well have harmony. Therefore, I say it is the part of wisdom, while giving a reasonable amount of protection to our manufacturers, to modify that protection so that you do not antagonize the mass of the consumers, and especially that you do not antagonize these new settlers in the west. The third reason is this: You would have a lack of stability that is so necessary in a country.

Mindful of the Manufacturers.

So let me say to the manufacturers of Canada: We believe that the Government give evidence that we are not unmindful of their position. Their position as employers of a large army of men has engaged our attention and evoked our sympathy. We want them to believe that we are as anxious to give them as large advantages as any one can. But we believe, in their own interests, it would not be wise to advocate an excessive tariff. There may be things which ought to be adjusted and changed. When the Tariff Commission comes around and inquires into these things we are willing to listen and make changes and adapt ourselves to the new conditions, just as we did in 1897.

„New occasions teach new duties,
Time makes ancient good uncouth.
He must upward still and onward
Who would keep abreast of truth.”

The Boldest of Fiscal Reforms.

When it was necessary to travel a beaten path we were content to travel it. When it seemed necessary that we should strike out for ourselves and leave the beaten paths, we did not hesitate to do it. Canada has led the way in some of the boldest fiscal reforms in the nineteenth and twentieth centuries. As an instance of that we have the preferential tariff. For many years the desirability of preferential trade between the mother country and her colonies had been talked about in conference, and in the House and in the press. And, while there was a general feeling that the thing was very desirable, it never got any further. Conferences met and exchanged resolutions with the mother country, and in a year or two held other meetings with the same result. Because

why? The demand for preferential trade by the colonies was based upon a condition which at that time was not possible of compliance. It was demanded that as the first step the mother country should place a preferential duty on food products. It would have been a very good thing for Canada, but at that day you might as well have asked the British public for the moon as ask for that. Our view of the matter was that we had better grant a preferential tariff to Great Britain and await results. We decided to grant a preferential tariff. I venture to say that no movement has had as wide an effect throughout the Empire as that tariff. Materially Canada gained something from the preferential tariff, but Canada gained immensely, too, in sentiment. Materially and sentimentally I believe that tariff was a good thing for Canada and for the Empire. As Kipling said:

“Carry the news to my sisters,
The queens in the east and the south.
I have proved faith in the heritage
By more than the word of mouth
They that are wise may follow
When the world's war trumpet blows.
But I—I am first in the battle,
Says Our Lady of the Snows.”

The Preferential Tariff.

After the lapse of years in playing the game the other way it was necessary to make a change; it was necessary that somebody should lead, and the Canadian Government led the way. And it has not been without results. We gave the preferential tariff to Great Britain. We gave it “free gratis, for nothing,” as they say in the British West Indies. And there we completed a part in the great Imperial game. The West Indies were in trouble, and this laid the foundation of better relations between Canada and the British colonies to the south, and in the years to come we will reap a reward for having cast our bread upon the waters. New Zealand has followed Canada, and given us a preferential tariff. This week we have the information that what was projected some time ago has now been consummated. The great colonies of South Africa have since the first day of July admitted the products of Canada to their markets on terms of preferential trade. See what has happened in the mother country. I said that when we in 1897 took up that question, it would have been absurd to demand of Great

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD EVERY YEAR

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

Britain that she should then put a tax upon her food products for our benefits. But the effect of the example of Canada and the discussion that has taken place in the various colonies, the general feeling regarding preferential trade throughout the Empire, has proved so great that that very distinguished public man, Mr. Chamberlain, has taken it up. I say, and I have said it in Parliament, that since that question has become one of party strife in the mother country it is not for us to interfere. We in Canada are free to say what we think is good for Canada. We are free to say what we think may be of some good to the Empire, but if our English brothers do not want to adopt it, it would not be seemly for us to go over there begging them to put a tax on their food products. If it does not develop to-day it will develop in the early future. Every step that has been taken in Australia, New Zealand and the mother country has had its origin in the fact that in 1897 Canada led the way. And then there came a time when we thought we should strike out again. One of the greatest nations of the earth took the liberty of thinking that it could deal with Canada just as it pleased—the great nation of Germany. We had given a preferential tariff to the mother country. We were willing to trade with our German brother on favored-nation terms. We were willing to give him everything that we were willing to give to any other person outside of the British Empire, but he demanded admission into the family circle and that we should give him the same tariff treatment as we gave to our mother country, and when we refused to do that he penalized our trade.

In regard to the dumping process, we have provided a remedy which we believe will be practicable. I have no doubt my friend, Mr. Paterson, will have a good deal of trouble in administering it, but that is what we have him at Ottawa for, and I have no doubt he will be able to deal with it and make it the effective instrument which we desire. And if the instrument proves that it is not strong enough, that there is anything defective in it, we will make it good.

Business Changes

ONTARIO.

G. Lint, general merchant, Kohler, is dead.

The Empire Salt Co., Sarnia, have obtained a charter.

A. Currie & Co., grocers, Dresden, have been burned out.

J. Dunn, grocer, Orillia, has sold his business to Joseph Tiffin.

Fraser & Oakley, grocers, Fort William, have dissolved partnership.

A. McIntyre & Co., grocers, Sudbury, have advertised their business for sale.

Shushack & Yerick, general merchants, Wilno, have sold out at 75c on the dollar.

J. J. Long, of T. Long & Bros., grain and produce merchants, Collingwood, is dead.

W. J. Smith & Co., confectioner and fruiter, Rat Portage, has gone out of business.

Chattel mortgagee is in possession of the goods of H. S. Watts & Co., tobacco dealers, etc., Toronto.

The creditors of L. R. Kelly, farmer and commission agent, Ancaster, will be paid 100c on the dollar.

Lyons & Jamieson, flour and feed merchants, Toronto, have dissolved partnership; G. A. Lyons continues.

A store is being built by C. Lewis, on the corner of Dundas and Victoria streets, Woodstock, for his brother, John Lewis, who is going to start a grocery business there in November.

QUEBEC.

L. D. Mathieu, grocer, St. Roch, has compromised.

Lortie & Hamel, confectioners, Levis, have registered.

Carrier Bros., Montreal, are starting in the grocery business.

The assets of J. L. Racicot, grocer, Montreal, have been sold.

A. Z. St. Jean, Montreal, has restarted his grocery business.

Gagnon & Doucet, liquor dealers, etc., Grand-Mere, have registered.

The assets of Geo. Tate, grocer, Montreal, are advertised to be sold.

St. Arnaud & Duval, general merchants, Batiscan, have registered.

Demand of the assignment of A. Adelson, grocer, Montreal, has been made.

The assets of J. L. Sequin, general merchant, St. Simon, have been sold.

G. S. Wetmore, dealer in meats, etc., St. John, has sold out to Norton Wetmore.

The stock of Cardinal & Bedard, grocers, Quebec, has been sold to A. J. Gingras.

Wilks & Michaud have been appointed curators for Abraham Adelson, grocer, Montreal.

J. R. Gervais, general merchant, Mount Carmel, has assigned to Lamarque & Benoit.

A statement of the affairs of J. H. Therien, general merchant, St. Gregoire, is being prepared.

V. E. Paradis has been appointed curator to L. H. Chouinard, general merchant, Matane.

Lablanc & Poirier, grocers and liquor dealers, Shawinigan Falls, have dissolved partnership.

Julien & Frere., general merchants, St. Boniface De Shawinigan, have dissolved partnership.

The assets of H. Rondeau, general merchant, St. Norbert, (Berthier Co.,) have been sold.

Kent & Turcotte have been appointed curators for Arthur Saucier, produce merchant, Montreal.

C. W. Lowe has registered under the style of F. C. Calvert & Co., dealers in soaps, etc., Montreal.

The Automatic Cheese Cabinet

keeps cheese clean and fresh, and always in view—prevents “sampling” by customers. Made of solid oak, highly polished. Cheese is drawn out automatically, by simply lowering the door.

ASK FOR CUTS AND PRICE

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

Selected Valencias

AND

Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

KEEP COOL AND DRINK TARTAN Iced Tea

HOW IS YOUR STOCK OF _____

Salmon, Sardines, Canned Meats, Canned
Vegetables, Valencia Raisins, Currants?

COOL AND REFRESHING.

We are headquarters for the
above lines and you will consult
your best interests by writing for
samples and quotations, or 'phone
596.

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

IF YOU LOOK ROUND

YOU WILL FIND THAT EVERY FIRST-CLASS GROCER
IN CANADA SELLS

MacLaren's Imperial Cheese



There's a reason for it which you can figure out for yourself, but in case you haven't time we'll tell you.

It's because its quality never varies, but is always the best. The customer who buys it once comes back for it. There's no trouble selling it and there's no trouble after it's sold.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 Colborne St., - Toronto, Ont.

A. Ravenelle has registered under the style of J. A. Dupont & Cie., general merchants, Grand Mere.

Edouard Rivard and George Rivard have registered under the style of Rivard & Frere., grocers, Three Rivers.

Mrs. Louis Sabatier and Joseph Michaud, have registered under style of E. Sabatier & Co., grocers, Longueuil.

Mrs. J. P. Prudhomme has registered under the style of J. P. Prudhomme & Co., dealers in vegetables, etc., Montreal.

Joseph Tremblay and Alfred Trottier have registered under the style of Tremblay & Trottier, grocers, Shawinigan Falls.

Euphrem & Pierre Berube have registered under the style of E. P. Berube & Cie., grocers, etc., Montreal (St. Henry).

L. P. H. and Henri Grandbois have registered under the style of M. A. Grandbois, general merchant and lumberman, St. Casimir.

Murchie Bros., grocers, agricultural implement dealers, etc., St. Stephen, have assigned to A. I. Tweed; meeting of creditors called for July 17.

PRINCE EDWARD ISLAND.

McDonald & Westaway, general merchants, Georgetown, have gone out of business.

W. W. Jenkins, general merchant, Georgetown, has opened a branch under the style of Jenkins, Sons & Co.

MANITOBA AND N.W.T.

A. Johnson, grocer, Winnipeg, has gone out of business.

The Regal Cigar Factory, Winnipeg, have dissolved partnership.

Sidney Chipperfield, grocer, Chickney, has been succeeded by W. G. Turner.

Nysten & Rudy, general merchants, Hanley, have dissolved partnership.

F. W. Anderson, general merchant, Saltoun, is removing to Abernethy.

Dallin Bros., general merchants, Fro-bisher, have sold out to Scott Bros.

"Sparklet" Syphons

For making soda water at home.

Instantaneous, Economical, Convenient.

SELL ON SIGHT

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

M. Krolik, general merchant, Grenfell, has advertised his business for sale.

McLean & McIntyre, grocers, Moose Jaw, are adding furniture to their store.

H. P. McLeod, general merchant, Okotoks, has sold out to G. C. Chester.

M. H. Davidson, confectioner, Winnipeg, has been succeeded by Davidson & Adams.

The Truesdell Grain Co., Winnipeg, have sold their elevators to the A. Kelly Milling Co.

M. Krushen & Co., general merchants, Yorkton, have dissolved partnership; M. Krushen continues.

G. Olafson & Co., flour and feed merchants, Winnipeg, have suffered by fire; loss covered by insurance.

P. H. Sutherland, general merchant, Selkirk West, has assigned to C. H. Newton. Meeting of creditors on 11th inst.

BRITISH COLUMBIA.

W. F. Cuthbert, dealer in cigars and confectionery, Fernie, is dead.

J. T. Taylor, general merchant, Okanagan Landing, has suffered loss by fire.

O. C. King has been admitted as partner to the firm of Wm. Tufts & Son, wholesale teas and commission merchants, Vancouver.

NOVA SCOTIA.

Groves & Bath, manufacturers of cider and vinegar, Bridgetown, have registered.

MORE ON THE NEW TARIFF.

OWING to the fact that the following clause in Mr. Fielding's new tariff regulations has been open to ambiguity of interpretation, namely, "tableware of porcelain, china, or other clay," all of which it was intended should enjoy the benefit of the additional English preference of 5 per cent., making the duty 15, whereas formerly

it was 20 per cent., the Dominion Government authorities have inserted the word "white," so that the clause now reads: "Tableware of china, porcelain, or other white clay."

**E. W. Klotz, Manufacturers' Agent,
Toronto,**

when questioned by The Grocer as to his opinion of the above change, said: "It is at least more specific than the original wording. For instance, it shuts out majolica ware and Rockingham and cane ware, as I believe it was the intention of the Government to do in the first place. The reason for this is that such ware is being manufactured extensively in Canada in potteries situated at Hamilton, Belleville and Brantford. If the clause is interpreted strictly, vases, jardinières, etc., will be subject to the regular duty, and yet they come generally under the heading, "tableware." The difficulty is this: A small fern pot will be classed as tableware; the jardinière will not; but where is the line to be drawn? As a matter of fact, the appraisers at the Toronto Customs House have ruled against jardinières within the week."

**J. S. McMahon, of McMahon, Broadfield
& Co., Toronto.**

was of the opinion that instead of bettering matters, the Government had only increased the difficulty by the new wording. When asked whether there were many staple articles in china, clay, etc., of English make not manufactured in Canada, which would not come under the head of "tableware of china, porcelain or other white clay," Mr. McMahon remarked that the list was a long one. Moreover, such articles were imported by Canada in considerable quantities, and should benefit by the preference.



WHEN MAKING
UP A LIST OF
SUPPLIES FOR A

**Camping,
Yachting, or
Picnic Party**

DON'T FORGET

Upton's

HOME-MADE
JAMS AND ORANGE
MARMALADE.

ART POTTERY

This cut represents one piece in the assortment of Art Pottery being imported by us.

These vases come in sizes ranging from 5 in. to 30 in. in height, and in a variety of shapes, all good. The line consists of Vases, Jardinières, and Pedestals and Pots. Sold for import only and to your own assortment. Write us for prices and particulars



RETURNE
JUL 18 1904
Accepted
Page 40
etc

FANCY CHINA

Our line this season is a Cracker-Jack. You must see it to appreciate it. We would ask you to wait for our travellers to call and show samples before placing your orders. It will be worth your while.

LAMPS

We will be ready in a few days with samples of a most complete line of Lamps, which for finish and values cannot be surpassed.

DINNER AND TOILET SETS

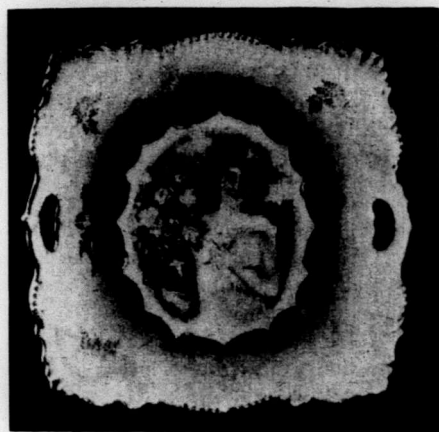
These lines are our strong point. If you are not carrying our open stock patterns in Dinner-Ware in stock you are missing the best things in the trade. We control these lines and can protect you in handling them. Our O.K. Toilet Sets are known all over the Province as the best values in the business. We are now showing these in Seven Colors.

**Write Us for Cuts, Samples and Prices.
Letter Orders given prompt and careful attention.**

Taylor & Mulveney
Crockery Importers, - Hamilton, Ont.

New Ideas in China, Crockery and Glassware

THE present season is a time of great activity in china, crockery and glassware circles. Travelers are now about to start on their Fall trips, the most important, so far as results go, during the year, and all departments of the trade are busily engaged in looking after their requirements. A few years ago this time was



Watteau design.

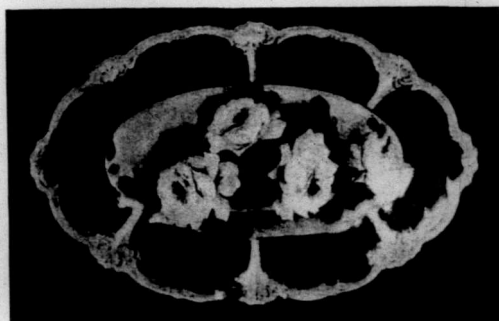
the great starting point for the fancy goods trade of the year, and all fancy goods lines were taken out for Fall trade on this trip. Keener competition, however, and the race to secure first place, introduced in this line a

Package System,

samples of which are now taken out during the first months of the year. This branch has attained large growth within the past couple of seasons. Many merchants at first objected to the arbitrary assortment rendered necessary in buying the "package," but the feature which led to its almost general adoption was the fact that by means of it the retailer secures complete control of the decoration contained in the package. The leading houses carry a number of different assortments, each of which is sold only once in a town, thus confining the sale of the particular design to one merchant. This course would hardly have been practicable when regular fancy goods were sold from open stock in any quantity desired, but as the package lines are only sold in assortments, the

buyer is sure of having a line for himself. These packages are made up of all grades and styles of decorations and as they are not too large, and the assortments are made up of the best-selling lines and quantities that the experience of able buyers can suggest, they are more and more taking the fancy of up-to-date buyers.

Many of the trade remember their early experience with the "Catch" package, made up for new buyers by too eager salesmen, in which the first few and best known articles were marked at very low figures, the difference being added to the other articles in the package, with the result that the first were sold out quickly, leaving the others on the merchant's hands. To this short-sighted policy, which early met its deserved fate, most of the objection to china packages is due, but it is a fact that the leading houses, through their travelers, find that the assortments sold last year have all been closed out in a remarkably even manner. The new lines shown in the assortments of fancy china range from the lowest priced article, to be retailed for 10 or 15c each, to the finest pieces for jewelers' trade. They are adapted for all kinds of trade, from



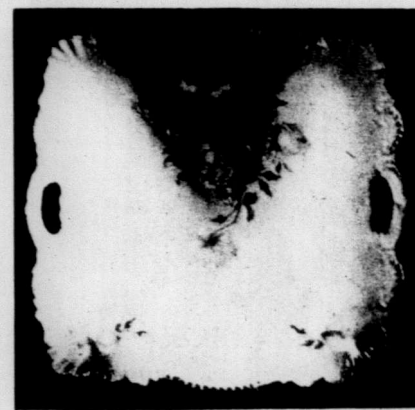
Floral pattern.

the bargain counter through the range of grocery and general store trade, to the most exclusive lines, and should be seen by every merchant handling any quantity of the line.

Latest Designs.

The moderate priced lines include the popular figure designs in both heads

and groups, which are shown with the rich cobalt blue, as well as maroon, and green borders, the central designs being new and bright colored sketches after Watteau effects. Another popular line shown by a leading house, and known as "Mother-of-Pearl" assortment, has the entire surface of the ware decorated with a shining iridescent effect, after



Newest design in shading.

the style suggested by the name, against which the floral painted decoration makes a beautiful effect. There are also cheaper lines in maroon and Russian green shadings, the shading being applied at three points instead of all around the edge; some floral decorations have heavy splashed gold edges, and there is a wonderfully popular line which has an irregular edging of lustre pink surrounding a cream-tinted body, against which the decoration shows up splendidly. In the better lines, dark green bodies with painted decoration of large crimson American Beauty roses are very popular. Some of the other assortments contain pieces in which the gold tracing shows up beautifully. All these lines, as well as the new shipments of open stock goods, will be carried by the travelers on this trip, the last-named making up no insignificant line, to which may be added the samples of lamps, cut glass, new glassware, and the various other lines shown by the crockery houses.

DOES IT PAY TO HANDLE CROCKERY?

THE GROCER reproduces in this week's issue a number of interviews with Canadian grocers who have handled crockery with success.

Mr. N. E. Coppin, grocer, of Mitchell, Ont., says: "I have been handling crockery and glassware since I got into my new store here about a year and a half ago. It is a line I could not afford to dispense with.

"In the first place there is a good profit in crockery. Of course sets of crockery are not sold every day in a place of this size, but it is a line that always interests female customers, and therefore a good crockery display is a first-class drawing card. In my experience the best line of crockery to handle is the stock pattern. The reason is that customers will often spend a dollar at a time in buying sets of crockery, and if they buy the stock pattern they can always depend on being able to complete the set when they are able to afford the money.

"In the second place crockery helps to make the store attractive. It gives it a bright, pleasing appearance. It is not necessary to put a lot of money into it as a few hundred dollars invested in crockery will make an imposing display.

"I have also found glassware a fairly good line to handle, especially in connection with the hotel trade."

* * *

J. W. Irwin, grocer, Clinton, Ont., says: "I have been handling crockery as a side line for 34 years. In a small town like this I find it necessary to carry some side line, and the choice is limited. Some grocers handle boots and shoes, but I do not think that line offers half the advantages that crockery does.

"To handle crockery successfully one must have a good assortment and display it to the best advantage. The stock pattern is a very useful line to carry, but the most profitable department of the business is the dinner, tea and toilet sets. It is also necessary to keep a good assortment of fancy china all the year round for weddings, etc.

"I find that the most profitable way is to be in a position to buy direct from the manufacturer. That gives me a larger margin of profit. Of course I have to buy in bigger quantities, but it enables me to make a good display. If a man buys with good taste and judgment he need never have any bad stock. The same can be said about lamps and fancy chinaware. It pays to carry a good assortment of lamps.

"Christmas is the best time in the crockery trade, and I make a big feature then of the newest designs and latest patterns. I advertise it well and have people coming from all directions to see my display. If crockery is properly displayed it greatly enhances the appearance of a store, and is a first-class drawing card."

* * *

R. Edmonds, grocer, Simcoe:

"I have been handling crockery for ten years now, and have found it a good line. The question as to whether crockery is profitable to handle depends on (1) the way you buy it; (2) the space you have for exhibiting it, and (3) the amount of time you have to devote to it.

"In the first place, I always buy the best goods I can, and keep a full stock of well assorted china, fancy as well as staples.

"It is necessary to have plenty of space for display, in fact you cannot have too much space. I find it a good plan to have the crockery classified on different tables according to price. This enables one to show a good assortment at each price. Hundreds of dollars worth of goods are bought by people just from seeing the price. This plan is also a great convenience to the store-keeper, as it saves much time in looking for a certain priced article that may be asked for.

"Considerable time and attention are required to make an effective display of crockery, and keep it in good shape. My experience, however, is that all the time and attention bestowed on it is well repaid. If you once get a reputation for handling crockery you will have people coming from far and near to see it. I sell dinner sets to people who come as far as 20 miles north, east and west of Simcoe.

"Although stock patterns are a necessity, the best money comes from handling higher grade crockery. It requires considerable taste and judgment to select patterns likely to please the public taste, but if a man possesses these he need never fear having an accumulation of dead stock. I find the color that takes best is green, in its different shades. This might not be the most suitable for every section, but here it certainly is the favorite.

"A good display of crockery adds much to the appearance of a store, and not only sells itself but helps to sell groceries. My motto is to pay cash and take discounts, mark as close as possible on cost price, and deal honestly

and truthfully with the people, thereby getting their confidence and goodwill. I have found it a good principle to be courteous to all people, whether they are buyers or simply visitors. If the latter, they go away with a good impression and are sure to come back when they want something."

* * *

T. Guay, grocer, Queen street west, Toronto, says:

"For five years I handled china, crockery, etc., with great success in my grocery store. There is no question but this department of trade can be carried on with profit by grocers in the villages and towns throughout Canada, provided only they are sufficiently far away from a departmental store. It was this that spoiled my city trade, not that such concerns sell more cheaply, but they carry so many other lines, and advertise bargains all along the line, which is the bait to catch the consumer every time."

Mr. Guay says he has had no special method of following up the crockery trade. His only plan has been to stock a reasonably full supply of the newest goods on the market, of a selection likely to suit his customers, with nothing ranging above an average price. In the next place care has to be taken in the matter of display. Above all things the stock must be kept clean and this is sometimes a difficult proposition in a grocery store. Mixing must be avoided at all risks, toilet sets having one place to themselves, and china cups and saucers another.

Stock patterns pay well, and it is wise always to stock such staples as the gilt band and clover leaf patterns, but always along with some of the more attractive novelties. Crockery in the old brown style has also been a good seller, for instance, brown tea pots, bowls, etc. The line that has paid him best of all, however, is toilet sets, of which he has made a specialty.

With regard to the question whether the success of a crockery department lies in the profit to be made out of it directly, or indirectly as a means of attracting trade in groceries, Mr. Guay says he has made a lot of money out of his crockery direct from the very first. During the Christmas season, for instance, his returns from sales of china and crockery have regularly meant more in the aggregate than those from all his other departments put together. No grocer need be afraid of handling crockery.

HAMILTON POTTERY

ESTABLISHED 1852

THERE are few homes in Canada that are not familiar with our two tea-pots—“Champion” and “Globe”—the best made, best finished, best shaped, best wearing tea-pots of the earthenware variety turned out in Canada to-day. We have been making tea-pots for over half a century, and have learned to do things right. We solicit the orders—send them by mail if more convenient—of the Canadian grocery and crockery trade—price list sent on application. We also manufacture the best lines of Rockingham, Yellow and White Lined Ware made in America. A big claim, but a justifiable one. The dealer who does not handle Campbell's goods handles an inferior make. Our first shipment will be all the proof required.



“CHAMPION”

JAPANESE GOODS

We make a specialty of Japanese goods, being direct importers. We carry a big range of samples, quote prices a little lower than others do, and have the name among our customers of being the best Japanese goods house in Canada. A post card will bring you a salesman with his samples.

Some order goods by mail with complete satisfaction.

We are attentive to our customers.

Are you doing business with us?



“GLOBE,” with percolator.

R. CAMPBELL'S SONS

96-118 South Locke St.

HAMILTON, CANADA

LAMPS IN THE GROCERY STORE

It is a generally recognized axiom in business circles that the grocer who wins the largest measure of success, whose business continues to develop year after year, is the one who has paid much attention to the finer points of his business; who has not been content to sell what is easiest to sell, but has striven to win trade in the more difficult channels by selling goods not offered by his rivals.

Toronto wholesaler recently. The reason for this is partly because lamps call for no subsidiary lines, which render it difficult to set boundaries to the stock that must be carried. A store can carry lamps and nothing else of the same class of goods, so that it is not necessary for the grocer to lay in a full hardware stock of other things which appear closely connected. The trouble with those who do not get the desired results from their lamp trade, is that they do not carry a well-selected line. Too many confine themselves to the common glass lamps, together with a supply of chimneys, burners, wicks, etc., which goods are carried in every store and are sold at comparatively close prices."

A full assortment of table lamps for a grocery store may be classed as follows: (a) glass lamps, in all their varied sizes and kinds, ranging from the cheap hand lamps, sold without burner or chimney, at 10c., to the more elaborate lines completed with shade and ring or fancy chimney, and retailed at \$1 each; (b) decorated opal vase lamps, including all lines without removable oil pot, ranging in retail price from the lines without brass base at 75c, to handsome lamps completed with 10 in. globes at \$3 each; (c) decorated opal reception lamps, with lift out or removable brass oil pots, retailing from \$2 to \$10 each and higher, and sundry lines, such as night lamps.

The glass lamp first referred to may be procured in dozens of different designs of crystal glass and in various different colors, including decorated styles.

In buying opal decorated lamps, the buyer should make sure that all such lamps have "fired decorations"; i.e., before any of the metal fixings are attached, the opal blank, as the plain milk white glass body is termed, is decorated with mineral colors and subjected to an intense heat, which fuses the outer surface of the glass and the painting thereon into one body, making it impossible to remove the decoration except by filing off or destroying the actual surface of the glass, a test to which, of course, no lamp is subjected in actual use. This, you can see, adds to the expense of the manufacture, and

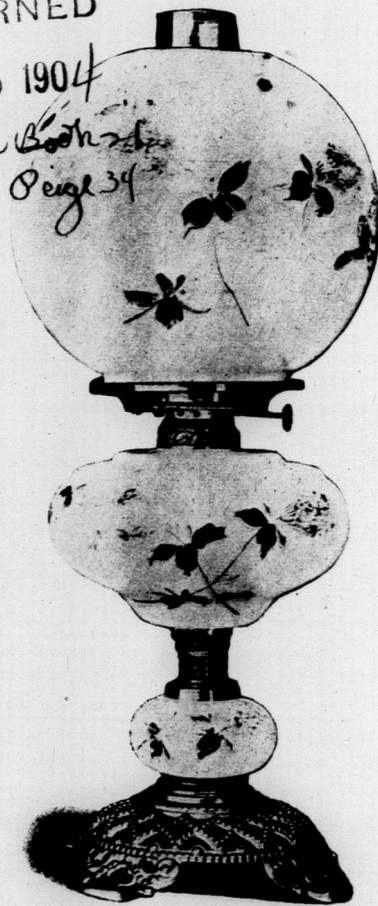
to meet the demand for the cheapest kind of a vase lamp various lines of cold decorated lamps have been placed on the market. In these the decoration is simply painted on the glass with ordinary oil colors; and while at first the tints and colors may be even brighter than some fired lines, it is only a matter of time before the whole decoration is washed or worn off, resulting in dissatisfaction to the customer. The buyer will not have difficulty in ensuring "fired decorations" if he is careful regarding the matter.

In the newer lamps the founts will be found very shallow, and at the same time they may be wide. Lamps with removable founts are more expensive, but due attention is paid to their depth,

RETURNED

JUL. 15 1904

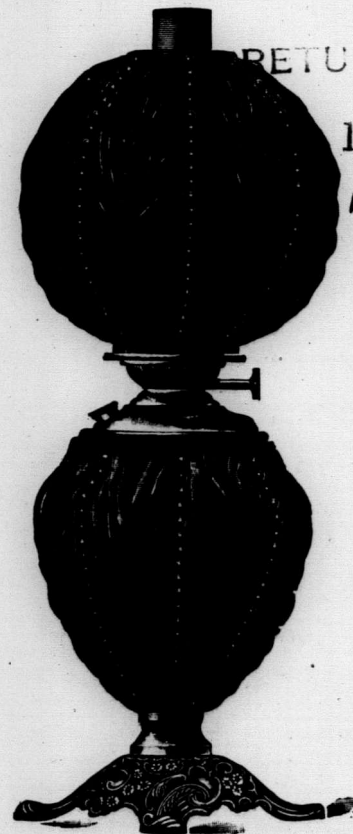
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Page 34



No. 1.—An inexpensive Decorative Lamp.

To the grocer is offered many opportunities for expansion. Take lamps, for instance; it goes almost without saying that most grocers handle lamps, although their stock as a rule consists of the ordinary cheap glass lamp is everyday use. They have found, moreover, that a stock of lamps will bring in most satisfactory returns.

"There is no reason why grocers in every town should fail to make a good profit on lamps," said a prominent To-



No. 2—A "Kopp" lamp.

as oil will run in sufficient quantity only so high, and beyond that there is imperfect light.

An ingenious way of utilizing the deep fount without such a removable contrivance is to fill it half full of water and then with oil to the top. This method has been found to give general satisfaction.

Decorative lamps, whether cold or fire decorated, or of the solid color variety, are in great demand. There has lately been put on the market a lamp, which, for beauty of color and chaste appearance, cannot be excelled. It has adopted

RETURNED

15 1904

Book 21
Page 34
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GOWANS, KENT & CO.

IMPORTERS and MANUFACTURERS

CROCKERY AND GLASSWARE
CHINA AND LAMP GOODS

RETURNED

JUL 15 1904

*We sell
Good Goods
Cheap:*

Manufacturers of CUT GLASS AND LAMPS

Decorators of CHINA, GLASS AND EARTHENWARE

RETURNED

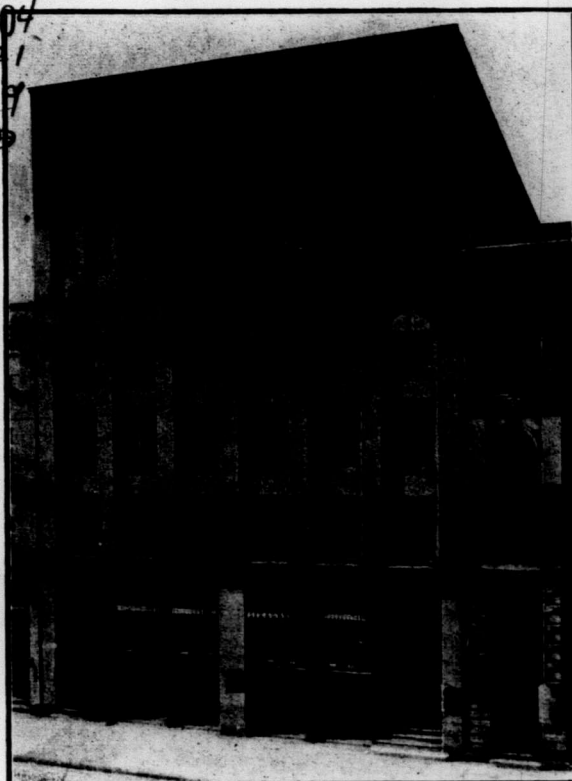
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Page 27

also

We have now 24 travellers on the road, covering the Dominion from Atlantic to Pacific, and shall be glad to receive a card from you if you care to look over our splendid line. No call to buy if goods don't suit your trade.



OUR TORONTO WAREHOUSE

ASSORTED PACKAGES

Fancy China

AN EXTRA LARGE RANGE

(WE GIVE YOU CONTROL FOR YOUR TOWN)

====

ASSORTED PACKAGES

HANDSOME LAMPS

ALL KINDS AND STYLES IN VARIOUS ASSORTMENTS

====

Write for full lists and illustrations of these special lines.

RETURNED

JUL 15 1904

Branches: Montreal and Winnipeg

HEAD OFFICE

16 FRONT ST. EAST

TORONTO



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the solid color decorative scheme of Kopp, the German expert in lamp colors, and comes usually in cardinal and beautiful shades of red, green or blue. The pattern is distinct from the remainder of the lamp only by its being done in relief, the same color prevailing throughout. The outside is of that soft silk finish that in the pattern gives off a great number of depths of the prevailing color. The variety shown is on a par with the progress made in almost every line. Better and larger selections are shown in shape, color and pattern, and more taste is displayed in blending and matching.

* In buying lamps there are some points which every retailer should observe: For some seasons dark, deep shades have prevailed in lamps, as, in the majority of cases, the fancy lamp is not used to read or work by, but for decorative purposes combined with light. Everyone knows how little really valuable light a red lamp casts, and yet it is the most sold. In buying retailers are apt to pay too much attention to the light colors, on account of the amount of light they dispense.

It may interest the retailer to know that the better lines yield larger profits than the cheaper ones. On the better lines the margin of profit should run from 40 to 60 per cent., and as the danger from breakage is to-day exceedingly small, there is every reason why the retailer who handles the cheaper lines should carry in stock the more attractive styles.

There is no valid reason why the grocer shouldn't handle a high-class quality of lamps. The line takes up considerable room, and in some seasons of the year the sale is not large, but against such objections may be put the fact that the line adds much to the attractiveness of the store. It is true that the sale of lamps is greater from August till Christmas than in the early months of the year, yet the trade is always worth having, especially as the total volume in a year may reach large proportions.

HOW TO HANDLE CROCKERY.

AMONG grocers there is considerable variation of opinion as to the value of crockery departments, says the Commercial Bulletin.

Some are convinced that crockery and glassware are a nuisance, and admit that they stock it because they fear loss of trade in other departments through not

having a complete general line. Other merchants are satisfied with crockery and glassware, but are not sufficiently interested to thoroughly exploit its possibilities. Others are enthusiastic about this department of their business.

The secret of the successful handling of crockery is method. The dealer who has room to display crockery and glassware on tables and keep it in good shape with plenty of price tickets to guide the customer, gets good returns.

The dealer, however, who has almost all of his stock on shelves where the dust

to a female customer any more than good dishes at bargain prices? What line offers the merchant a better opportunity to talk about bargains than crockery and glassware? If given any reasonable chance, crockery and glassware will make as good a return on the investment as any line carried, and much better than most of them.

Ordering a crate of white ware and a little more of some other kind is not same buying. The merchant needs the staple white ware just as he needs granulated sugar, but he should have it in the background and be pushing other lines or sets on which he makes more money and which are more pleasing to his trade.

The first step in the management of a crockery and glassware department is careful buying. Do not tie up too much money. Get an assortment and a line that will sell at prices which will suit your trade. Pay considerable attention to odd pieces in glassware which will sell at low prices. You can do no better than invest in a bright ten and fifteen cent line. These will be good pullers for the department. You need room. Tables are the only best method of display. At the same time, window shows are decidedly valuable as advertisers. When business gets slack pick out some of your best bargains and advertise them by circular. Make up a ten-cent table occasionally. Again try a 19-cent sale, or any other figure which may strike you.

The main thing is to keep the dust-cloth at work, the tables always well arranged, and always sell the article for what you think it will bring, and at the same time make a satisfied customer. You will find that a crockery and glassware department, properly managed, will turn a fine dividend.

MISDIRECTED.

A big Boston china store recently received a consignment of goods from Germany. A representative of the house had ordered in that country a variety of goods, and among them a lot of the cups which are beautifully labeled "To My Brother," "To a Friend," and so on through the list of human relationships. He had ordered with the rest a lot of mustache cups. They were well and duly made, but great was his astonishment when the consignment arrived to find the greater number of the cups so contrived to protect the beverage against the masculine hirsute adornment labeled thus: "To My Sister," "To My Mother," "To My Wife." — Boston Transcript.



No. 3.—An older shaped fount.

gathers, the cobwebs cling, and which the clerk and the dustcloth visit not, thinks it is a blooming humbug.

The general appearance of the crockery and glassware departments in many stores make one's sides ache for more room. You yearn to take a damp cloth and wash the face of the dishes enough to get down to the mark which sells, whether it is ironstone or Haviland china.

When you come right down to good merchandising, a grocery or general store is not complete without a good line of crockery and glassware. What appeals



MADDOCK'S EARTHENWARE

JOHN MADDOCK & SONS, LTD.
ENGLAND.

White, printed and decorated, is the only crockery which stands, and has stood, the test of time in all climates WITHOUT CRAZING.

VITRIFIED WELDED EDGE HOTEL WARE

Holds the record for strength and durability. Free booklet of testimonials from satisfied users, supplied on application to the undersigned Canadian representative.

BAND AND LINE WORK, CRESTS AND MONOGRAMS

A specialty.

ROYAL VITREOUS DINNER AND TOILET WARE

In correct shapes, artistic designs, perfect prints, and pleasing colors. The envy of other makers. The STOCK PATTERN you select will not be sold to any other dealer in your town. Why not have the best and have it to yourself?

ALLERTON'S CHINA

Is impervious to liquids, hence does not stain with use. Made in

TEA AND BREAKFAST WARE

Over 500 varieties to select from, including the popular Edge Line and Sprig, tasty Prints, and Crown Derby effects. Best value moderate-priced China in the market.

EARTHENWARE SPECIALTIES AND JARDINIÈRES

A large range of samples just received.

E. W. KLOTZ, 24 WELLINGTON STREET WEST, **TORONTO**

Canadian representative of John Maddock & Sons, Limited, Burslem
and Charles Allerton & Sons, Longton

NO STOCK CARRIED.

GOODS MADE AND SHIPPED TO ORDER OF PURCHASER.

N.B.—Maddock's Welded Edge Hotel Ware can be had in open stock from following jobbers:

FREDERICK BUSCOMBE & CO., Limited
Vancouver, B.C.

H. J. BOYD
Winnipeg, Man.

W. H. HAYWARD CO., Limited
St. John, N.B.

MAKING CUT GLASS.

MOST people have the idea that the process employed in the making of cut glass must be of a very delicate nature to produce such beautiful and delicate objects. In reality, however, a factory for cutting glass is

passed to the "smoothers" who, with stone wheels, smooth off the rough cuts and then pass it on to men who do the fine work or narrow shallow lines in the required pattern. Under the hands of these men the piece first begins to take on a presentable appearance.

gives it more polish, and the finishing touches are given with putty. After washing the article is ready for shipping.

To the casual spectator the work does not appear to be the production of skilled labor, but the fact is that great precision is required. The pattern is cut without any previous markings save the sectional divisions, and great care has to be exercised to cut neither too deep or the glass would break, nor too shallow or an uneven appearance is presented. Lines must be of a certain length only and regularity must be observed throughout the whole pattern or the glass will lack the fire and symmetry of a well-cut article.

A POLICY OF PROGRESS.

AMONG recent developments in connection with the wholesale crockery trade a noticeable feature is the progressive policy inaugurated by the new management of the John L. Cassidy Co., Limited, of Montreal. The volume of business being handled by this firm at the present time, together with the exhaustive preparations they are making to meet the Fall trade indicates that the scope for selection on the part of Canadian buyers is to be widened to a practically unlimited extent. In the important item of lamp goods alone, the variety of lines now on view at their handsome showrooms on St. Paul street, and in the hands of their representatives on the road is an eye-opener in itself. It would be unwise upon the part of the handlers of these lines to

RETURNED

JUL 15 1904

*Cut Book 21
Page 34
Gow.*



Cut Glass Berry Bowl.

as rough in appearance as a machine shop, and the tools used as coarse as those in any other factory. There are in Canada only two establishments that are engaged in this work, and a representative of The Grocer recently had the pleasure of inspecting the larger of the two—Gowans, Kent & Co., of Toronto.

The cutters are ranged in a row down each side of the factory, the "roughing" being done on one side and the "smoothing" and "polishing" on the other. Each workman sits on a high stool and in front of him is stationed his cutting wheel above which is a large cone-shaped affair containing sand and water. The sand used resembles in appearance and consistency common salt, and mixed with the water drops slowly on the revolving wheel, thus providing a cutting surface for the glass. The wheels vary in material from iron for the "roughers" to stone for the "smoothers," and wood and felt for the "polishers," and vary in size from six inches to a foot and a quarter in diameter.

The plain glass is first marked off with red lead into even sections, and without any other guide to pattern the "roughers" work out the required design by pressing the plain glass against the sharp edge of the iron wheel. Only the deep cuts and rougher lines are done by these workmen, after which the glass is

The final stage comprises four separate processes. From the "smoothers" the glass is washed with acid to take off

RETURNED
JUL 15 1904



Cut Glass Butter Plate.

all remaining roughness, and the wood polisher then holds it on a wooden wheel. The buff wheel or wheel covered with felt, with a fine pumice powder,

overlook the John L. Cassidy Co., but that company, judging from appearances, are not at all likely to give them the opportunity of doing so.

The Oldest Crockery House in Canada.

Under up-to-date management.

This is "Sorting-up" Time.

Don't lose business by letting any lines run out.

We have **everything** in

*China, Crockery, Silverware Cutlery,
Lamps, Glass, Earthenware,*

AT RIGHT PRICES.

The John L. Cassidy Co., Limited, Montreal

Small Packages

of

China and Earthenware

From Stock at Import Prices

are a feature in our business.

If you sell **CROCKERY** or are thinking of doing so

Write us—It will pay you

BOOKLET NO. 2
SENT FREE
ON REQUEST

WHEN IN MONTREAL
CALL AND SEE US.

BARNARD & HOLLAND CO.

English Pottery
Representatives

Montreal

Importers of
China and Glass

290 St. James Street, - Victoria Square



HINTS TO BUYERS OF CHINA AND GLASSWARE.

ONE of the most attractive novelties for the coming season in china is English breakfast ware, of antique design, in plain white. It may appear somewhat of an exaggeration to speak of china having an appetizing look, but this line of plain white ware looks to be the ideal thing for a dainty breakfast service, and is certain to take the fancy of up-to-date housewives. The "Diana" shape, in English dinnerware, promises to be a good seller. It is claimed for this shape by experts that it is one of the best proportioned yet seen in china. An attractive feature of much of the new English china is its fine embossing. The "Countess" shape and pattern in English tea and breakfast ware will also be a good seller. Printed and plain dinner ware, with gold tracery, bands, edges, and illumination, and gold stippled handles, are seen in great variety, as well as pink and blue enamel ware with gold edges. White sets with shaded color border in pink, blue, buff or green, and gold stippled handles, are also seen. The lines of toilet ware in greatest demand are printed sets with enamelled flowers and shaded colored grounds, also white sets in double shaded grounds, rainbow effect, all with gold stippled edges. Another good line is English vitrified hotel ware, which is claimed will not craze and will stand the roughest usage. In this ware, a specialty is made of colored crests, with lines and bands in harmonious colors, all under the glazing. Royal Vienna is a novelty in rich dinner ware, which will appeal to the connoisseur of china.

In glassware, the assortments of decorated opal fancy ware are very attractive, while the usual lines of Bohemian glass, especially that with inlaid metal decoration, are seen in great variety. Moorish pottery is one of the most attractive of the lines for the coming season's trade, and oriental figures are coming more and more into popularity.

CHINA IN THE GROCERY STORE.

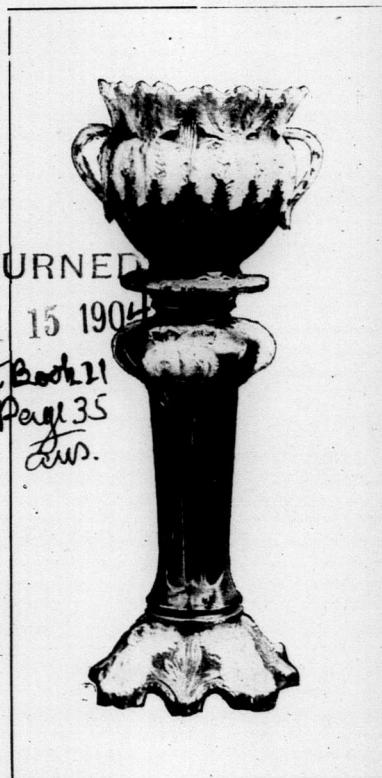
C. A. Nairn, grocer, etc., Goderich, considers his china department an important adjunct to his business. He keeps a full stock, and has found that this department increases his general sales. In the Summer many sales are made to Summer visitors for souvenirs. Stock lines are carried, but the fancy lines are displayed to the best advantage.

While doubting the value of a china department in a large city, Mr. Nairn believes that in a place the size of Goderich, a china department in a grocery store, if given careful attention, is well worth while, both for itself and on account of its influence in attracting general custom.

Mr. Nairn has the west side of his store given up to china, crockery and glassware, neatly displayed, and kept scrupulously clean. The west window is well adapted for attracting the eager eyes of womankind, and as a second line of attack, this is flanked by a silent salesman, filled with a very fine collection of cut glassware.

HANDSOME ENGLISH WARE.

THE handsome pedestal and pot here illustrated is the product of one of the leading English earthenware manufactories, the Royal Staffordshire Pottery, whose products are ex-



RETURNED
JUL 15 1904
Cut Book 21
Page 35
Lws.

ploited in this country by Barnard & Holland Co., Montreal. The quality of the ware is claimed to be much superior to anything imported from Teplitz, being of the finest English semi-porcelain. It is decorated in beautifully blended colors, and is supplied in various combinations of tints, also being richly illuminated in gold.

In addition to the alleged superiority of the ware over German and Austrian goods, there is an advantage in price in

consequence of the lesser duties; and the facility with which goods can be obtained from England, as compared with other countries, is very much in favor of the former.

The article illustrated is intended to retail at about \$25, but the same factory makes much cheaper lines. Very attractive pedestals and pots are to be had that can be sold retail for as low as about \$4 or \$5.

PATENT SAFETY LAMP.

One of the most useful novelties being offered to the trade at the present time is Hinks' Patent Safety Phoenix Lamp. Its chief feature is an ingenious contrivance, by which it may be self-extinguished in the event of the lamp being upset. On account of its simplicity of construction, it is absolutely impossible for the lamp to get out of order, since there are no springs, pins, solder, traps, etc., but simply a weight, which comes into operation only when the lamp is tilted over forty-five degrees, and lifts the ordinary extinguisher, thus putting out the flame.

FLUCTUATION OF PRICES IN FRANCE.

THE French Government has recently published certain statistics, so that it is possible to give a comparative statement of prices of several products for six years.

It is exceedingly interesting to note the great variation in the prices of staple commodities. A careful study of the changes that have taken place since 1898 shows anyone desiring to export merchandise to France that conditions are constantly shifting.

For example, the price of pork in 1898 averaged 29c per 2.2 pounds; on April 21, 1904, it had declined 24 per cent., selling at 22c.

Oats is the most changeable of all grains; there is a difference of almost one-fourth in the price between 1898 and 1904.

The harvest governs the price of all commodities of purely French origin. The same quality of wine fell from \$25.47 to \$16.75 per barrel of 238 quarts between 1899 and 1902; but it rose again to \$19.88 in April, 1904. The small and plentiful harvests caused this fluctuation.

These figures give food for thought for all exporters from the United States to European countries. The state of these markets must be carefully examined very often, so that the exporters may supply at a time when their merchandise will sell the most advantageously or be introduced just when the propitious moment arrives to command a good and ready sale.

All coffee looks pretty much alike, but the care and knowledge that is responsible for **40 years** of continuous success is worth your consideration.

Chase & Sanborn's

coffee is handled by experts from the time of planting until it reaches your store.

Get in line and make your customers happy.

Best Values in TEAS

Write us for Samples

Ceylon and Indian Greens, at 11c. to 18½c.—Special value. Try a sample lot.

Special values now in **Japans**, all grades, from 13c. to 35c.

Also Japan Siftings and Fannings, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Pleased to send you samples. Say what grade and price you want.

● Teas
● and
● Coffees

New Japan Fannings and Siftings now in stock.

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street

MONTREAL

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Cheese Trade.

IN his report regarding the Canadian export cheese trade of 1903, A. W. Grindley, agent of the Department of Agriculture in Great Britain, makes the following suggestions: "The cheese season of 1902 was a most successful one; there was a large increase in the quantity, and the steady improvement in the quality was so great that in spite of very heavy supplies the prices realized on the whole were satisfactory. The mild, sweet, palatable flavor, as distinguished from the heated and biting character so noticeable in former years, has created a large consumptive demand, which will have a tendency to do away with the disproportion in value between Canadian and English Cheddar. The practice of shipping too new or 'green' cannot be too emphatically condemned, as it not only spoils the sale, but hurts the reputation of Canadian cheese." The salesman, as well as the exporter, is to blame for sending these immature cheeses, and the patrons of factories should insist that their cheese should be held in the curing room until it is in such a condition as will give satisfaction to the British consumer.

Cool Curing of Cheese.

"The comparative difference in the cheese held in the Government cool curing rooms has become very noticeable, not only in quality, but in general appearance. The improvement is due to cool curing and 'waxing' the cheese, which also has the advantage of preventing a considerable percentage of shrinkage. During the season of 1902, when 'waxed' cheese first appeared on the British market, some of the grocers' associations objected, and even went so far as to demand an allowance on weights, but it soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the Government curing stations, at an advance in price compared to cheese coming from the ordinary factories.

Boxing Cheese.

"The percentage of broken boxes was not so high during 1903, although it still

runs very high, ranging from five to twenty-five per cent. The falling off in breakage is due to: (1) The damp season, which makes the boxes less brittle. (2) More care on the part of the shipping companies in loading, stowing, and discharging cargoes, this work being closely watched by the inspectors of the Canadian Government. (3) The use of boxes of better quality. The latter point has been very noticeable in cheese coming from the Government curing stations, the boxes being made of heavier material; the broken boxes did not run above two per cent., which proves that it is false economy to buy cheap boxes. Care should be taken not to use green, unseasoned boxes, as the cheese, particularly the top and bottom, may be damaged in quality from this cause alone.

Skin Brand on Cheese.

"Leading British importers of Canadian cheese are in favor of branding cheese indelibly with the month in which they are made. Some years ago 'September' cheeses became the favorites, but owing to the improvement in the quality of cheese made during July and August, brought about by the system of 'cool curing' introduced by the Department of Agriculture, the makes of other months have proved to be nearly as good in quality as September's. It is claimed that unscrupulous dealers in Canada, as well as in Great Britain, quote 'Septembers' at such low prices as to lead to the supposition that they are the make of other months, and as a result any inferiority in quality is not discovered until after delivery is taken. If the month of make were branded on the cheese they would be sold on their merits, and speculators who bought cheap lines of July, August, October, or November makes would be debarred from quoting them by cable or otherwise as 'Septembers.'"

Canadian Cheese Improving.

WHOLESALE dealers in Montreal report that the average quality of cheese being marketed at that point this year is considerably

above the quality of last year or the year before.

Some of the defects, however, noticed in cheese there, as the result of a recent official examination, were: First, leak in body and too much acidity; second, objectionable flavors, a weedy flavor, or what is called an "off" flavor, due to carelessness on the part of some person, either patron or maker; third, defective finish, but much superior to the general appearance of cheese marketed in previous years. No excuse can be made for the unworkmanlike manner in which some of the cheese is put up. They are not uniform; carelessness is displayed in putting the cloths on the ends of the cheese; the boxes are not properly trimmed after the cheese are put in them; and in some cases the boxes are not high enough, allowing the weight of the top cheese to rest on the bottom cheese, rather than upon the boxes. In some cases boxes are too large in circumference, allowing the cheese to work from side to side, wearing rough patches on the ends and sides. There is also evidence of negligence in the care of the shelves; the ends of the cheese in a few instances being quite dirty, while the sides were clean. One wholesale dealer stated that out of forty boxes received he had his men rope thirty-eight of them before they were fit for shipment on the steamer. Another shipper said that out of a lot of 150 only a few arrived at his warehouse in sound condition. A poor quality of box and carelessness on the part of makers in boxing cheese, will, if continued, injure the trade.

Provisions in Trinidad.

Latest reports from Trinidad say there is a better feeling in both pork and lard, but stocks are considerable, and quotations remain unchanged. Pork loins, ribs, shoulders, etc., are all inquired for. All grades of family beef are in over supply, and prices continue to decline.

Provision Notes.

The Anglo-Canadian Cold Storage Exchange, with headquarters in London, Eng., are offering to equip the St. Lawrence Market, Toronto, with an up-to-date cold storage plant.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

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

BEECHNUT



BRAND

Hot Weather Meats.

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

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

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

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

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

LONG CLEAR BACON

Finest quality, new cured, light sides
for summer cutting trade.

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

MAGIC

TRADE MARK

SODA

OR
SALERATUS
IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

Mr. Grocer,— We are not in any combine, our goods are made to sell everybody, and are cheaper than other similar lines ; they are good and quick sellers, and pay you largest profits. To convince yourself of

RETURNED

JUL 15 1904

at Book 21

Page 32



this, drop us a line for price list and samples.

Makers of the Famous **Chinese Starch**, etc.

OCEAN MILLS, ...MONTREAL.

the testimony
of one
grocer

What one grocer says—
T— — 1904.

Drop a card for a sample—or, better still, order 10 lbs. as a trial—You'll order more with your next order.

Dear Sirs,—
Will you please send me at once per Canadian Express—
25 lbs. Crushed Java and Mocha Coffee—the same as I got in May last. The Coffee was hard to start first, our customers fearing it was too cheap, but proof has been prevailing.
Yours truly, — —

is the experience
of all who handle our

“Crushed—
JAVA AND MOCHA”
COFFEE

A blend of the broken beans sifted from our high-grade coffees with just enough chicory to suit the average palate.

WHOLE CRUSHED
—OR—
CRUSHED AND GROUND

Sold retail at
25cts.

though
—it's so good
it's
easily
worth 30c. lb.

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

Cheese—Cheese picked up a little in the early part of the week, but the advices from the Old Country are still gloomy, and large stocks are accumulated there. Still there was a disposition of independence shown by holders in the city that was surprising when certain shippers wanted some stock to fill orders for special shipment on the steamers sailing this week. How long this feeling may continue is hard to define. The arrivals, as posted on 'Change last week, were nearly twenty per cent. less than during the same week of last year. To date since the opening of navigation the arrivals are 17 per cent. less than they were during the same period of 1903. The exports of last week show a falling off of over 30 per cent. compared with the same week of last year, and the decline for the season so far is a little less than twenty-five per cent. The wharf sales are the strongest testimony to the situation.

As many as 9,000 boxes were sold at 7 1-4c, on spot. Easterns were held around 7 1-8, and Ontarios at 7 7-8c.

The figures for export during the week ending July 12 show that the cheese exports were 104,252 boxes; of these, 16,576 were through, and 87,676 were local shipment. For the corresponding period last year the exports were 136,894, and for 1902 they were 86,527 boxes.

The total shipments to date since the opening of navigation were 525,430, and

in 1903, 750,519, and in 1902, 564,803. Thus the falling off becomes more glaring as each week slips by. The total shows a drop of nearly 200,000 boxes.

St. John, N.B.

Provisions—In barreled goods the sale is light. Pork is at least no higher. Beef is quite firm, but finds few buyers. Pure lard continues easy at the very low prices. There is rather an improved demand for refined lard. Rolls and hams remain unchanged; business is a retail one. Fresh beef is held at full price for western stock. Domestic is low. Lamb is more freely offered; average prices rule. There is a good sale. Veals hold firm, with mutton and pork low.

Meas pork, per bbl.	\$16 00	\$17 00
Clear pork	17 00	19 00
Plate beef	12 60	14 00
Meas beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 08	0 10
Mutton	0 06	0 07
Veal	0 08	0 09
Lamb, ea-h	8 00	9 00
Pork	0 08 1/2	0 07 1/2
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08 1/2	0 09
" " pails	0 08 1/2	0 09
Refined lard, tubs	0 08 1/2	0 08 1/2
" " pails	0 08 1/2	0 09

Butter—Market is overstocked. Only the very best sells at all freely. Prices are low.

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

Eggs—Prices are still quite firm. Receipts not large.

Eggs, henery	0 18	0 20
case stock	0 14	0 15

Cheese—The price is rather lower, but little change expected.

Cheese, per lb.	0 09 1/2	0 10
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Winnipeg.

Butter—The market is quiet and prices are rather low. There is not a sufficient supply of fresh dairy butter on the market to give the quotations.

Creamery, per lb.	0 20
Dairy, in tubs	0 16

Cured Meats—The market continues firm. Our quotations are as follows:

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

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

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

The T. Upton Co., Hamilton, are now filling orders for strawberry jam with this season's pack of strawberries.

Fresh and Cured Fish

How to Handle Fish.

YEARS ago the fish trade, outside of the immediate City of Montreal, was confined almost exclusively to salted fish, such as salted herrings, green codfish, and hard dried codfish. With improved methods of transportation, however, the handling of fish has developed into an important department of trade. Fish can now be shipped to any point within a radius of 200 miles of the larger cities, reaching customers in a comparatively short time, and in perfect condition.

It is a well known fact that large quantities of fresh fish are consumed weekly in cities of any size, and it is only a question of the rural merchants knowing how to handle it properly in order to increase the consumption of fish in towns and villages throughout the country. People living in small towns have raised the objection that they cannot get regular supplies of fresh fish, but for some years past dealers have made this a study, with a view of catering to the wants of their out-of-town customers. Care in handling is the principal thing, and it is certain that merchants or grocers who will make a specialty of supplying their customers with fresh fish will build up a trade for other lines as well, since there is nothing that impresses the consumer so much as the willingness of a merchant to supply him with what he wants.

It is not necessary for a merchant to stock up a lot of fish and run the chance of it spoiling. At the present time he may order his fish fresh weekly, according to the needs of his customers. Many large wholesale dealers in the cities, such as Montreal, send out weekly price lists early each week, keeping firm prices on various kinds in season for shipment on the same Thursday, so that a merchant may have ample time to estimate his requirements, to send an order by mail after receiving the price list, and forward the order to the shipper. His order of fresh fish can be shipped by express on Thursday, and reach the dealers in first-class condition for the demand, which is usually most active on Thursdays and Fridays.

In this way it is possible for people living out of town to secure all the delicacies of the season in the fish line, and at practically the same prices as if they were living in the large centres.

During the Summer months, when a large number of city residents visit the country, they usually want to get their fresh salmon, or other kinds of fish they have been accustomed to in the city, and the merchant or storekeeper who caters to this desire may reap a good profit. In fact, it has been proven time and again that grocers and general store keepers who have catered to the wants of their customers, have had a wonderful increase in their business. There are one or two merchants in the larger towns, within fifty or sixty miles of Montreal, who have built up an extensive trade with little trouble, just by ordering their fish ahead, and getting it in by express on Thursday or Friday, for the consumer.

It is an established fact that fish exposed in stores in the old style is offensive to the customer, but this can be obviated by having a nice box, zinc, or galvanized iron lined, covered with glass, placed in front, on the side of the store, away from anything susceptible to the fishy smell, with running water and ice. There is very little chance of any smell permeating the store. Merchants who order their fish according to their customers' wants, find that such usually arrives with sufficient ice to keep it over night, and it can be delivered promptly the next morning.

Fresh fish naturally should not be exposed to the air, and it should also be well iced. During the months of June, July and August fresh fish must be ordered only as required, and then shipped by express. The large fish dealers in the cities have all the facilities for storing, and their arrangements for shipping are so perfect as to guarantee almost fresh delivery to customers.

In the large cities, such as Montreal, the fish business is done, to a great extent, as a specialty, and no grocer combines the sale of fish with the general groceries. This is also due to the fact that a special license is required, which many grocers do not care to pay.

Salmon Facts.

In their latest report on salmon conditions prevailing in British Columbia and the Pacific Coast, the J. K. Armsby Co., of Chicago, say:

No fish are reported on the Fraser River so far, and only 50 per cent. of the canneries will operate this season. The fishermen on the Skeena River, B. C., are still striking, and the run is light. No salmon are reported yet on other northern B. C. waters.

The Spring run on Puget Sound is the smallest in years. No sockeye has been reported yet, either in the ocean, outside straits or in the straits. A large percentage of the canners are closed, as a very small pack is expected. On the Columbia River early and protracted high water has interfered with the fishing season. Packing closes August 5, but there is yet a chance for a fair run. Packing up to date is only 50 per cent. of last season. On the Sacramento River packing is practically closed, the run having been about 40 per cent. of last year's.

At Bristol Bay, Behring Sea, is reported the heaviest and latest ice blockade on record. It looks as though the pack would be cut in two, and unless ice conditions change some companies will pack almost nothing owing to lack of towing facilities, as the present condition of ice necessitates large towing steamers in order to enable sailing vessels to get up to their docks. Chignik canneries are all opened for business, although there are no fish yet. At Kodiak Island the salmon run is very slight, and at Cook's Inlet "no fish yet" is reported. At Prince William Sound there has been heavy weather, with the season half over and the pack from one-third to one-half short. In south eastern Alaska many canneries are closed, and a small pack is expected.

Limit Put on Anglers.

BY the new fishery regulations adopted by the Dominion Government, anglers are only permitted to catch eight instead of twelve bass per day. The limit for maskinonge is four, pickerel twelve, and lake trout four, speckled or brook trout thirty, or ten pounds.

The size limit for pickerel is fifteen inches, for maskinonge thirty inches, measuring from the point of the nose to the centre of the tail. The sale and export of speckled trout, black bass and maskinonge is prohibited for a period of five years, provided, however, that any person from a foreign country fishing in the waters of the province who obtains an angler's license may, upon leaving the province, take with him the lawful catch of two days' fishing.

In Point of Tastiness

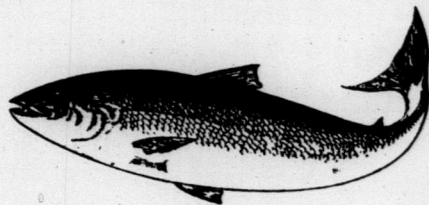
Salt water fish are as much better than fresh water fish as the air of the sea coast is better and more invigorating than the air of inland parts. And the tasty cod of the Atlantic is all the tastier when cured by a salting process and put on the market as

"HALIFAX" and "ACADIA" BRANDS OF PREPARED CODFISH,

which are just salt enough to be nice. Emphasize these points when seeking to interest your customers in these tastiest of fish products.

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

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

PACKED BY

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

Copy of Telegram

July 9th, 1904

"CANADIAN CANNERS
Hamilton

"Must have ten cases AYLME
"LUNCH TONGUE immediately.
"My jobber sold out AYLME. Wire
"immediately where can procure same."

The telegram as above speaks
for itself. Both the aforemen-
tioned jobber and retail grocer
may lose valued accounts through
not having **AYLMER LUNCH
TONGUE** in stock.

How is Your Stock?

Stocks in packers' hands are
very light and will soon be
exhausted.

YOU

Cannot afford to be out of

**AYLMER
LUNCH TONGUE**

EXTRACTS

During the summer months
people prefer and eat more light
foods, delicately and temptingly
flavored, than at any other time
of the year.

And if you cater to and de-
velop this tendency you should
work up a large business in
extracts.

Of course you must handle
extracts of the very highest
quality to do this.

And this is just where we
can interest you.

Our Oriental and Forest
City Extracts impart to custards,
ice cream and pastry that full,
rich flavor which is not found
in common extracts.

Our Vanilla Extract is made
from the very best beans in the
world—all our other flavors are
on the same high standard of
quality.

GORMAN, ECKERT & CO.
LIMITED

London, Canada.

Importers and Roasters of Coffee.
Manufacturers of High-class Spices, Extracts
and Baking Powder.

P.S.—Are you selling many olives? If not, why
not? Write us about olives and perhaps we can tell
you how to increase your sales.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

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

High-Grade SPICES

S. H. & A. S. EWING

ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL

PERSONAL MENTION.

Mr. D. W. Duff, of Perkins, Ince & Co., Toronto, is enjoying a well-earned holiday.

Mr. W. H. Dunn, Montreal, is taking a few weeks' vacation with his family at Cliff Haven, N.Y.

Mr. J. L. Watt, of Watt & Scott, brokers and commission merchants, Toronto, is visiting London and western points this week.

Mr. W. G. A. Lambe, of W. G. A. Lambe & Co., grocery brokers and agents, Toronto, is home from a two months' trip to England.

Major Zeph. Hebert, of Hudon, Hebert & Cie., Montreal, with his wife and family, leaves this week for a five weeks' sojourn at Old Orchard Beach.

Mr. R. Dufresne, representing B. O. Beland, Montreal, wine and spirit merchant and grocers' specialties, leaves for Western Ontario, going as far as Georgian Bay district.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Chaput, has departed for Old Orchard Beach, where a month's vacation will be spent.

Mr. P. J. Thomas, of Salada Tea Co., Toronto, passed through Montreal on his way home from England and the Continent. Mr. Thomas was a passenger on the ss. Dominion, in port July 11.

Mr. C. Wilkinson, for many years employed in the sample room of J. A. Mathewson & Co., wholesale grocers, Montreal, has joined the traveling staff of his house, and is looking after the city grocers. His experience and ambition should bring good results, and The Grocer wishes him good luck.

Mr. J. Lorimer, of Lorimer & Co., Ltd., London, manufacturers of grocers' and druggists' specialties, who has been visiting the Canadian trade in person during the past month, was a caller at the Montreal offices of The Grocer. Mr. Lorimer has made arrangements with prominent Canadian firms for the sale of his company's products, and an active canvass will be prosecuted.

Mr. George Robertson, M.P.P., St. John, N.B., was in Toronto the early part of the week. Mr. Robertson, who was formerly in the wholesale grocery business in St. John, takes an active

interest in all that appertains to the commercial welfare of St. John, and is the champion of the movement for the construction of a dry dock in that city.

J. J. McCabe, who has been associated with McWilliam & Everist, wholesale fruit and commission merchants, Toronto, for the past three years, has decided to launch out in business on his own account, and will on Monday, July 18 enter into partnership with W. B. Stringer, fruit broker and sales agent, Toronto. Mr. McCabe will be in charge of the office at 61 Front street east, and will also attend to the firm's advertising interests.

Mr. G. B. Suggitt, a well-known retail grocer of Leeds, Eng., has been making a tour of Eastern Canada and the Eastern and Middle States of the American Union. Mr. Suggitt is the honorary secretary of the Leeds Grocers' Association, and of the Grocers' Exhibition. He takes particular interest in window dressing, and has closely watched the grocery stores in Canada. In his opinion, the grocers of this country have something to learn from their brethren in Great Britain.

Old Cheese.

We have 31 Boxes of the very finest Famous Waba Cheese (Twins), September and October makes, in prime condition, rich and tasty, fit for the King's table, at

10½c. per lb.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

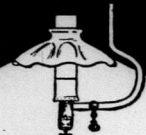
Wholesale Agents for the Famous "SALADA" Tea.

IF you know what is good for your business and for the consumer you will sell "BLUEOL," the Finest Laundry Blue in the world.

Investigate for yourself. It will be worth your while.



J. M. Douglas & Co., Manufacturers, Montreal. EST'D. 1857.

100 CANDLE POWER  **1/2¢ PER HOUR**

AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL



**CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP**

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

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

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

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

Summer Sellers
and good ones—

BORDEN'S
"EAGLE" Brand
Condensed Milk
and
"Peerless" Brand
Evaporated Cream.

Suggest them to your customers—think of them yourself when next ordering goods.

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ERB & RANKIN, Halifax, N.S. SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO., St. John, N.B. SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

GREIG'S
WHITE SWAN
Barley Crisps

Thin, flaky and light—the very choicest form in which Barley can be offered.
Can be used for a great variety of tasty dishes.
Makes an ideal food for infants and persons of weak digestion.

Put up in attractive packages,
3 dozen in a case.

THIS LINE IS A WINNER.
The ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

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Rutherford, Marshall Co., Toronto. Ryan, Wm., Co., Toronto. Watt, J. L. & Scott, Toronto. Wilson Commission Co., Brandon, Man. Computing Scales. Computing Scale Co. of Canada, Toronto. Concentrated Lye. Gillett, E. W., Co., Toronto. Condensed Milk and Cream. Borden's—Wm. H. Dunn, Montreal and Toronto. Colson, C. E. & Son, Montreal. St. Charles Condensing Co., Ingersoll. Corks. Ewing, S. H., & Sons, Montreal. Crockery, Glassware and Pottery. Barnard & Holland, Montreal. Campbell's, R. Sons, Hamilton. Cassidy, John L., Montreal. Gowans, Kent & Co., Toronto. Klotz, E. W., Toronto. Taylor & Mulveney, Hamilton. Dairy Produce and Provisions. Canadian Cannery, Hamilton. Clark, Wm., Montreal. Dominion Packing Co., Charlottetown. Fearman, F. W., Co., Hamilton. Matthews, Geo. Co., Brantford, Hull, Peterboro'. MacLaren, A. F., Imperial Cheese Co., Toronto. McLean, J. A., Produce Co., Toronto. Park, Blackwell Co., Toronto. Provost & Allard, Ottawa. Educational. Belleville Business College, Belleville. Canadian Corr. College, Toronto. Metropolitan Business College, Ottawa. St. Margaret's College, Toronto. Western Business College, Toronto. Finance and Insurance. Bradstreet Co. Fish. Black Bros. & Co., Halifax. Pacific Selling Co., New York. Todd, J. H., & Son, Victoria. Fly Paper. Kay Bros., Stockport, Eng. Thum, O. & W., Co., Grand Rapids, Mich. Wilson, Archdale, Hamilton, Ont. Fruits—Dried, Green, and Nuts. Adams, E. E., Leamington, Ont. Finkle & Ackerman, Bowmanville, Ont. Gibb, W. A., & Co., Hamilton. Husband Bros. & Co., Toronto. McDougall & Lemon, Owen Sound, Ont. McWilliam & Everist, Toronto. Tippet, A. P., & Co., Montreal. Turner, James, & Co., Hamilton. Stringer, W. B., Toronto. Walker, Hugh, & Son, Guelph. White & Co., Toronto. Gelatine. Cox, G. & J. Grain, Flours and Cereals. Force Food Co., Buffalo, N.Y. Frontenac Cereal Co., Toronto. Greig, Robt., Toronto. McCann, Wm., & Co., Toronto. Grocers—Wholesale. Balfour & Co., Hamilton. Davidson & Hay, Toronto. Eckardt, H. P., & Co., Toronto.

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Shelf Boxes. Bennett Mfg., Co., Pickering, Ont. Soap. Duncan Company, Montreal. Metropolitan Soap Co., Toronto. Sodas—All Kinds. Winn & Holland, Montreal. Starch. Brantford Starch Works, Brantford. Edwardsburg Starch Co., Cardinal, Ont. Maiden, J. H., Montreal. Ocean Mills, Montreal. St. Lawrence Starch Co., Port Credit. Steel Shingles. Metallic Roofing Co., Toronto. Store Lighting. Auer Light Co., Montreal. Sugars, Syrups and Molasses. Castle, F. J., Co., Ottawa. Dominion Molasses Co., Halifax, N.S. Edwardsburg Starch Co., Cardinal, Ont. Imperial Maple Syrup—Rose & Ladlamme, Montreal. Rattray, D., & Sons, Montreal. Summer Beverages. Batger's—Rose & Ladlamme, Montreal. Beland, B. O., Montreal. Downey, W. P., Montreal. Lytle, T. A., Co., Toronto. Simson Bros. Co., Halifax. Teas, Coffees, and Spices. Balfour & Co., Hamilton. Blue Ribbon Tea Co., Toronto. Ceylon Tea Traders' Ass'n. Chase & Sanborn, Montreal. "Commissioner" Tea, London, England. Dutch Chemical Works, Amsterdam, Holland. Eby, Blain Co., Toronto. Estabrooks, T. H., St. John, N.B. Ewing, S. H. & A. S., Montreal. Gillard, W. H., & Co., Hamilton. Japan Tea Traders' Ass'n. Kinneer, T., & Co., Toronto. "Ozo" Co., Montreal. Pure Gold Mfg. Co., Toronto. Rutherford, Jas., & Co., Montreal. Salada Tea Co., Montreal and Toronto. Wood, Thos., & Co., Montreal. Typewriters. Canadian Oliver Typewriter Co., Montreal. Vinegars. Canadian Vinegar Co., Montreal. Hill, Evans & Co., Worcester, Eng. Lucas, Steele & Bristol, Hamilton. "Ozo" Co., Montreal. Purnell, Webb & Co., Bristol, Eng. Wilson, W. H., Co., Tillsburg. Washing Compound. Douglas, J. M., & Co., Montreal. Keen's—Frank Magor & Co., Montreal. Reckitt's—Gilmour Bros., Montreal. Woodenware. United Factories, Toronto. Woods, Walter, & Co., Hamilton. Wrapping Paper, Etc. Canada Paper Co., Toronto. Yeast. Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Accountants and Auditors... 75 Adams, E. E... 71 Adamson, J. T., & Co... 71 Allison Coupon Co... 7 American Coffee & Spice Co... 85 American Tobacco Co... 83 Auer Light Co... 36 Australasian Grocer... inside front cover Balfour & Co... 11 Barnard & Holland... 23 Bates, Peacock Co... 46 Batty & Co... 85 Beland, B. O... 68 Bell Telephone Co... 72 Belleville Business College... 7 Bennett Mfg. Co... 33 Black Bros. & Co... 46 Bloomfield Packing Co... 44 Blue Ribbon Tea... 53 Bradstreet's... outside back cover Brantford Starch Works... 38 Briggs Ledger System Co... 72 Burlington Canning Co... 7 Campbell's, R. Sons... 17 Canada Paper Co... 59 Canadian Corr. College... 75 Canadian Canners Limited... 34 Canadian Gelatine Co... 69 Canadian Oliver Typewriter Co... 72 Canadian Press Clipping Bureau... inside back cover Canadian Salt Co... 38 Canadian Swiss Trading Co... 69 Canadian Vinegar Co... 71 Capstan Manufacturing Co... 36 Cassidy, J. L., Co... 23 Castle, F. J., Co... 66 Ceylon Tea... 6 Chase & Sanborn... 25 Christie, Brown & Co... outside front cover Clark, W... 59 Cole G. W. & Co... 72 Coles Manufacturing Co... 38 Colson, C. E. & Son... outside back cover Commercial Intelligence... 72 "Commissioner" Tea... 7

Computing Scale Co., of Canada... 3 Cowan Co... 69 Cox's Gelatine... 7 Cullen, Orlan Clyde... 65 Davidson & Hay... 13 Dawson Commission Co... 70 Dingle & Stewart... 2 Dominion Molasses Co... inside back cover Dominion Packing Co... 27 Douglas, J. M., & Co... 45 Downey, W. P... 55 Duncan Company... 7 Dunn, Wm. H... 36 Dutch Chemical Works... inside back cover Eby, Blain Co... 31 Eckardt, H. P., & Co... 45 Edwardsburg Starch Co... 87 Empire Tobacco Co... 80 Epps's Cocoa... 77 Estabrooks, T. H... 61 Eureka Refrigerator Co... 7 Ewing, S. H. & A. S... 35 Ewing, S. H., & Sons... 5 Fabien, C. P... 82 Fearman, F. W., Co... 27 Finkle & Ackerman... 71 Force Food Co... 77 Fortier, J. M... 82 Foster Pottery Co... 2 Frontenac Cereal Co... 78 Gibb, W. A., Co... 70 Gillard, W. H., & Co... 8 Gillett, E. W., Co., Ltd... 28 Gorman, Eckert & Co... 34 Gowans, Kent & Co... 19 Greig, Robt., Co... 36 Grocers Engineering Co... inside front cover Hill, Evans & Co... 83 Horrocks, T. J... 82 Husband Bros. & Co... 70 Japan Teas... 4 Kay Bros... 86 Keen, Robinson & Co... outside front cover

Kinngton "Gleaner"... inside back cover Kinneer, Thos., & Co... 12 Klotz, E. W... 21 Lambe, W. G. A... 21 Lamont, Corliss & Co... 69 Legal cards... 75 Lucas, Steele & Bristol... 11 Lytle, T. A., Co... 3 Maiden, J. H... 86 Matthews, Geo. Co... 28 Metallic Roofing Co... 65 Millman, W. H., & Sons... 2 Mooney Biscuit and Candy Co... 67 Morse Bros... 10 Mott, John P., & Co... 68 Metropolitan Business College... 75 MacLaren's Imperial Cheese Co... 12 McAlpin Consumers Tobacco Co... 82 McCann, Wm., Milling Co... 67 McDougall, D., & Co... 83 McGregor-Harris Co... 46 McLaren's Cooks' Friend Baking Powder... inside back cover McLean, J. A., Produce Co... 28 McWilliam & Everist... 70 National Licorice Co... inside front cover Napoli Macaroni Co... 2 Nicholson, Bain & Johnston... 2 Nicholson & Bain... 65 Nicholson & Brock... 65 Oakey, John, & Sons... outside back cover Oakville Basket Co... inside back cover Ocean Mills... 30 Old Homestead Canning Co... 58 "Ozo" Co... 68 Pacific Selling Co... 55 Page, C. S... 65 Park, Blackwell Co... 27 Payne, J. Bruce... 81 Price, Chambers & Co... 2 Provost & Allard... 35 Pure Gold Mfg. Co... 56, 57

Purnell, Webb & Co... inside front cover Rattray, D., & Sons... 79 Reid, W. B., & Co... 82 Reckitt's Blue and Black Lead... 86 Robertson, Geo., & Son... 55 Rose & Ladlamme... 5, 79 Row & Co... 2 Royal Baking Powder Co... 25 Rutherford, Jas., & Co... 25 Rutherford, Marshall & Co... 46 Ryan, Wm., Co... 46 "Salada" Tea Co... 42 Sheridan, J. H... 65 Simson Bros. Co... 69 Smith, Geo. J... 72 "Sovereign" and "Lynx" Salmon... 33 St. Charles Condensing Co... 55 Stewart, A. J., & Co... 66 St. Margaret's College... 75 Stringer, W. B... 71 Taylor & Mulveney... 14 Taylor & Pringle... 2 Thum, O. & W., Co... 7 Tippet, Arthur P., & Co... 1 Todd, J. H., & Sons... 33 Tuckett, Geo. E., & Son Co... 81 Turner, James, & Co... 11 United Factories... 8 Upton, Thos., & Co... 13 Verret, Stewart & Co... 7 Walker, Hugh, & Son... 71 Walkerville Match Co... 5 Waterloo Broom and Brush Co... 7 Watt, J. L., & Scott... 66 Weese, G. A., & Son... 72 Western Business College... 75 Wethey, J. H... outside back cover White & Co... 71 Wilson, Archdale... 29 Wilson Commission Co... 2 Wilson, W. H., Co... 3 Winn & Holland... outside back cover Wood, Thomas, & Co... 8 Woods, Walter & Co... 29

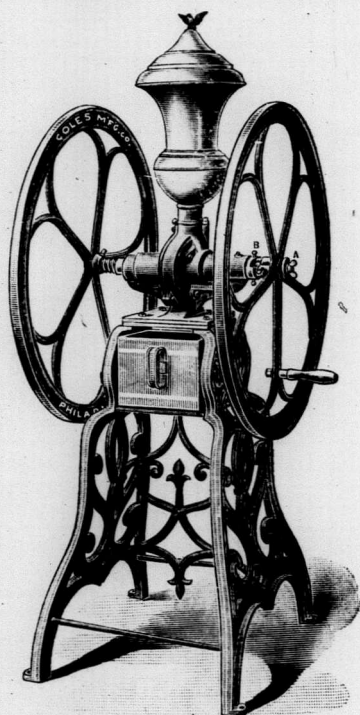
Where the Honey is

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

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

Windsor Salt

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



No. 17. List Price, \$40.00.

Agents...
 TODHUNTER, MITCHELL & CO., Toronto.
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 FORBES BROS., Montreal.
 GORMAN, ECKERT & CO., London, Ont.

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 PHILADELPHIA, PENNA.

Goles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT
 LABOR-SAVER.**

Our Grinders wear longest.



We sell a big lot of Celluloid Starch every year. We sell a lot because it is good and people know it is good.

You could sell a lot more starch and better satisfy your customers if you supplied them with Celluloid Starch.

Celluloid Starch
 Never Sticks Requires no Cooking.

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



President:

JOHN BAYNE MACLEAN,
Montreal.

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THE DUMPING CLAUSE.

A NUMBER of inquiries have been received from readers, asking us to explain the nature of the legislation known as the "dumping clause" in the recent tariff introduced by the Minister of Finance. There seems to be considerable difference of opinion throughout the country as to what it really means, caused mainly by the different views expressed in the daily newspapers. To begin with, the customs law of Canada now, and for many years past in force, provides, in effect, that the value for customs duty purposes of any imported article subject to an ad valorem duty shall be the fair market value of such article as sold for home consumption in the principal markets of

the country of export, at the time of export, in the ordinary course of trade, and on the usual terms of credit. Heretofore, therefore, although any manufacturer or merchant might sell goods to Canada at lower prices than he sold similar goods for home consumption in his own country, the Canadian importer was obliged to pay duty, not on the special price for export, but on the basis of the home consumption value in the country of export, as above referred to.

Briefly stated, Mr. Fielding has now provided that, in any case where imported dutiable goods of a class or kind manufactured in Canada, whether subject to a specific or ad valorem duties, are sold to Canada at a price below the fair market value of such goods, as sold for home consumption in the open market of the country of export in the usual and ordinary way, and on the ordinary credit terms, there shall be levied thereon in Canada, in addition to the ordinary duty established by the Canadian tariff, a special duty equal to the difference between the selling price and the said fair market value for home consumption in the country of export, provided, however, that such special duty shall not exceed one-half the ordinary duty provided by the tariff.

An exception, however, has been made in the case of the following articles:

Rolled round wire rods, not over three-eighths of an inch in diameter.

Pig iron, iron kentledge and cast scrap iron.
Iron and steel ingots, blooms, slabs, billets, puddled bars, loops and other forms, as described in Tariff Item 226.

Rolled iron or steel angles, tees, beams, channels, joists, girders, zees, stars, other rolled shapes; trough, building or structural rolled sections or shapes and flat eye bar blanks, as described in Tariff Item 228.

Rolled iron or steel plates, not less than thirty inches wide, and not less than one-quarter of an inch in thickness.

As respects these articles, the special duty shall be the difference between the selling price and the fair market value for home consumption in the country of export, but not to exceed 15 per cent. ad valorem based upon the home consumption price. The reason for this exception is that the articles specifically mentioned are protected by way of bounty or bonus, in addition to duties. The rate of 15 per cent. ad valorem is estimated to represent one-half the pro-

tection afforded by such bounties and duties under the tariff. By this means the articles mentioned are placed on the same plane as all dutiable articles covered by the general provision.

It might be well here to illustrate the operation of the new law. Take, for instance, the case of an article, say a piece of machinery, which is sold in the United States for home consumption there, in the ordinary course of trade, at \$100, and it is exported to Canada at a special price of, say, \$85. The article, let it be supposed, is dutiable at 30 per cent. ad valorem, under the Canadian customs tariff. The calculation, in these circumstances, would be as follows:

In the first place, duty would be charged at 30 per cent. ad valorem on the United States home consumption price, namely, \$100, making \$30 to be paid as the ordinary duty. The customs officer would then compute the special duty, on account of there being a difference between the selling price and the home consumption value. Such special duty would be the maximum, namely, one-half the ordinary duty, or \$15.

But supposing the article were sold to Canada at a price of \$95, the calculation in such case would be as follows:

Duty on \$100, at 30 per cent.....	\$30 00
Special additional duty would be the difference between the selling price and the fair market value in the country of export, namely	5 00
Total duty	\$35 00

It will be observed from this explanation that the special duty works automatically. The home buyer and the foreign seller can determine whether any special duty will require to be paid or not, and if so, to what extent. If the selling price of the exporter to Canada is the same as the home consumption price in his own country, there is no special duty to pay, but if the selling price is lower than the said home consumption value, the special duty has to be paid, to the extent of the reduction. Provided, that it shall not exceed one-half of the ordinary duty, or 15 per cent. ad valorem in the specific cases we have referred to.

In effect, the amount of the reduction in price to importers in Canada is constituted a duty, and placed in the Gov-

ernment treasury, so that it is of no advantage to an importer to buy goods at slaughter prices.

On June 28, the "dumping" clause was amended by adding the following clause:

"The Minister of Customs may make such regulations as are deemed necessary for carrying out the provisions of the foregoing sections, and for the enforcement thereof.

"Such regulations may also provide for the temporary exemption from special duty of any article or class of articles, when it is established to the satisfaction of the Minister of Customs that such articles are not made in Canada in substantial quantities, and offered for sale to all purchasers on equal terms."

The intention of the Government in introducing this clause was evidently to provide against lack of supply of Canadian manufactured articles, on account of strikes, or on account of articles being manufactured in Canada on an exceedingly small scale.

A SUCCESSFUL CAMPAIGN.

THE campaign we have waged for some years against the administration of the Department of Trade and Commerce has at last been successful.

Sir Richard Cartwright, the Minister, has never had a friendly feeling for the manufacturers. That he was not made Minister of Finance when the Laurier Government came into power was due to the Premier's desire to cultivate the business interests, which he feared Sir Richard would estrange, as he had in the Mackenzie Government. Both Sir Richard and his deputy showed no sympathy for the development of Canadian industry or an export trade. They opposed the appointment of commercial agents abroad, and discouraged them when they showed interest in their work, and a desire to do things. Two of these men were told by other members of the Cabinet to do their work as they thought best, and to pay no attention to Sir Richard or his deputy.

As our readers know, we have repeatedly drawn the attention of the Government and of the country to the weak-

ness in this department, and urged that either Sir Richard should be given some other position and an energetic Minister put in his place, or that he should retain his present position and leave the details of the work to some bright young man. At first he would not listen to either proposition.

The pressure, however, has been too strong. We are glad to report that some time ago Sir Richard was forced to carry out our suggestion, and placed the work in the hands of one of his staff, Mr. E. T. C. O'Hara. Mr. O'Hara has put intelligent energy into his work, with the result we anticipated—that the department is developing into a most useful adjunct to the Canadian commercial community. The announcement is now given out that Mr. O'Hara is confirmed in his appointment, and will practically have entire charge of the work of the Department of Trade and Commerce, though he will be known as superintendent of commercial agencies.

While the business community has opposed Sir Richard Cartwright bitterly in his management of this department, while they feel he has stood in the way of commercial progress, yet he is personally held in the highest respect because of the clean and honest record he has borne all through his parliamentary career. It is a well-known fact that he was a wealthy man when he first entered public life, while to-day he is not.

BRIBING OF EMPLOYEES A CRIME.

THE State Legislature of Massachusetts has passed an enactment that is designed to correct an abuse that is prevalent in many parts of Canada, as well as in that state. The object of the law is to put a stop to the bribing of employes in the selling of supplies. About a year ago the Canadian Grocer drew attention to the prevalence of this form of commercial corruption, particularly as between the larger hardware supply houses and those who bought the supplies for the lake vessels. A Toronto dealer, it will be remembered, went so far as to say that in the majority of cases the dealer

found it absolutely necessary to bribe those in authority to secure the orders for Lake Ontario vessels. Commissions were the rule. Sometimes these commissions were deducted from the average price; in other cases the price was advanced, making the vessel owner bear the expense of the commission charge by his employe, the officer who bought the supplies.

It is manifest, from statements made by large dealers, that this practice is as prevalent as ever. It is wrong in principle and bad in effect, and a law which should effectually prevent it would receive the hearty endorsement of the hardware trade.

The new Massachusetts law provides that whoever gives, offers or promises to an agent, employe or servant any gift or gratuity whatever with intent to influence his action in relation to his principal's, employer's or master's business, or any agent, employe or servant who receives or accepts a gift or gratuity or promise, under an agreement or with an understanding that he shall act in any particular manner in relation to his employer's business, shall be punished by a fine of not less than \$10 nor more than \$500, or imprisonment for not more than one year.

THE DOMINION EXHIBITION.

ON July 25 the Dominion Exhibition opens at Winnipeg. The annual exhibition at that city is always representative of western life and industry, but this year, supplemented by the Dominion grant, and by the official recognition of the Manufacturers' Association, it is likely to be an exhibition of national importance. Many of the manufacturers of the east are making arrangements to exhibit to the consumers of the West their "Made in Canada" products. Thus, it is hoped, the bond of commercial interdependence will be strengthened.

The Grocer, in recognition of the national character of the exhibition, will issue a special Western Exhibition Number, which will be sent to every firm in the grocery, provision and general store trade west of Port Arthur, including new firms, and any others who are not regular subscribers. In addition to a general write-up of the exhibition, The Grocer will give particular attention to illustrated write-ups of the exhibits in the grocery line, for the benefit of its readers, and in order that those in the West who are prevented from attending may have an idea of what manufacturers in the east have to offer them.

Association News

TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening, July 11, 1904. Final arrangements were completed for the excursion of the association to Buffalo on Wednesday, July 27. The committee reported favorably on their preliminary trip to Buffalo, and their suggestion to invite patrons of the excursion to lunch at Stattler's Restaurant, Ellicott Square, Buffalo, was adopted. This will be the headquarters of the association for the day, and the point from which the tally-hos will start, directly after luncheon, on a tour of the city. The executive are sparing no pains to make the excursion the most successful going out of Toronto this season, and all grocers, friends of grocers and holiday seekers may be assured of a first-class time.

A notice of motion given at the last meeting of the association to donate \$50 to the Retail Merchants' Association, was discussed fully, and it was finally decided on a motion, by Messrs. Clark and Bell, that the donation be \$25 instead of \$50.

The matter of amalgamation with the Retail Merchants' Association was again brought up, and D. W. Clarke gave notice of motion for the next meeting, to the effect that the Retail Grocers' Association amalgamate with the grocers' section of the Retail Merchants' Association. Considerable discussion followed, during which the opinion was expressed that such a change might be in the best interests of the association, especially in view of the fact that a larger body, in which the various trades were represented, might be more influential in securing legislation for the benefit of the retail trade generally, than a single association working by itself. The majority of the members present, however, were not in favor of amalgamation.

The morning fruit market question was also considered, the consensus of opinion being that the retail grocery trade would be benefited directly by such.

A letter from the secretary of the grocers' section of the Retail Merchants' Association was read, calling the attention of the retail grocery trade to a

proposition of the Dominion Canning Co., who profess to have secured an option on two or three independent canning companies. This concern is desirous of placing futures with the retail trade, and holds out the inducement of a reduction on prices ruling at the present time. On a motion of Messrs. Bell and Davis, a committee was appointed to confer with the grocers' section of the Retail Merchants' Association.

It was moved and seconded that a letter of condolence be sent to F. Lutetel.

The Grocer has much pleasure in referring to the excellent showing made by the grocers of Toronto in the horse show on Dominion Day. Without question, theirs was one of the best exhibitions of any of the different trades represented.

MONTREAL GROCERS' PICNIC.

The annual picnic of the Montreal Retail Grocers' Association was held this year at Delorimier Park. A programme of over twenty interesting athletic events was carried out on Wednesday, July 13, and a thoroughly good time passed. The prizes awarded included many generous contributions from leading Montreal grocers. Merrymakers came from all parts of the province to join in the outing. A fuller account will be given in next week's issue of Grocer.

EXECUTIVE MEETING OF WHOLESALE GROCERS' GUILD.

A MEETING of the executive of the Dominion Wholesale Grocers' Guild was held on Wednesday and Thursday of this week, in the council room of the Board of Trade, Montreal. Among the western members were: J. F. Eby, of the Eby, Blain Co., Toronto; G. Bristol, of Lucas, Steele & Bristol, Hamilton; H. C. Beckett, of W. H. Gillard & Co., Hamilton; T. B. Escott, London, and J. Millar, of Whitehead & Turner, Quebec.

Mayor Laporte, of Laporte, Martin & Cie., Montreal, presided. Matters of great importance were under discussion, among others the question of a readjustment of the selling terms and the canning situation. Both of these two subjects have been of absorbing interest for some time past, and no doubt at this meeting some united action was agreed upon, which will be in the interest of both the jobbing men and retail trade. The conditions of trade during the past decade, and the changes that have been introduced in the methods of distribut-

ing goods from the manufacturer until they reach the consumer, have been such that a radical change is found to be necessary, and the concerted action of a body of business men, such as constitutes the Wholesale Grocers' Guild, should evolve a basis satisfactory to all.

During the Wednesday session an adjournment was made to attend the twenty-fourth annual picnic of the Retail Grocers' Association of Montreal, at Delorimier Park, where, under the leadership of Mayor Laporte and L. E. Geoffrion, president of the Montreal section of the D. W. G. Guild, the visiting members were introduced to their fellow "detailistes" of Montreal. All enjoyed the little outing very much.

MEETING OF TORONTO GROCERY CLERKS.

THE monthly meeting of the Grocery Clerks' Association of Toronto was held on Tuesday evening, July 12, in Room 2 of the Temple building. The question of finishing the programme of Summer sports, some of which were of necessity laid over from the annual picnic on account of inclement weather, was discussed, and it was decided to have the remaining events played off at the next regular meeting of the association. The most interesting of these is an auction sale, part of which will be oral and part written. A committee was appointed to notify the members of the association to this effect, and decide the subjects of the auction sale.

The association received with favor a proposition from The Grocer, inviting the members to contribute to its reading column on any subject of interest to the retail grocery trade. Such contributions will be received and the best of them published in The Grocer of July 28, the successful contributor to be sent The Grocer for one year.

GOSSIP ABOUT THE CANNERS.

During the past week the report has been current in Toronto canned goods circles that a new combination is in process of formation; and that the said combination has secured an option on two or three of the independent canning factories through the country. A letter has been received from the promoters of this concern by the grocers' section of the Retail Merchants' Association, as well as the Retail Grocers' Association of Toronto, asking for their co-operation and soliciting their patronage and promising reduced prices in canned fruits, etc.

The Grocer interviewed several members of the wholesale trade on the subject, but found that they were not concerning themselves seriously about the new project.

"SALADA" as usual on top.

Won by 419,141 pounds.

Nearly half a million.

On January 29th, 1904, there appeared a letter in "The Canadian Grocer," signed by Messrs. G. F. & J. Galt, of which the following is an extract :

"If the 'SALADA' Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of 'SALADA' and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of 'SALADA' we will pay all expenses and donate five hundred dollars to any charity the 'SALADA' Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) of Blue Ribbon than there is of 'SALADA,' the 'SALADA' Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital."

Messrs. Clarkson & Cross have completed their investigation and have decided that there was 419,141 lbs. more "SALADA" Tea sold **IN CANADA** than there was of Blue Ribbon in 1903.

419,141 pounds more "SALADA" sold in Canada in one year than Blue Ribbon; this is more than **twenty-five (25)** car-loads, or, **one hundred and twenty-five (125)** heavy dray-loads, or, about **five thousand (5,000)** ordinary chests, or, **nine thousand (9,000)** half-chests **more** "SALADA" Tea sold in Canada in one year than there is of its largest competitor.

From the actual figures there must have been fully **EIGHTY-FOUR MILLION (84,000,000)** cups **MORE** "SALADA" Tea used in Canada during 1903 **than there was of its next largest competitor.** This means over Seventeen Cups for every man, woman and child in the Dominion, and this without counting the enormous trade done by "SALADA" throughout the United States, West Indies and elsewhere.

QUALITY tells in the long run, and that quality you can get only in "SALADA."

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, July 14, 1904.

THE volume of trade in groceries during the week under review has been fair, and the general impression seems to be that July so far has been an exceptionally good month. One of the Toronto grocery brokers, however, says he has never seen the wholesale trade so dubious about buying. Canned goods continue interesting, the market being active and prices firm, especially in corn and tomatoes. The salmon trade continues brisk, and spot stocks are being rapidly picked up. An improved demand in canned fruits from the Northwest is noted. The grocery trade is taking considerable interest in a reported new combination of canners, which claims to have an option on two or three independent canning factories, and to be about to revolutionize the trade. Sugar continues very firm. Syrups and molasses are quiet. Coffee is firm, and the scarcity of low grade Rioes continues. Teas are quiet as well as spices, rice and tapioca, and foreign dried fruits.

CANNED GOODS.

The canned goods market continues firm and active. Corn has jumped to \$1.30 and \$1.35, and in some quarters it is thought there is not sufficient on hand to last until October 1. One wholesaler says corn has not been so high as far back as he can remember as it is as the present time. Tomatoes are firm and spot stocks of salmon are being rapidly picked up. In canned salmon the market is even livelier than it was a week ago. The demand for canned fruit has fallen off considerably except in the Northwest, where there has been an active market. Canned meats continue very active in all lines. The principal topic of conversation among the trade is a new combination of canners, said to be in process of formation, and to be already soliciting the patronage of the retail trade direct, on the ground of promising cheaper canned goods. A representative of The Grocer heard a remark made on the street within the present week to the effect that things were going to be interesting in canned goods during the next few months, and that retailers were not going to have to pay as high prices as have ruled during the past year. We quote the following prices:

Apples, 3s.....	0 90
gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 50
Blackberries, 2s.....	1 70
Beans, 2s.....	0 90
Corn, 2s.....	1 25
Cherries, red, pitted, 2s.....	2 20
white.....	2 40
Peas, 2s.....	1 00
Pears, 2s.....	1 45
3s.....	1 90
Pineapples, 1 1/2s.....	1 50
2s.....	1 80
3s.....	2 25

Peaches, 2s.....	1 65	1 70
3s.....	2 60	2 60
Plums, green gages, 2s.....	1 10	1 40
Lombard.....	1 00	1 30
Damson, blue.....	0 95	1 25
Pumpkins, 3s.....	0 95	0 95
gallon.....	2 50	2 50
Rhubarb, 3s.....	1 80	1 80
Raspberries, 2s.....	1 40	1 60
Strawberries, 2s.....	1 47 1/2	1 67
Succotash, 2s.....	1 00	1 00
Tomatoes, 3s.....	1 12	1 12
Lobster, talls.....	3 50	3 50
1-lb. flats.....	3 50	3 70
1-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....		
1-lb. talls, 5 cases and over.....	1 77 1/2	1 77 1/2
1-lb. talls, less than 5 cases.....	1 80	1 80
1-lb. flats, 5 cases and over.....	1 90	1 90
1-lb. flats, less than 5 cases.....	1 92 1/2	1 92 1/2
1-lb. flats, 5 cases and over.....	1 17 1/2	1 17 1/2
1-lb. flats, less than 5 cases.....	1 20	1 20
Chums.....	0 95	1 00
Sardines, Sportsman 1/2s.....	0 15	0 15
Portugese 1/2s.....	0 23	0 23
P. & C. 1/2s.....	0 08	0 10
P. & C. 1s.....	0 25	0 27
Domestic, 1/2s.....	0 35	0 38
Domestic, 1s.....	0 03 1/2	0 04
Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	8 00
Haddies.....	1 00	1 00
Haddies, per case.....	4 00	4 00
Kipperd herrings, domestic.....	1 00	1 00
imported.....	1 45	1 55
Herrings in tomato sauce, domestic.....	1 00	1 10
imported.....	1 45	1 55
California ripe olives, tins, per doz.....	4 75	4 75
Corned beef, 1s, per doz.....	1 50	1 50
2s.....	2 70	2 70
6s.....	0 00	0 00
14s.....	2 60	2 60
Lunch tongues, per doz.....	3 00	3 00
Potted meats, 2s.....	0 50	0 50
1s.....	1 10	1 10

SUGAR

The market has gradually assumed a stronger turn and there have been considerable transactions in raws at full prices for spot and nearby sugars. At a fractional advance for July shipment from Cuba sales have been made at 2 1/2c c. and f. N. Y. for basis 95, which is equal to 4.02 duty paid for basis 96, and there are further sellers on this basis; for the moment, however, buyers have withdrawn from the market, as recent purchases were heavy. As we went to press last week a parcel of 30,000 bags Cuban changed hands at basis 2 1/2c for 95 test. The present tendency is for Cuban holders to demand a further advance for the balance of their crop, and they will probably obtain the same ultimately. There are still five central factories grinding in the island, but as the supply is very limited the wisdom of continuing operations is doubtful.

Recent predictions that American refiners would have to purchase freely in Europe have been borne out in part within the past week or two. It is reported that they took advantage of the holiday to buy 20,000 tons of beet sugar in Europe, which added to previous purchases would give some 40,000 to 50,000 tons for shipment to Atlantic ports and New Orleans. Spot quotations for centrifugals remain nominal at 3.94 for 96 test in the absence of sales.

There is some sugar in store which is held for 4c, but for the moment buyers are indifferent. For shipment the price remains unchanged as above indicated.

There have been heavy purchases of Java sugars at 10s 3d c. and f. N. Y., and at 10s 4 1/2d c. i. f. for basis 96, which equals 3.97 duty paid for July-August shipment. Fully 17,000 tons changed hands at these figures. Javas are now held at 10s 6d, c. and f.

There has been further improvement in Europe during the week where beets have advanced from 9s 5 1/2d to 9s 9d basis f. o. b. Hamburg, and as we go to press the tone is a shade easier with 88 per cent. quoted nominally at 9s 7 1/2d, which is equivalent to duty paid parity of 4.01 for 96 test centrifugals.

Receipts at U. S. four ports for the week ending July 6 were 32,290 tons, with meltings 28,000 tons; 12,000 tons less than for the previous week, the reduction being owing to the holiday. Stocks are reported at 210,286 tons. Combined stocks of Cuba and America were 349,286 tons, against 653,061 tons for the same time last year, a decrease of 303,775 tons. Combined stocks of Europe and America at latest uneven dates were 2,519,286 tons, as against 2,861,105 tons last year, the decrease being 341,819 tons.

Statistics just to hand from Europe show a very considerable increase in the consumption of the principal countries since the bounties were removed. Excluding Russia, the figures show the total consumption from September to May, inclusive, to have been 2,983,556 tons, against 2,441,052 tons for the corresponding period the previous year, the increase being 542,504 tons, or 22 per cent. since September 1, 1903. This is a very strong factor in reviewing the sugar situation, which should not be lost sight of.

There is a good demand for refined both in the United States and Canada, and there are no changes in quotations to record.

Locally the consumption has been surprisingly good, despite the small output and poor quality of the strawberry crop. Our quotations are as follows:

Par sumps in 50-lb. boxes.....	5 18
in 100-lb. ".....	5 18
St. Lawrence granulated.....	4 53
Redpath's granulated.....	4 53
Acadia granulated.....	4 43
Berlin granulated.....	4 43
Domestic beet, granulated, 1902 (off grade).....	4 2
Phoenix.....	4 43
Bright coffee.....	4 33
Bright yellow.....	4 28
No. 3 yellow.....	4 23
No. 2 ".....	4 05
No. 1 ".....	3 93
Granulated and yellow, 100-lb. bags, 10c. less than bbls.....	

SYRUPS AND MOLASSES.

Very little New Orleans molasses is coming to this market at present on account of the firm price. The volume of trade is comparatively small at any season, and it has been suggested that the consumption of New Orleans molasses might be increased materially if only a higher grade could be brought into favor with the trade. With regard to a reported corner of the market in Montreal, the Toronto end of the trade profess to have been unaffected. The quantity of West Indian stuff used here is small. A recent visitor from Barbadoes, however, confirms the report of a firm market there, the price of Barbadoes having risen 4c.

The latest revision of the new tariff by which further stipulation has been made that molasses must be a direct importation from countries entitled to

Special Notice

to the Trade

The following wholesale grocers throughout
the Dominion are selling

QUAKER CANNED GOODS

H. P. Eckardt & Co., Toronto.
Randall & Roos, Berlin, Ont.
George Watt & Sons, Brantford.
John Garvey, London, Ont.
Kelly, Douglas & Co., Vancouver.
W. H. Malkin Co., Vancouver.
R. P. Rithet & Co., Victoria.
Geo. Robertson & Son, Kingston.

J. A. Mathewson & Co., Montreal.
Dearborn & Co., St. John, N.B.
Codville & Co., Winnipeg.
Hudson's Bay Co., Vancouver.
Baker, Leeson & Co., Vancouver.
W. J. McMillan & Co., Vancouver.
Alex. McDonald & Co. Vancouver.
Billman, Chisholm & Co., Halifax.

BLOOMFIELD PACKING CO.
Bloomfield, Ont. **LIMITED.**

largely discounted, and a rising market is looked for. We quote the following prices:

PRUNES.			
	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 1/2
90-100s	0 05	50-60s	0 07
80-90s	0 05 1/2	40-50s	0 07 1/2
70-80s	0 06	30-40s	0 08 1/2

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

FIGS			
	Per lb.		Per lb.
Tapnets	0 03 1/2	Elmes	0 09
Naturals	0 06 1/2		0 09 1/2

APRICOTS.	
	Per lb.
Californian evaporated	0 12 1/2

PEACHES	
	Per lb.
Californian evaporated	0 08 1/2

CURRANTS.			
	Per lb.		Per lb.
Fine Filiatras	0 04 1/2	Vostizzas	0 07
Patras	0 06		0 06 1/2

RAISINS.			
	Per lb.		Per lb.
Valencia, fine off-stalk	0 06 1/2		0 06 1/2
" selected	0 07		0 07 1/2
" selected layers	0 07 1/2		0 09
Sultana	0 06 1/2		0 10
Californian seeded, 12-oz.	0 08 1/2		0 09
" 1-lb. boxes	0 10 1/2		0 11
" unseeded, 2-crown	0 08 1/2		0 07 1/2
" 3-crown	0 08		0 08 1/2
" 4-crown	0 09		0 10

DATES.			
	Per lb.		Per lb.
Hallowees	0 03 1/2	Fards	0 08 1/2
Sairs	0 03 1/2		0 03 1/2

FOREIGN NUTS.
A fair trade in foreign nuts is reported for the week under review at unchanged prices. The bulk of trade for this season is undoubtedly in peanuts. Advices from Bordeaux say the outlook for the coming crop of Bordeaux and Chabert walnuts is considered better than last year's, although the prospects for Grenobles are uncertain. In some localities damage has been done by unfavorable weather early in the season, but reports from most sections seem favorable to a full average crop. Our quotations are as follows:

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

Country Produce.

EGGS.
Eggs are in almost the same position as last week, with perhaps a tendency for the market to harden. The range quoted for this week is 15 to 16c, although not a large quantity of the extras which bring 16c is coming to hand. Receipts are only moderate. The price offered abroad is still below what can be accepted by dealers, and they have now reached the point where they do not expect export orders. A Toronto produce merchant who has just returned from a trip to England says that very few in that country think dealers here will pull out at the prices which they are forced to pay. The latter are quite prepared to witness a heavy loss on this year's business in the egg branch of the produce markets.

HONEY
The honey market is dull and featureless. We quote the following prices:

Honey, extracted clover, per lb.	0 63	0 07 1/2
" sections, per doz.	1 50	2 00

BEANS.
A fair volume of trade is doing in beans for this season of the year, especially in the wholesale grocery trade. Provisioners, however, say beans are quiet. Last week's quotations continue unchanged. Our quotations are as follows:

Beans, mixed, per bush.	1 40
" prime,	1 50
" handpicked, per bush.	1 65
" water-stained	1 00
" Lima, per lb.	0 05 1/2

APPLES.
There is nothing new to report in evaporated apples. A small volume of trade is being transacted at quotation prices. We quote the following:

Evaporated apples, per lb.	0 06 1/2
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Green Fruits.
Trade in green fruits is reported as brisk for the week, with the volume of local fruit increasing in volume daily. The orange trade has been particularly good, the demand being for the best quality of stock. This is accounted for by the comparative scarcity and high price of local fresh fruits. The demand for lemons has been slow because of the continued cool weather. Havana pines are now off the market, which is being supplied with fancy stock from Florida at considerable advance in price. California cherries are off the market, and home grown stock is coming freely. Strawberries are comparatively dear in price, being quoted as high as 9 and 10c, as against 6 and 8 1/2c last week. Supplies have been coming slowly, but they are beginning to come rather more freely again, and if the weather continues favorable it is thought the strawberry season will last another week or ten days. Tennessee tomatoes are out of season, and stocks are now arriving from Jersey. Cantaloupes are coming principally from Georgia and Baltimore sections. California apricots are off the market for the present season. California pears are quoted for the first time this week, and peaches are considerably easier in price. During the week there was a drop in peaches to 75c a basket, but prices have since recovered. Local raspberries are arriving on the market, which means that no more will be imported from Delaware for the time being. The price for raspberries has fluctuated during the week, and on Tuesday the range was from 10 to 14c. The demand, however, is steadily improving. Our quotations are as follows:

Mediterranean sweets, per box	3 50	4 00
California late valencies, per box	4 00	4 25
Messina lemons, new, 300's, per box	3 00	
" 300's, per box	2 25	2 50
Sorrento lemons, new, 300's, per box	3 00	3 50
Verdelli lemons, 300's, per box	3 50	4 00
Havana pineapples, per crate	4 60	4 50
Bananas, large bunches	1 75	2 25
" small bunches	1 50	2 50
Apples, per bbl.	3 00	4 00
Apples, new Tennessee, half bushel baskets	0 50	
Canadian cherries, per basket	1 00	1 50
Limes, per box	1 25	
Strawberries, Ontario, per box	0 09	0 10
Jersey tomatoes, per bushel	2 25	2 50
Watermelons	0 25	0 40
Cantaloupes, Baltimore, per crate	2 25	2 50
Gooseberries, per basket	1 25	1 50
California peaches, per crate (4 baskets)	1 50	1 75
" plums	1 50	1 75
Raspberries, Delaware, per box	0 10	0 14
California Bartlett pears, per box	3 25	3 75
" per half box	1 50	2 25

Vegetables.

There has been a good demand the past week for all kinds of vegetables, and supplies are coming in very freely. Especially is this so with green stuff, of which there is a good supply on the market. Canadian new potatoes have slightly decreased in price, they selling now from \$1.25 to \$1.50 per bushel. New carrots have slumped the past week from 40 and 50c to 20 and 25c; there is a decrease in beets of 10c per doz. Green cucumbers are in brisk demand, one dealer having received no less than three carloads during the week. Local celery has appeared on this market. Our quotations are as follows:

Potatoes, per bag	0 85	0
Potatoes, per bag, car lots	0 75	0 50
Egyptian onions, per sack	2 25	2 50
Bunch lettuce, per doz. bunches	0 20	
Radishes, per doz. bunches	0 20	
Mushrooms, per lb.	0 75	
Mint, per doz. bunches	0 20	
Parsley, "	0 20	
Sage, per doz.	0 15	
Savoury, per doz.	0 15	
Carrots, new, per doz.	0 20	0 25
Beets, new, per doz.	0 15	0 20
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz.	0 15	
Green onions, per doz.	0 25	
Green house water cress, per doz.	0 25	
Green cucumbers, per bush. hamper	1 25	
" per half bushel hamper	0 60	0 75
" per bbl.	3 50	
" per doz.	0 40	0 50
Asparagus, outdoor, per doz.	0 50	1 00
Florida new potatoes, per bbl.	3 75	4 00
Green peas, per bush. 12 quart basket	2 00	1 75
" cabbage, per case	1 25	1 50
" beans, per bush.	1 25	1 50
Waxed beans, per bush.	1 25	1 50
Cauliflowers, small, home grown, per doz.	0 50	1 50
Green peppers, per basket	0 75	
Canadian new potatoes, per bush.	1 25	1 50
Michigan celery, per doz.	0 50	
Canadian celery, per doz.	0 40	0 50

Fish.

A good trade in fish is reported for the week under review. The supply is good, with the exception of herring, which still remain very scarce. We quote the following prices:

Halibut	0 12
Sea salmon	0 18
Whitefish, fresh caught, per lb.	0 08
Haddock	0 06
Cod, steak	0 08
Perch	0 06
Trout, lake, per lb.	0 05
Herring, lake, per lb.	0 05
Pike, per lb.	0 05

Seeds.

While prices still remain unchanged the demand for Hungarian millet and corn is practically over for the season. Trade in buckwheat is good. We quote:

Corn, Dent varieties, per bu. of 48 lbs.	0 80	0 85
" Flint	1 15	1 25
Millet, per bu.	1 08	1 10
Hungarian, per bu.	1 20	1 25
Buckwheat	0 75	0 80

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues good, Manitoba wheat having again advanced in price during the week under review, owing to the wetness of the season, the increased export demand, and in sympathy with the advance in the American markets. Manitoba northern Nos. 1 and 2 have each advanced 1c, while No. 3 has gone up from 1 to 1 1/2c. Red and white wheat have each advanced 1c. Oats are 1/2c firmer. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 97 1/2
" Northern No. 1	0 97
" No. 2	0 94
" No. 3	0 91
Red, per bushel, on track Toronto	0 93
White	0 93
Barley	0 44
Oats	0 36
Peas	0 68
Buckwheat	Nominal
Rye, per bushel	0 64

FLOUR.

Firmer prices generally rule the market this week. During the week under review Manitoba wheat patents advanced in price from \$4.60 and \$4.80 to \$4.70 and \$4.85; strong bakers' from \$4.40 and \$4.60 to \$4.45 and \$4.60; straight roller from \$4.35 and \$4.50 to \$4.40 and \$4.55. This is due to the advance in wheat caused by the excessive rains, which have done great damage to wheat crops, especially in Manitoba. We quote the following:

Manitoba wheat patents, per bbl	4 70	4 85
Strong bakers	4 45	4 60
Ontario wheat patents	4 50	4 80
Straight roller	4 40	4 55

BREAKFAST FOODS.

No change is reported in breakfast foods during the week under review. The market continues active and steady. We quote the following prices:

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

Hides, Skins and Wool.

Trade in this market is very good. Unwashed wools have risen from 1c to 2c per lb., and fleece wool, new clip, has also risen 1c to 2c per lb. This is due to the fact that wools in the English market have risen 10 per cent., consequently the rise in the Canadian market. We quote the following prices:

HIDES

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 10, inclusive	0 10
" " " 1 15 to 20 lb "	0 08
" " " 2 " " "	0 09
" " " 1 " " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00
Lamb skins	1 25
	0 40

WOOL.

Unwashed wool, per lb.	0 11	0 12
Fleece wool, new clip, per lb.	0 18	0 19
Pulled wools, super, per lb.	0 20	0 21
" " " extra " "	0 22	0 24

QUEBEC MARKETS.

Montreal, July 14, 1904.

Groceries.

A GAIN canned goods occupy the market prominently. Tomatoes and corn are holding the strong position they reached some time ago. Sugar also has attracted considerable attention. Just as the paper went to press last week an advance was announced of five cents all round, and the probabilities are that further advances may take place any day. It is well to look into sugar. There are other elements to be considered, such as the incoming fruit crops, all of which are presaged to be good. This always accelerates the sales and often stiffens the prices of all kinds of sugar. The American refiners seem to be well supplied with early purchases of cane sugar and wholesale dealers and customers seem to be in the position of waiting for a revival of demand, after some

weeks of quietness. Pepper is again lower in price, and the reason given from abroad is forced sales. Tellicherry and Malabar peppers are easier. Meantime the peppers from which the finer grades of white are manufactured maintain their values. The Singapore market is weak for tapioca of all kinds. Sago is reported quiet and unchanged. Cochin ginger and Jamaica remained firm, and the same may be said of nutmegs and mace. Canary seed is dearer, and maintains its strong position, more pessimistic news having arrived from Turkey. However, in addition to the Plate seed to depend upon, it has been learned that fine crops are reported from Morocco, so that the Turkish folks cannot have the canary seed all their own way. Molasses continues firm and in good demand. The jobbers are worried over the situation, as no new stock can be obtained from the Barbadoes. Evaporated apples have jumped a half a cent, and are holding strong at 7c. Tea and coffee remain in the same position, with strong markets, and no quotable change. Green fruits are coming in abundantly, and new raspberries are attracting the market. Strawberries are about done, and cherries and plums are dominating at present. For midsummer, when the word dullness is so flippantly applied, trade is generally reported good, and collections from the country are first rate. The grocers' annual picnic will break the week's business in this province.

SUGAR.

Sugar is strong. The advance of 5c all round last week gave the trade something more to think about. The refined market is said to have been disappointing to jobbers. The visible supply of sugar is much larger than last year. Nevertheless, the demand for sugar has been less than was expected. Still further advances are expected. We quote:

Granulated, bbls.	\$4 45
" 1-bbls	4 60
" bags	4 35
Paris lump, boxes and bbls.	4 95
" 1-boxes and 1 1/2-bbls.	4 95
Extra ground, bbls.	4 80
" 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls.	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 20
yellow	4 15
No. 3 yellow	4 15
No. 2 " "	3 85
No. 1 " bbls.	3 85
No. 1 " bags	3 75
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

The reported corner in molasses has not yet been unearthed by the trade. No big houses here have any doubt about the position of molasses. Strength marks it at every point. News from the islands points out that not a whit of exaggeration has gone abroad. No crop is available there now. Two large sugar boats from Barbadoes are expected in port in a few days. They are the Yanariva and Indianapohs, both from Barbadoes. The Indianapolis has 3,200 tons of sugar, and the Yanariva, due Thursday, has 4,000 tons of sugar, while

each has 1,000 puncheons of molasses. We quote:

Barbadoes, in puncheons	0 26
" " in barrels	0 28
" " in half-barrels	0 29
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn, syrups, bbls.	0 02
" 1-bbls.	0 03
" 1/2-bbls.	0 03
" 3/4-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 90
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

COFFEE.

Some fluctuations took place during the week in coffee. Some of the cheap grades of Rios advanced. This was occasioned by small arrivals, and the reported scarcity due to light frosts and rains in Brazil. Demand is said to be affected by the speculation, which was rife at the beginning of the year. The Brazil crop is four million bags below the expected crop, while on the other hand the receipts of coffees other than Rios have been heavy and quite equal to the demand, so that this will tend to keep prices down for a while. We quote:

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

TEA.

The demoralized state of the tea trade in the United States and Canada, which has lasted for some weeks, shows little signs of immediate improvement, but it is gratifying to know that more inquiry is now being felt in the country, and it is believed a healthier tone will shortly be witnessed locally; in fact, several parcels have already changed hands this week, including a block of 600 H. C. Ceylon greens, sold on this market from London at practically the same figure which was paid on the same standards a month or so ago. This, with further information received from the country, that stocks are exceptionally low for this time of the year, is evidence of improvement, and with the higher prices for new teas ruling in the primary markets, particularly Ceylon and Indian blacks, Moyunes, Pingsueys, China blacks and Formosas, with supplies considerably short of previous seasons to date, it is generally expected a good six or seven months' activity is ahead of us.

Japans, however, are surprisingly low at the present time, but the leaf is very inferior, as compared with last year's teas. Third crops invariably show considerable improvement in this respect, and we therefore look for higher prices and an active market very shortly.

Reports from the Assam district are most encouraging for the coming season's crop. The early arrivals may not be more than average, but the opinion of experts is that better teas will come in later. Russian merchants have been large buyers in the London and Colombo markets, and have been willing to pay

higher rates than the combined world of consumers could pay for low grade and medium teas. For this reason prices have held steady to firm. Reports from Hankow relative to Congous show that the market opened with a few choice parcels. Total settlements amounted to 29,000 half chests, and were mainly for Russian account. Quality is up to the average, but not up to last year's superior crop. From Japan it is learned that the entire first crop was sold out, and the arrivals now coming in to Yokohama and Kobe are of second pickings, and the liquor is considerably darker than the first crop. The market has ruled steady; in fact, for a country at war, the Japanese have handled their crop with great care, and have secured always full market prices. At home no particular teas seem to be forced. Stocks throughout the country are not heavy, and no heavy buying is being done. According to warehouse delivery, the average consumption is being maintained.

Japans - Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 19	0 19
Common	0 17	0 17
Ceylon - Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian - Pekoe Souchongs	0 15	0 18
Ceylon greens - Young Hysons	0 14	0 15
Hysons	0 13	0 14
Gunpowders	0 12	0 12
China greens - Finganey gunpowders	0 12	0 12
Congous - Kaisows	0 12	0 12
Packing boxes	0 12	0 14

CANNED GOODS.

California prices for the coming season have been announced, and they are not alarming. Little change has been made over the last season's prices. Peaches will be higher, and it is pleasing to note that while apricots are said to be less in crop than they were last year, the valuation from California has not advanced. The demand for tomatoes is strong, and the supply limited. No vegetable has held a stronger position for some time than is occupied now by tomatoes. Even corn, which is way up, cannot be said to be stronger than tomatoes. Canned meats have had some ready sale during the picnic season, but on the whole are easier in tone. From the sardine fisheries of France comes the news that the fish are running small and prices are high on account of the excellent demand from packers and the fresh fish buyers. Pineapples are scarce, and prices may be high. There is a good demand for fresh packed lobsters. We quote:

Fraser River salmon	5 75
Skeena	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoos	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 20
Peas	0 87 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47
Lawtonberries, 2s	1 57
Raspberries, black	1 42
Gooseberries	1 45
Pears, 2s	1 52 1 67
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77
" 3s	2 57 2 72
Plums, Lombard 2s	1 35
Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3 lb. apples	0 90
Gallon apples	2 20

2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 40	2 40
Singapore whole pineapples	2 40	2 40
Pumpkins, per doz	0 95	0 95
Spinach	1 00	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	1 40	1 50
" Rivers Inlet red sockeye	1 50	1 70
" Fraser River red sockeye	3 45	3 45
Lobsters, talls	4 00	4 00
" 1-lb. flats	2 25	2 25
" 1-lb. flats	3 65	4 00
Canadian Sardines, 1s	4 50	5 00
California asparagus	3 50	3 75
Asparagus tips		

Foreign Dried Fruits.

In the currant market a decline has been reported in Vostizzas, caused by some forced sales. Growing crops are said to be fine, and all indications are in favor of abundant crops of excellent quality. This, however, may tend to depress the spot market. Sultanas are firm with good demand, and every prospect for higher prices. News of the growing crop continues unfavorable. Stocks of valencias remain small, and they are moving slowly. Large crops of California fruits are reported, and altogether things are looking well.

Watt, Scott & Goodaere report: New crop of currants is progressing favorably under good weather conditions; the crop, however, is not housed yet, and symptoms of peronosporus have made themselves evident in many districts, which a damp period would develop disastrously. The market is firm in Patras.

There has been a good demand for Sultana raisins on spot, buyers taking advantage of local prices below cost of import from Smyrna.

Advances abroad are well maintained, both for Tarragonas and Valencia shelled almonds.

Bordeaux market continues very quiet for prompt shipment of shelled walnuts, and quotations are unchanged for September shipment. E. M. Dadelzen & Co. advise: "Reports as to the new crop promise a big one in almost every district, and as this applies also to the centre of France this year, where the oil makers are, these latter will probably not be buying at all in our districts, so that prices for exportation ought to be reasonable."

Quotations for September shipment, for new crop Smyrna figs, have been out some two weeks, without buyers taking hold, preferring to wait until the crop, which promises to be a fairly good one, in contrast to Sultana raisins, is further advanced.

VALENCIA RAISINS.

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

FIGS.

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

DATES.

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

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

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

PRUNES.

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

CURRENTS.

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

SULTANA RAISINS.

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

Green Fruits.

Abundance of green fruits have come in, and bananas still rule high, being in the greatest demand. Over one railway in one day as many as twenty-three cars of bananas arrived. This was the N. Y. Central on C. P. R. tracks. In fact, the C. P. R. get the credit of the haulage. Pineapples are very scarce. New Canadian raspberries have taken hold of the market, and are selling well at 14 to 16c. The supplies seem abundant and of excellent quality. Gooseberries are now being handled plentifully, and cherries and plums are favorites with buyers, even though the prices are high. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	3 00 5 00
Pineapples, 24 to case	4 00 4 25
" 30 to case	4 00
Bananas	1 25 2 50
Egyptian onions, per bag	1 75
New Messina lemons 300's	2 75
" " 360's	2 50
Tennessee tomatoes, 4 baskets in crate	1 00 1 15
Cucumbers, per doz	0 30
Asparagus, per basket	1 50
Radishes, per doz	0 45
Strawberries, qts.	0 08 0 10
Peanuts, Bon Tons	0 12
" Sun brand	0 11 1/2
" Diamond G brand	0 09 1/2
" Coon brand	0 08
New Brazil	0 13 1/2
New potatoes, per bbl	3 50
Limes (100)	1 25
California cherries, per 10-lb. box	2 25
California peaches, per crate	1 50
California apricots, per crate	2 25
California plums, per crate	1 75 2 25
Canadian cherries	1 25
Cantaloupes, California, per crate	6 50
Gooseberries, per basket	1 00

Fish.

Activity still holds in the market, despite that so many wealthy consumers are out of town. Brook trout still holds at 18c, and it is hard to get at that. Mackerel is high again, having advanced a couple of cents per lb. Scarcity is the reason given. Gaspé salmon has again resumed a normal position, but the demand is good, and the price has advanced. Trout and whitefish still hold at 8c, and the demand is fair all around. We quote:

Haddies	0 07 1/2
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 04
Pike, " round and dressed	0 07
Hallbut, fresh, per lb.	0 12 1/2
Gaspé salmon, fresh per lb.	0 16
Fresh steak cod	0 05
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 08
Fresh mackerel	0 10

Lobsters	0 14
No. 1 Labrador herring in 20-lb. pails	0 75 0 85
No. 1 Herring, Labrador, per bbl.	4 75
No. 1 Herring, " half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring,	6 50
per keg	0 95
Holland herring, per keg	0 65 0 75
No. 2 green cod bbls. 200	5 00
Salt mackerel, pail of 20 lbs.	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish,	0 05
" loose, in 25 lb. boxes	0 04 1/2
Boneless fish, in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 07 1/2
Skinless cod, cases 100 lb. (new)	0 05
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 40
Canadian sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25
Standard bulk oysters, per gal.	1 50
Selects	1 75

Country Produce.

EGGS.

Eggs continue to hold a reasonably strong position. The receipts were more on Monday last than they were on Saturday, and so on each day the arrivals have been steady and plentiful. Straight gathered stock was in good demand, and as the offerings fell off a little the market held strong, and prices stepped up a quarter and a-half a cent per dozen. Sales were made at 15 to 15 1-2c. No change was noted in candled stock, which sold at 17c, and seconds at 12 1-2 to 13c.

BEANS.

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

HONEY.

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

MAPLE PRODUCTS.

The demand for maple products is steady, and for the time of year, is considered fair. We quote:

Maple syrup, in wood, per lb.	0 05 1/2 0 06
Maple syrup, in large tins	0 80 0 85
Pure sugar, per lb.	0 07 0 07 1/2
Pure Beaune sugar, per lb.	0 08 1/2 0 09

POTATOES.

Potatoes are selling at 35 to 55c a bag in car lots, while new stock is getting cheaper every day. New ones are bringing \$3 to \$3.40.

Flour and Feed.

FLOUR.

Trade in flour showed an improved feeling. Greater activity was noted both for domestic and export account. The fact that wheat has shown so much strength may induce buyers to come forward. We quote:

Manitoba spring wheat patents	4 90
" strong bakers	4 60
Winter wheat patents	5 10 5 25
Straight rollers	4 85 5 00
Extra	3 80 3 90
Straight rollers, bags	2 30 2 35

FEED.

Feed remains unchanged. We quote:

Ontario bran, in bulk	19 00
shorts	21 00
Manitoba bran, in bags	19 00 20 00
shorts	21 00
Mouillie	26 00 28 00

OATMEAL.

The oatmeal market is firm and unchanged. We quote:

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

USEFUL BOOKLET.

IN connection with Maddock's ware, "£ Sterling Rate Books" have been issued for the benefit of the trade. One issue is for Royal Vitreous Dinnerware, giving the sterling list price of each article made and the corresponding rate per £ from \$2.50 to \$12,—a very convenient and useful booklet for marking both cost and selling price of goods.

The other issue is expressly for Maddock's celebrated Vitrified Welded Edge Hotelware, showing sterling list price of each article and rate per £ from \$6 to \$12, to which has been added, in tabulated form, the capacities and measurements of each article. Thus the actual size as well as the trade size of any article can be readily ascertained.

These books are being distributed in Canada by E. W. Klotz, 24 Wellington street west, Toronto, Maddock's Canadian representative. Any one interested, not already in possession of a copy, can have same for the asking.

Mr Klotz has established an excellent trade in Canada for Maddock's goods, which are guaranteed not to craze. This feature alone is of the greatest importance to both dealer and householder.

Maddock's Vitrified Hotelware is admirably adapted for rough usage to which crockery is subject in hotels, restaurants, on board ship, railways, etc. The distinguishing feature of this ware is that it is as hard and dense as the glaze itself, but not as brittle as china. It also has a reinforced edge on all flat pieces, known as the welded edge, which, while doubling the strength, adds but little weight to the article.

Maddock's ware has enjoyed high favor among many of the largest users of this class of goods. An ocean steamship breakage test made in 1901 provides an interesting item. The average breakage per trip, in a trial of 7 trips, was 1188 pieces of Maddock's ware, while the average breakage per trip, in a trial of 9 trips, was 1773 pieces of a competitive make. This statement is given in full in another booklet issued by E. W. Klotz, of Toronto, entitled, "Get Wise." It is also worth having, and should be in possession of every crockery dealer catering to hotel and similar demands. It is sent free to those who request it.

Charles Allerton & Sons.

This old established firm of Staffordshire potters are makers of such a great

variety of ware that no crockery dealer can help but find something of interest.

Their china is of excellent quality, which the housewife soon discovers when she finds that the cups of Allerton's china do not stain with hot tea or coffee, as many other English makes do. This feature also carries with it excellent wearing properties in general, while the vast range of patterns covers prices to suit all classes of buyers. Their earthenware specialties cover a large field, such as jardinières, lustre jugs, teapots, toy cans, etc., printed teas and plates at specially low prices, painted bowls, etc.

E. W. Klotz, of Toronto, Allerton's Canadian representative, shows a full line of samples.

HINTS TO BUYERS.

R. Campbell's Sons' Hamilton pottery is running at full capacity, never having been idle a day in eight years. Grocers and crockery men are invited to call and see the pottery in process of manufacture.

Special figures are quoted by the Eby, Blain Co., Toronto, on the well-known "Nonpareil" Brand of Santa Clara California prunes. They have just received a carload, containing all sizes, in 25 and 50 lb. boxes.

White & Co., Toronto, sole Toronto representatives of the "California Fruit Distributors," are receiving a good many cars of California fruit these days.

R. Campbell's Sons, Hamilton, are expecting shortly a shipment of very fine Japanese chinas, porcelains and bronzes. The bronzes are an entirely new line.

In store with L. Chaput, Fils & Cie., Montreal, 100 cases St. Louis Vichy Water, "Red Clover" Brand. This brand has secured good demand from the trade.

B. O. Beland, 1684 Notre Dame street, Montreal, extends an invitation to the visiting Ontario merchants to inspect his wine vaults and warehouses.

L. Chaput, Fils & Cie., have received into store a shipment of "Phonograph" Brand of grated pineapple, direct from the Bahamas. These are guaranteed finest quality, and low price.

In store this week with B. O. Beland, Montreal, 100 puncheons of choicest French wines.

Gorman, Eckert & Co., of London, report that they have just received a carload of choice Santos coffee by steamer Strabo, via New York. This shipment has come from the famous

July 15, 1904

THE CANADIAN GROCER

plantations of Brazil, and Gorman, Eckert & Co. state that this shipment has a fine flat bean, that it roasts splendidly, and is of a very rare cup quality. This is a good opportunity for the trade to get quotations and samples of an extra fine quality of coffee.

H. P. Eckardt & Co. are offering canned tomatoes in gallon tins at an interesting figure.

Buyers of canned salmon will do well to communicate with H. P. Eckardt & Co.

Heinz' mustard dressing is a good seller, especially at this season.

DECLINE OF PORK AND LARD.

For some days the demand for pork in Montreal has been small, and packers felt the position so keenly that on Tuesday evening it was decided to reduce the price of pork 50¢ per barrel. There was some wavering in the market for pure and kettle lard, although no quotable change took place. However, in compound lard there was a decline of a quarter of a cent per pound. Some cuts of bacon have suffered a drop of half a cent a pound also.

FOREIGN TRADE OF CHINA.

According to Chinese customs returns the empire's trade in 1903, imports and exports, amounted to \$346,298,624. The trade of 1894 amounted to \$185,732,480. Each year since 1894, except 1900-1901, shows a steady gain. In those years there was a considerable falling off. The increase in 1902 and 1903 only partly made up for the difference. There is every reason to hope and look for better times just as soon as the country settles down to a healthy normal development of its vast resources.

The imports of 1903—about \$208,640,000—were 4 per cent. larger than those of 1902. The importations of petroleum, 84,998,335 gallons, shows a falling off of 5 1-2 per cent. against 1902; but the value, \$10,240,000, was an increase of 36 per cent. over that paid for the 1902 importations. The decrease in the quantities imported are borne by Borneo and America. Russian and Sumatran oils show an increase of 35 per cent. and 18 per cent., respectively.

A PRETTY SOUVENIR.

Thoughtfulness of others is a rare gift. This was illustrated the other day when Mr. Wm. Dobie, general manager and treasurer of the E. W. Gillett Co., Toronto, who is enjoying his holidays at Atlantic City, N. J., showed that he

was not too busy to remember The Grocer. He sent up a handsome souvenir booklet, illustrating scenes at Atlantic City, that would tempt anyone to go down there. Mr. Dobie is stopping at the Marlborough House, where many prominent Canadians make their headquarters. The Grocer appreciates this attention, and extends to Mr. Dobie further wishes for a pleasant holiday.

A VISITOR FROM OTTAWA.

Mr. H. C. Ellis, retail grocer, Ottawa, favored the Toronto offices of The Grocer with a call last week. Mr. Ellis was in Toronto attending the annual convention of the Retail Merchants' Association, and had the honor of being elected second vice-president of the association for the ensuing year.

He reports a splendid volume of trade in the grocery line in Ottawa so far



Mr. H. C. Ellis, Ottawa, 2nd vice-President Retail Merchants' Association.

this year, especially during June, which proved a record month. Trade conditions are healthy, and the future all along the Ottawa Valley is very promising. The scarcity of labor, which was such a drawback to trade in general a year ago, is no longer a disturbing factor. Mr. Ellis is an enthusiastic admirer of The Grocer, to which he has been a regular subscriber and contributor for some years.

PERSONAL MENTION.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have secured the services of E. S. Little, of Galt, who will represent them locally and in the County of Waterloo. Mr. Little has had previous experience in the retail grocery business, and as he is an energetic salesman he will doubtless prove an acquisition to his new employers. His engagement is the direct result of an advertisement in The Grocer, to which the R. & J. H. Simpson Co. replied.

Mr. Leacock, of Musson & Co., Barbadoes, was in Toronto last week, interviewing the trade.

NEW DEPARTMENTAL STORE.

T. Eaton & Co., Toronto, have decided to erect a large departmental store in Winnipeg, and have purchased the entire block of land fronting on Portage avenue, and extending from Donald street to Hargrave street, paying in cash for this beautiful site \$1,250,000. Some fine private residences are situated in this block, including the Strevel residence and terrace, which was bought for \$90,000 cash. It is as yet unknown as to when work will commence, but it will be within the near future, and all buildings on this property will be torn down.

SALE OF WIARTON SUGAR FACTORY.

The entire property and plant of the Warton Beet Sugar Mfg. Co. was advertised to be sold at auction at 68 King street east, Toronto, to-day, July 15, at 2.30 p. m. The factory was completed in 1903, and was equipped with new modern beet sugar machinery.

BARBADOES MARKET REPORT.

Leacock & Co., Barbadoes, in their latest market report, say that imports of American foodstuffs have been limited, that flour of all grades is in moderate supply, but consumption almost confined to family and superfine grades, sales of extras being particularly small. Receipts of cornmeal are ample, but the tone of the market is firmer. The local bread factory, which is fully equipped, is supplying the market with an article of superior quality.

Canada and B. E. peas are salable, splits are in supply and Ballam rice has declined, with stock not excessive, yet ample for present consumption.

Ribs would sell, beet cuttings are in full supply, lard compound is in over supply, and the market in fishstuffs continues healthy.

The weather continues dry; rain is generally wanted throughout the island, and the reaping of the cane is drawing to a close.

Owing to the decreased estimates of the molasses crop the market was advanced a few days since to 13¢ per gallon, and the remainder of this sweet closed out.

CHANGE IN SELLING TERMS.

The Montreal section of the Dominion Grocers' Guild decided on Monday last to adopt radical measures for the rejuvenation of trade. After hearing a number of reports from experts and the advice of some of the leading grocers, it was unanimously decided to sell all groceries, with exception of tea, on a basis of 30 days net, or 1 per cent. 10 days. This arrangement, it is anticipated, will profit the trade generally. It takes effect July 15, and will no doubt have a salutary influence upon the general grocery business.

COMMERCIAL TRAVELERS' TAX.

FOLLOWING is a statement relative to the commercial travelers' tax charged in various countries, published by the Commercial Labor and Statistical Department of the Board of Trade, London, England:

Argentine Republic.

Commercial travelers, whether selling goods in Argentina, or merely showing samples and soliciting orders, must secure licenses. The cost of these in the town of Buenos Ayres and the national territories, as distinct from the other provinces of the confederation, is \$50 currency (about £4 7s 6d) per annum. In the principal provinces the following license fees are levied on commercial travelers:

Jujuy, \$200 (about \$85, Canadian currency) per annum.

Salta, \$1,680 (about \$715, Canadian currency) per annum. Licenses are also issued for the half year in Salta.

Tucuman, \$400 to \$800 (from \$170 to \$340, Canadian currency) per annum, according to class of firm.

Cordoba, \$600 (about \$255, Canadian currency) per annum.

Santa Fe, \$600 (about \$255, Canadian currency) per annum.

Entre Rios, \$600 (about \$255, Canadian currency) per annum.

Corrientes, \$505 (about \$215, Canadian currency) per annum.

San Juan, \$960 (about \$408, Canadian currency) per annum. Monthly licenses are also issued in San Juan.

Mendoza, \$600 (about \$255, Canadian currency) per annum.

Santiago del Estero, \$500 (about \$213, Canadian currency) per annum.

Riga, \$100 (about \$42, Canadian currency) per annum.

Buenos Ayres, \$400 (about \$170, Canadian currency) per annum.

Samples without commercial value are passed by the Argentine customs without payment of import duty; samples of value are charged with import duty, which is refunded if they are re-exported within six months.

Belgium.

Reciprocal treatment is accorded to commercial travelers in Belgium, and consequently no restrictions are imposed on them, nor is any license duty charged.

Samples imported by foreign commercial travelers are admitted "en franchise temporaire," provided that certain conditions are complied with for the protection of the revenue. Samples too small to be used for other purposes are duty free.

Colombia.

No licenses are required by commercial travelers.

Samples in small pieces are admitted free of duty, provided that their total weight does not exceed 25 kilos. The import duty paid on other samples is returned if the samples are re-exported within a period of twelve months.

Germany.

Commercial travelers must, in order to carry on operations in Germany, obtain a license from the German authorities. Commercial travelers soliciting orders may only carry samples or patterns, and not the actual goods they offer.

Samples of goods which cannot be used for other purposes may be imported duty free into Germany. If doubt exists as to their utility for other purposes, the importer is allowed to render them unfit for use under official control. Samples of tobacco, foodstuffs and the like are excluded from free importation as samples.

Greece.

Commercial travelers are not required to go through any formalities in order to be able legally to exercise their calling in Greece, nor are they required to take out any license, provided they come and go merely as bearers of samples and receivers of orders. Agents of foreign firms resident in Greece are, however, required to take out trade licenses.

Samples without commercial value are exempt from import duty. But when they have a value, as capable of being utilized in commerce in whole or in part, their delivery from the custom house shall be permitted under conditions of transit, after the identity of each sample has been assured by an additional mark affixed by the customs authority, and satisfactory security has been given for the payment of the import duty in the event of their not having been exported from the kingdom within twelve months in the same condition, whether from the same port, or from another port where importation is allowed.

Italy.

In practice no certificates of identity or licenses are required from commercial travelers, the Italian Government enforcing the production of certificates only in the case of countries which have adopted restrictive measures against Italian commercial travelers.

Samples of no commercial value intended to represent articles of which they form part, are exempt from duty. This exemption embraces also samples of paper and tapestry of sufficient size to show the whole pattern, as well as samples of porcelain, tissues, and other goods, comprising various patterns on one article, provided that the importer consents to render the same unfit for use.

Japan.

The business tax law of Japan imposed a tax on persons carrying on inter alia the businesses of agencies, middlemen and brokers. With regard to this tax it is found that merchants pay 5 yen* per 10,000 yen on wholesale transactions, and 15 yen per 10,000 yen on retail business done. They also pay 1 yen annually for each of their employes and 4 per cent. on their office rent.

*1 yen—49.8 cents.

In the case, however, of commercial travelers who do not sell their goods to customers direct, no special tax (beyond the ordinary income tax) appears to be payable.

Under the Japanese customs tariff law of March 26, 1897, articles temporarily imported as samples by commercial travelers are not subject to import duty, provided they are re-exported within six months of the date of importation; a sum of money equal to the amount of duty leviable, or security therefore, must, however, be deposited with the customs at the time of importation.

United States.

Under federal laws no special regulations exist affecting commercial travelers, and the Supreme Court of the United States has declared in numerous cases that no state can impose a license tax for the privilege of selling goods which at the time of sale are not within its borders; so that no license can be required in any state from commercial travelers who merely carry samples and take orders.

Articles of no mercantile value imported as samples not for sale, are not subject to duty or to formal entry in the United States. Edgings, textile fabrics, samples of piece-goods, cards of buttons, single gloves or stockings intended for use in selling the class of goods they represent, are free of duty. Samples imported in quantities and intended to be sold by jobbers are dutiable. All samples must be examined by the appraiser, and only those reported by him as samples of no mercantile value are admitted duty free.

PROMINENT RUSSIAN IN CANADA.

Among the visitors to the Toronto office of The Grocer this week was Mr. Fridkym, of Chicago. Mr. Fridkym is in Canada investigating the sugar refining industry in this country, and endeavoring to interest Canadian refiners in raw beet sugar from Russia. Mr. Fridkym represents his brother, P. B. Fridkym, who controls one of the largest sugar beet growing industries in the Russian Provinces of Norva and Kharkoff. The Fridkym's are in close touch with Ernohof, the Minister of Agriculture in Russia, and are desirous of introducing Russian raw beet sugar in the Canadian market.

They have been exploiting the United States markets for the last six years, but more or less unsuccessfully, on account of the high protective tariff ruling there. The average raw material in the State of Michigan shows only from 1 to 1 1-2 per cent. of sugar, while it is claimed for the Russian product that it yields as high as 16 or 17 per cent. Sugar beet growing has assumed big proportions in Russia, and growers are now attempting to place the raw material in foreign markets.

Mr. Fridkym will visit the sugar refiners of Eastern Canada before returning to his native country.

The BLUE RIBBON Firms sell more tea in Canada than Salada

SALADA'S CHALLENGE.

\$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of "SALADA" Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—\$500.00—to any Charitable Institution if we are wrong, the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business**, packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF "SALADA" ALONE. Results to be published.

"SALADA," Toronto and Montreal.

Salada's sales as certified by Messrs. Clarkson & Cross—1,416,162 pounds

Certificate as to sales of BLUE RIBBON Firms.

We have examined the books of Messrs. G. F. & J. Galt, Winnipeg, and hereby certify that their sales of teas together with those of the BLUE RIBBON TEA COMPANY, Toronto, for the year 1903 (as found by Messrs. Clarkson & Cross), exceed 1,416,162 pounds.

(Sgd), **NEWTON & DAVIDSON,**
Accountants.

Readers of "The Grocer" will remember the Challenge issued by Salada and the arrangements subsequently made between Messrs. G. F. & J. Galt and Messrs. P. C. Larkin & Co. for a comparison of BLUE RIBBON and Salada sales.

Whilst the issue left to the decision of Messrs. Clarkson & Cross was decided against us owing to Messrs. Clarkson & Cross feeling bound by the terms of the submission to exclude large quantities of our teas (packet and bulk) from the comparison (we think Messrs. Clarkson & Cross were strictly correct in the view they took of the matter), still, as the above certificate shews, the **VICTORY** is ours on the substantial question involved, namely, the quantity of tea sold.

Signed, **G. F. & J. GALT.**

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, July 7, 1904.

THE shipment of fruit to the Dominion Exhibition at Winnipeg, which will be on exhibition here next Monday, will show to the people of Canada and other visitors to the great fair just what can be done in this province. This portion of the fruit will be from the lower mainland, in fact from Vancouver City and immediate vicinity, and will include all the varieties which are in condition at this time of the year. Some gooseberries, obtained yesterday from the gardens of Mr. Robert Kelly, of the wholesale grocery firm of Kelly & Douglas, are some of the best ever seen in this province.

The strict observance of the law by the Board of Horticulture, and its efficient officers, has benefited British Columbia immensely, for not a fruit pest can be found. Nearly every consignment of fruit from California is infected, and condemnations take place after the arrival of every steamer. Nursery stock, too, is well examined, and the stringency has resulted in the prevention of the entry of the pests which have worked such havoc in other places.

Markets in Vancouver are in fair condition this week. Strawberries, which have been on for a long time are now a glut in the market. The warm weather of the past week or two, and the entry of other fruits, have been the cause. As a consequence they are selling low. Cherries are plentiful, both local and imported, and are selling at from 40c to 50c per ten lb. box. Canteloupes are high, going at \$4.50 a crate. Plums are fairly high, at \$1.75 a crate; peaches, \$1.50 to \$1.75, and apricots, \$1.50. The first watermelons are in, and will be in full force shortly. Oranges are scarce, and as a consequence have advanced 25c and 50c. Bananas are a favorite fruit in Vancouver, and if carloads are not just coming in, the supply is about exhausted. Just at present, it is the latter, but two carloads are expected. Californian apples have made their appearance, \$2.25 a box, 40 lbs.

In groceries conditions are remaining about the same. Dried peaches have risen 2c. Eggs are pretty well cleaned up for the market in the Yukon, and are worth wholesale about 23c. Potatoes show a decline, owing to the arrival of new stock.

Prices in flour and feed remain unchanged, though with the decrease in northern freight rates much heavier shipments are looked for during the coming month.

On the whole business is good, and the tone of the dealers generally hopeful.

One thousand tons of raw sugar from Peru came in on the Kosmos liner Luxor for the refinery here. The raw material is imported in large quantities from Java, the largest portion coming from there, but some is brought from Peru, and also from Fiji. With the increase of trade on the west coast of the America, there may be more sugar come from Peru than has heretofore been the case.

An important meeting of canners was held here yesterday, being the first international convention of those engaged in the industry. All the matters appertaining to salmon canning were taken up, and the results were very satisfactory. Since the order has been issued allowing Canadians to put down salmon traps in Canadian waters, the Americans have shown themselves more amenable to argument. The fish passing in, come past the end of Vancouver Island first, where the Canadian traps are located, and already, though the run has not yet commenced, the catch has been good. Americans, too, would never observe a close time of 24 hours in one week to allow salmon to get to the spawning grounds. Yesterday, however, all these matters were taken up, and arranged amicably. The Dominion Government is thinking of allowing the same as the Americans do, and that is exactly what is bringing them to time. If it were adopted in other instances it would mean greater harmony, and a better conservation of Canadian interests.

Merchants in the Slocan District are very warm over the rank discrimination tariff recently put in force by the C. P. R., and are organizing to fight it. The towns, from which representatives were present at a meeting, were Sandon, Ainsworth, Slocan, Silverton, New Denver, Three Forks, Whitewater, and Kaslo, and they are organizing to battle against the railway company. The grievance is that while these towns are about 80 miles nearer the Pacific Coast than others, the latter are allowed to get their goods at 42c per hundred lbs. cheaper. A committee was appointed consisting of Mayor McNeish, Slocan; T. H. Wilson, Silverton; T. H. Hoben, New Denver; J. T. Kelly, Three Forks; Fred Ritchie, Sandon, and H. Giegerich, Kaslo, who will collect evidence and bring the matter before the Railway Commission.

Fred Irvine & Co., Limited, of Nelson, have adopted the cash system, and hope thereby to compete with the departmental houses of Toronto, which do a rushing business with buyers in the interior of British Columbia. The firm tried the new plan for a month, and found that it worked all right.

Business in Dawson markets is brisk, but profits are not what they used to be. Merchants are now adopting the motto of small margins quick returns. Spring stocks are now getting in, but the low water in the river prevents full cargoes being taken by the steamers down from White Horse. Low prices in hay and oats are causing a good demand. Hay is down to 4½c per lb., and oats to 4¾c to 5c lb. It is expected that when the new stock comes in on the Summer freight schedule of the White Pass & Yukon, the price of hay will decline \$5 a ton. The first eastern Canadian cases to arrive in refrigerator cars and steamers got there a week ago, 400 cases being in the first consignment. New ham and bacon are also on the market. Cheese is a drug on the Dawson market, and it is said there is enough to do for a couple of months. Twenty cents is the figure. Butter is dropping in price, and dealers state they

are losing money. They claim that the butter selling in bricks at 30c costs 28c f. o. b. at Vancouver, which is not much out of the way for good butter, and they will have nothing else in Dawson. Grapenuts are out of the market, being one of the lines which have run out. Others are also short, but with the Spring trade all will now be replenished.

Live stock and merchandise of all kinds comprise the cargoes of the boats going north just now. Two hundred head of cattle and 500 head of sheep went up on Saturday last, and such shipments will continue till the close of navigation. A considerable amount of flour was on the Empress of China when she left for the Orient last Monday. The Empress took 225 tons alone from Washington State, this being one of the ports through which mills there send their product to the far east.

MANITOBA MARKETS.

Winnipeg, July 9, 1904.

PRESENT conditions are in every way satisfactory, and the volume of trade has come quite up to expectations. Prices are generally well maintained, and there are indications that the available stocks are being largely drawn on.

The markets are steady, with the exception of sugar, which has taken an upward turn, and is now quoted at an advance of 5c.

Sugar—The market has now advanced, and Montreal granulated is quoted at \$5.10 in barrels and \$5 in sacks; yellows at \$4.50. Wallaceburg still holds firmly at \$4.95 in barrels and \$4.85 in sacks.

Canned Vegetables—The market is firm and canned corn is now getting scarce, but is still quoted at \$2.75 a case.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at \$2.25; 10 lb. at \$2.30; 20 lb. at \$2.35; 8 lb. at \$2.65, and 6 lb. at \$2.85.

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

Eggs—The market is now fairly steady and the demand is good. Eggs are now jobbing to the trade at 20c.

Cornmeal—The market is steady and prices firm. Cornmeal is quoted at \$1.75 per sack, and 90c per ½ sack.

Evaporated and Dried Fruits—The market remains firm, but all kinds of evaporated fruits are scarce, especially California apricots, and 1903 choice are still offering at 13½c to 13¾c a lb. 1904 apricots will be on the market in the course of two or three weeks, and will be quoted at 13c a lb.

Green Fruits—The market has advanced a little on some lines. Oranges are quoted at \$4.75 a case, and sweets at \$3.50 to \$4 a case; lemons, \$3.75 a case; peaches, \$1.75 a case; bananas, \$3 to \$3.50 a bunch; plums, \$2 to \$2.25 a case; pears, in half boxes, \$2; cherries, black or red, \$1.50 a case; raspberries in pint boxes, \$3 a case, and quarts \$4; watermelons, \$5 a doz.; tomatoes, \$2 a case. Pineapples and watermelons are practically off the market. Apricots are quoted at \$2 a case; rhubarb, 2c a lb.; cucumbers, 90c a doz.; cabbage, 4c a lb.; radishes, 45c a doz., and lettuce, 40c a doz.

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"Clover Leaf" Salmon

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

For sale by nearly every Wholesale Grocer in Canada.

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

TOMATOES

1903 Goods

\$1.00 per dozen F.O.B. Kingston, usual terms.

Geo. Robertson & Son, Kingston, Ont.

Has stood the test of every climate.

HIGHEST AWARD



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

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

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

Home Office and Address:

Correspondence and Trade orders solicited.

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

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



The Drink for Summer.
The Drink for Health.

ORDERS FOR

HIRES' ROOT BEER

are booming. It is, after all, the best drink for Summer.

If your jobber does not sell it, write me direct.



"White Dove" COCOANUT

Absolutely the finest quality on the market.

The handsomest package and most ready seller for summer.

Write direct if your jobber does not carry it in stock.

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

This Guarantee

is placed upon every package of Spice manufactured by **The Pure Gold Mnfg. Co., Limited,**
Toronto:

56

THE PURE GOLD MANUFACTURING CO. LIMITED

Manufacture Three Grades of Pure Spices
AND NO ADULTERATED SPICES WHATSOEVER

These Pure Spices are Packed as follows:

PURE GOLD BRAND VERY CHOICE **YELLOW LABEL** **JARDINE'S BRAND** SELECTED **GREEN LABEL** **REGAL BRAND** FINE **RED LABEL**

These Spices are warranted to contain
NO SHELLS, NO SPENT OR CHEAP GOODS, NOR FILLERS OF ANY KIND
THEY ARE ABSOLUTELY PURE AND GUARANTEED TO PLEASE

THE CANADIAN GROCER

July 15, 1904

“Spice Purity”

The recent report, No. 95, on Ground Spices, issued by the Department of Inland Revenue, evidenced that All Spices manufactured by

THE PURE GOLD MNFG. CO., LIMITED
TORONTO

are absolutely pure and of the highest quality.

When you find our guarantee on a package of Spice you can always rely on the quality of the contents.

Buy **“Pure Gold” Brand** and protect your Spice trade.

Thanks, and thanks again

As a new Company offering a new brand of Canned Goods, we wondered a little—not worried, mark you—about how our goods would sell. We knew what class of goods we would pack, for we had the experience necessary—had it years ago—and among those who keep closest touch on the Canned Goods trade we were pretty thoroughly known. When we offered

The Old Homestead Brand

we waited with interest for results. Orders have come with a rush. We have “made good” from the first moment. The Strawberries and Peas we have already packed bear out every claim made, and fulfil our guarantee that **The Old Homestead Brand** is unequalled for excellence.

Raspberries

are the next fruit to be put up. Order from your wholesaler and **insist** upon The Old Homestead Brand—the best goods and the handsomest being sold to-day.

The Old Homestead Canning Co.

Picton, Ont.

NEW BRUNSWICK MARKETS.

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

THERE is a good steady business reported. A firmer feeling in several lines has resulted in brightening the outlook. One pleasant feature may be noted, though not strictly in grocery lines. There has been much more shipping in the harbor this Summer than for many seasons past. The depression in the lumber market means very much to us, and is perhaps the one unpleasant feature. There is a marked improvement in the tourist business, which is welcome. Certainly our cool weather cannot fail to be appreciated.

Trade here is being quite given over to the guild idea. We now have sugar, flour, tobacco, molasses and canned goods on the list, with such lines as some soaps, pickles, salt, etc., sold under signed agreement. It is certainly in many ways a good idea, particularly where there are so many jobbers as in St. John. It, of course, works to the disadvantage of some, and for this and other reasons some, not always the same, people stay out of all the agreements. There are several lines which, if they handle, they must agree to keep to the prices named.

Oil.

In burning oil the low prices are still quoted, and quite large future business is being booked. In paint oil, linseeds are firmer, but the local price remains unchanged. Turpentine, which has ruled high, is rather easier. Lubricating oils have a good, steady sale, with prices unchanged. Fish oil is somewhat dull, with prices rather lower.

Salt.

The cargo of Liverpool coarse salt just landed found a good market. There is not a large stock held. It will be a few weeks before any further arrivals. Prices are firmly held. In Canadian salt a good, steady sale is noted, particularly for cheese and butter salt in barrels.

Canned Goods.

As reported, the large trade of the province goes to the association. There are, however, at least three large buyers outside, and so at least one outside factory has found a good market here. The association has worked to their advantage. Practically the city trade have signed an agreement to sell at association prices. No line has been more cut than this, so a great advantage is expected. The association has not yet named prices and, while many feel this unfair, it is very much better than the former way, when goods were sold ahead at no profit, and the trade sometimes were not in a position to fill their contracts. In salmon prices are firm. It is said more than the list price has been paid for one brand of Spring fish. There has been a considerable effort made to buy below list price, and some few lots have been picked up. In spot goods, except salmon, which have been advanced, there are few changes. Vegetables are firmly held, particularly corn. Fruits are very firm, except gallon apples. Meats remain unchanged. Domestic fish are all firmly held.

A Penny Saved

Is not always a penny earned. You may save a penny on some article that either won't sell or will not please your customers.

It's better to buy the article with the name back of it.

Clark's Sliced Smoked Beef

has both name and quality.

It never fails to please

 <p>This design a guarantee of quality.</p>	<p>RED-BROWN WRAPPING</p> <p>All Weights FOR FURNITURE PACKING All Sizes Strong, Tough and Stiff. A Sure Protection to Destination.</p>
	<p>SAMPLES AND PRICES WITH PLEASURE.</p> <p>CANADA PAPER CO. Toronto LIMITED Montreal</p>

Dried Fruits.

Spot business in not active. There is quite a steady sale for prunes, seeded raisins and currants in cartons. In new California prunes quite full orders are being placed. Prices were never as low. Sales of apricots and peaches are light, and prices are high. Dates are offered low. Figs are rather firmer this season. It is thought the market will be well supplied. Little is heard of new currants. Prices seem quite steady. In peels, orders are being placed. Citron is higher than last year. Evaporated apples are firmly held and the sale is light. Onions are low. Some Egyptians held are very good stock. Denia onions are not sold here. Peanuts are firm at full prices. Cocoanuts are scarce.

Green Fruits.

Dealers are on the jump. Bananas are the active line. Supply last week was rather light, but receipts now are good and prices are rather easier. Oranges and lemons are higher. Prices for melons keep at full figures. This is a business little liked by the dealers. White tomatoes are more plentiful and quite full prices are quoted. Cucumbers are lower. Some green apples and pears are seen. In California peaches, apricots and plums, prices remain quite firm. Pears are shortly expected. The market is now supplied with local strawberries. The wholesale fruit men do little with them. Rhubarb is scarce.

Sugar.

Price shows a further small advance. There is a good sale in foreign sugars and some good values are shown.

Molasses.

There is a fair stock held, particularly of Porto Rico. In Barbadoes, price was advanced two cents this week. There is a steady sale.

Fish.

Our harbor and bay fishermen have had a good season in salmon. The

catch has been quite good and prices have been well maintained. North shore catch has not been large. Except a few halibut and haddock there is little in other fresh fish offered, while few dry fish, pickled and smoked herring are being received. Receipts are light and prices high.

Flour, Feed and Meal.

In flour there is a fair trade and prices are firm. Feed is lower, with just a fair sale. Oats and oatmeal remain unchanged; prices at least are no higher. Beans are dull and rather lower in price. Cornmeal shows a steady sale, and quite high prices rule. Barley and split peas are scarce.

INTERESTING TEA DECISION.

Clarkson & Cross, accountants, Toronto, to whom was intrusted the final decision in the dispute between the Salada Tea Co. and the Blue Ribbon Tea Co., as to the relative amounts of Salada and Blue Ribbon Teas sold in Canada by these firms, respectively, report, after an examination of the books of both these firms, that during 1903 419,141 lbs. more Salada Tea was sold in Canada than Blue Ribbon Tea.

The Salada Tea Co., therefore, wins the \$500 stake. In the above examination sales of Salada throughout the United States, the West Indies, etc., were excluded, only Canadian business being taken into account. Neither, on the other hand, were the bulk teas of the Blue Ribbon Tea Co.

The dispute, it will be remembered, was in regard to the amount of package teas sold by the respective firms.

The Eby, Blain Co., Toronto, have just passed into stock two cars Rio coffees, flinty green type. Their quotations are interesting.

SELLING CROCKERY

By John Kirkwood

A WELL managed crockery department is a source of profit; it adds to the annual turnover a considerable sum, and constitutes an advertising element of unique value. Crockery and chinaware do not constitute a line of daily consumption, and a family's purchases in the course of a year are not likely to be very heavy. At the same time there are few families that do not require to replenish their supply appreciably from one month to another. In addition to such purchases, there is no small amount of buying done for gift purposes. It is the little odds and ends, individual cups and saucers, fancy plates, cream and sugars, vases, bric-a-brac of all sorts, which sell all the year round, that are profitable, that brighten up the store and the windows, that appeal to the visitor and regular customer irresistibly. But this fancy china department often requires the support of a substantial staple department to realize its best possibilities.

The crockery department requires good display to make a good impression. Too frequently this is denied it, with the inevitable result that sales are neither large nor frequent. If it is possible, a separate room or corner should be set apart for this line,—a room or corner where the light is good, and where the customers can move about freely and without fear that they shall knock something over. A cramped-up space is bad. The light should be of the very best. Darkness is fatal to free selling. Nothing cheers up like sunlight. The question of shelving, display tables, etc., will settle itself. Everything, however, should be within easy reach, not only for convenience in showing buyers, but for dusting. The dusting must not be neglected. Daintily-gloved and dressed women dislike to be called upon to handle dusty goods. The dressing of tables and shelves with paper or cotton, or other material, is a subject of importance. It is good to have the assistance of a woman's judgment and suggestions at this point. Indeed, a woman's help in buying as well as in displaying is worth having.

Granted that the stock is well chosen and well displayed, there is yet something to be done towards making sales, namely, the securing of customers. Of

course, one's regular customers for groceries will naturally be customers for crockeryware, but to depend upon these alone is not sufficient. It is necessary to attract others, and fortunately a woman who is a loyal grocery customer feels herself free to go where she wills when it comes to buying china or glassware. In this fact lies an opportunity for the live crockery dealer to make an acquaintance with new buyers, some of whom may be led in the course of time to become regular grocery customers.

These outside buyers can be secured by various ways. The influence of one's regular customers extends in widening circles, and will include many people whose grocery buying is done elsewhere. There are few things equal to crockery and chinaware for securing gratuitous and influential advertising.

It will not do, however, to depend upon the uncertain and unknown praises of one's good friends. The dealer must go out after the trade of his community boldly and systematically. Advertising in the daily or weekly newspapers is necessary, and for crockery advertising fairly liberal space should be employed. A good size is a space two columns wide by three or four inches deep. This space should be brightened up by illustrations, which can be secured without difficulty from the wholesale crockery dealer with whom one has his account. The writing of the advertisement requires the best attention. Enthusiasm should be the key-note,—not gush and bombast,—but that overflowing conviction that a salesman has when he is face to face with a customer. The advertiser must anticipate the wants of the people; he must suggest incessantly; he must make the people believe that they must have the things he has to sell. This done, the determination to buy follows naturally. Advertising that fails to accomplish this is lacking in the best and necessary qualities of good advertising. Such advertising can be done by every dealer, perhaps not easily, but done it can be,—and if not by the dealer himself, then by some other one, perhaps one of his salesmen—and it may prove best to engage a competent advertisement writer. Poor advertising will not get the largest amount of business possible. Good advertising will work marvels.

There are seasons when crockery and

chinaware sell better than they do at other times—Easter, June (for weddings), and Christmas. Every month, however, can be made a good month. Some months yield good profits; these are the periods when the demand is good by reason of gift-giving, and of special furnishing, such as harvest and threshing time in country districts. Other months call for forced sales, which may be utilized for clearance purposes, or as occasions when some fortunate purchase can be made a strong advertising feature. The great thing to be aimed at is movement. Even if at times the turnover is not as profitable as one could wish, it is wise to maintain a good sales record. The benefits of such a course will reveal themselves when the brisk season comes on. Then, too, one is all the time building up a name for himself,—a name which will stand him in good stead in time to come.

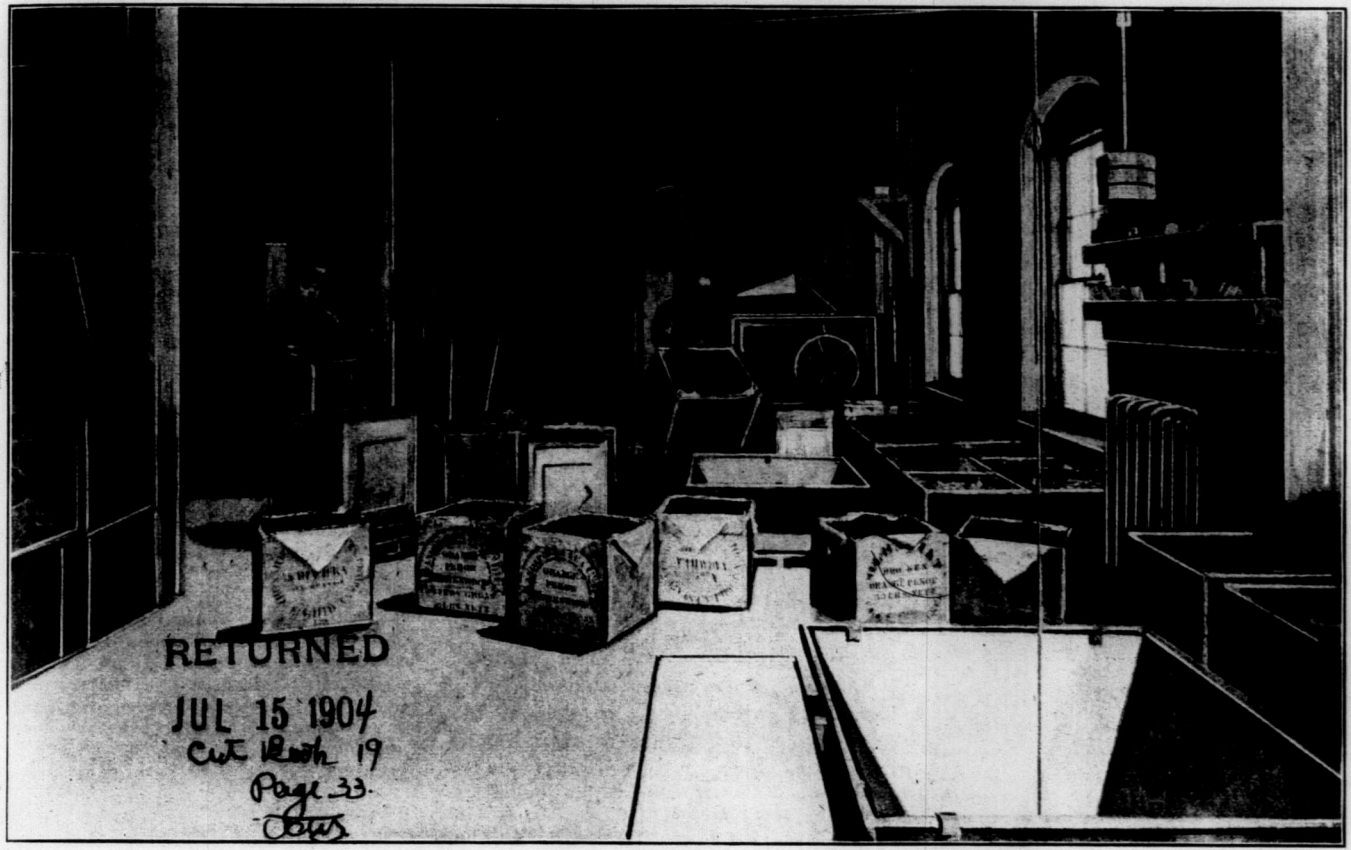
One could with advantage have prepared a small booklet, illustrating some staple lines on which the price does not vary to any appreciable extent, illustrating also some other lines of finer character. The cuts for such a booklet can be had from one's jobber. This booklet could be freely mailed at an opportune time—before the Christmas, or Easter or wedding seasons. It would cost \$15 or \$20 to get out 500 or 1,000 of such booklets in good style, but it would be money well spent.

The renting of dishes to churches, societies, or clubs, is a good practice, but the best results from such a proceeding are obtained when the dishes so rented carry on them, indelibly burned in, the name of the dealer. It will pay the dealer to buy a superior class of stoneware, with an attractive design, together with his name, for rental purposes.

Churches, clubs and societies can be solicited to purchase an exclusive pattern for their especial use, care being taken to have selected a pattern that can be re-ordered when breakage compels an additional supply. In this connection it may be said that it is best to urge a superior class of ware when canvassing for such orders. Price will soon be forgotten, but quality will be remembered. If the ware is poor and the breakage is heavy, the dealer is blamed.

RED ROSE TEA WAREHOUSE

No. 3 INTERIOR VIEWS.



STOCK AND BLENDING FLOOR.

This cut shows a small portion of the fifth floor, where a large part of the teas which are used in blending are stored. On receipt of a shipment of teas, they are elevated to this floor, which has a storage capacity of 10,000 chests or 1,000,000 lbs.

When a blend is to be got ready, the order is sent from the tea room to the foreman of this floor. The teas that are required are then taken from the various piles and trucked to the hoppers, which lead to the blenders below. The marks on every package are checked twice to see that they correspond with the order from the tea room, so to avoid the possibility of any mistakes. The chests are opened up and one at a time are emptied into the hopper connecting with the blender which is to be used.

These hoppers are fitted with automatic slides in the bottom, so the tea, after being emptied, can be closely inspected before the slide is pulled to allow it to pass into the blender.

Description of the blending machines on the fourth floor will be given next week.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,

Branches : { TORONTO.
WINNIPEG.

St. John, N. B.

If the ware stands rough usage well the seller of it reaps the reward of praise and confidence. Moreover, good goods pay the best profits.

Many private families can be induced to order a dinner set to be specially selected by them, and to be made up after their own ideas rather than in the ordinary compositions. One retail dealer in Toronto shows with pride a big shelf full of beautiful dinner plates, samples of sets he has supplied to Toronto families. He has allied himself to a good and reliable maker, and thus controls for Toronto the patterns he selects. He showed the writer of this article a number of these plates, saying, "That set I sold to the Hon. Mr. White. This set to Mrs. William Courtney. A set of this was ordered by the Government House. I sold this to the King Edward Hotel."—and so on. Every purchaser was guaranteed that no duplicate pattern would be sold to any other. Such a collection of plates, each one a beautiful thing, constitutes an immensely strong argument in the salesman's hands when a new buyer calls. This way of buying enables the customer to order any number and variety of pieces desired, and to have broken articles replaced, thus maintaining at all times a complete set. It allows, too, the customer to enlarge his dinner service as his fortunes or necessities develop. It gives a distinctive service which can be maintained from generation to generation.

To the alert dealer countless occasions arise for the sale of crockery, china and glassware. On this class of goods a generous profit can be made, a profit sorely needed by the average grocer. Crockery provides window, counter and table displays of the most attractive character. The crockery department, to be successful, demands time, but it pays handsome wages for the time devoted to it. It gives employment to the staff when they might otherwise find time hanging heavily on their hands, and it gives them opportunities without number for exercising their selling talent, and of making for their employer many an extra dollar.

The crockery department, if kept right and continually freshened by new goods, is a fine adjunct to the grocery department in many places. There are not many communities outside the larger towns and cities that warrant an exclusive china store, and by common consent the grocery store is regarded as the natural depot for crockery, glassware and china.

THE TARIFF AMENDMENTS.

ON June 28, Hon. W. S. Fielding, Minister of Finance, introduced before the Canadian Parliament several amendments to the tariff recently brought down. His announcement of the amendment was in part as below:

"If the House will permit me, without a formal motion, I would avail myself of the opportunity of placing on the table of the House some changes which we desire to make in the tariff resolutions. I might, of course, simply have placed the amended resolution on the notice papers, but I thought the House would prefer that I should call attention to several points in regard to which the changes are to be made. In both respects the changes are in form rather than in substance, and do not affect the rates of duty, but there are one or two items of some importance, and I will ask the indulgence of the House for a brief space while I call attention to the facts, so that hon. gentlemen who may be interested particularly in any of these may understand them at once without having to wade through the resolutions.

The Dumping Clause.

"In what is commonly called the dumping clause it is proposed to insert words which will empower the Minister of Customs in his regulations to make a temporary exemption as respects the operation of that clause in cases where the goods referred to are not manufactured in Canada in large quantities and in open competition. It would be possible that an article might be made in Canada to a very small extent, or it would perhaps be in the hands of some one producer and not open to the trade. It is felt that if such a condition should arise it might not be a proper case for the application of the dumping clause. The amendment will therefore provide that the Minister of Customs may, in his regulations, temporarily exempt from the operation of the special duty—that is the technical phrase I use—or the dumping clause—articles of a class which the Minister is satisfied are not made in Canada in a substantially large quantity, and open to sale on even terms to all applicants. Though an article may be made in Canada ordinarily, exceptional circumstances may arise, such as a strike, which would stop the manufacture in Canada, and in that case the Minister of Customs ought to have some discretion to meet a condition which might arise. That is the object of the amendment.

In the resolution laid on the table reference is made to the computation of the duties as respects spirits in flasks and bottles. This is rather a matter of customs regulations than anything else, but that clause to which I refer is being enlarged in the amended resolution. It does not affect the rates of duty. In the duties on coal

oil a change is made in the phraseology, but no change in the rates of duty.

Clearer Definitions.

"There is another item which reads 'Tableware of porcelain, china or other clay.' For the purpose of more clearly defining it we insert the word 'white,' so that it will read 'tableware of china, porcelain or other white clay.' This will prevent confusing the item with some others, which was not intended.

"There was a provision in the tariff of a year ago for the admission free of duty of machinery for the manufacture of sugar from beet root. That provision has expired, and we propose to renew it for the term of another year up to April next.

"In the item of molasses which is placed on the free list when imported from countries entitled to the British preference, we wish to insert words which would stipulate that it must be a direct importation. The object of the Government is to guard against molasses being landed abroad and mixed with other ingredients which people in the trade assure us is a practice which we ought very carefully to guard against.

The Date of Enforcement.

"There is one other matter which is of importance, and that is the date on which these various changes in the way of increased duties shall take effect. As a rule, under the practice in Canada, whenever the budget speech is delivered such changes of tariff as may be made take effect at once, and as the resolution now stands without any qualification that would be the result. However, there are precedents for taking a different course. Some years ago, for good reasons, no doubt, the operation of the new resolution was delayed for a period, and in the case of the German surtax we adopted the same policy. Following these precedents we now propose to provide that in the case of all goods actually ordered before the date of the budget—and confining it entirely to goods so actually ordered—if they be entered in Canada on or before the last day of August next they shall be admitted under the old rate of duty, and the new rate of duty shall only apply to cases in which the goods have not been ordered. The reason for this is that it has been represented that in some lines, notably woolen goods, large quantities were sold in advance at fixed prices on the basis of the existing duties. The goods in some cases were on their way, and the orders could not be cancelled. After very careful consideration we have come to the conclusion that no injury will be done the woolen industry, for which the benefit was intended, because the goods are ordered, and have to come in anyhow. The only question is whether we should exact a higher duty, and after full consideration we believe that in the case of all duties which have been increased by this resolution—this will apply to special duties as well as to the various items which are set forth—and where the goods have been actually ordered on or before the 7th day of June they shall come in at the old rate, provided they are entered in Canada on or before the last day of August."

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK.

VAULTS AND SAFES IN THE TORONTO FIRE

IN view of the fact that the conflagration which visited Toronto on the night of April 19th was one of the most disastrous in Canadian history, it is a matter for self-congratulation on the part of Canadian safe and vault manufacturers that the percentage of vaults and safes actually destroyed was so small. Out of sixty or seventy safes which passed through the fire, not more than six or seven failed to stand the test, while out of a correspondingly large number of vaults only two or three were destroyed. The safes burned out are believed to have been more or less dilapidated, and the two or three vaults destroyed were so manifestly

material; the latter are mostly of small or moderate size, movable and unprotected by accessory or enclosing walls.

VAULTS.

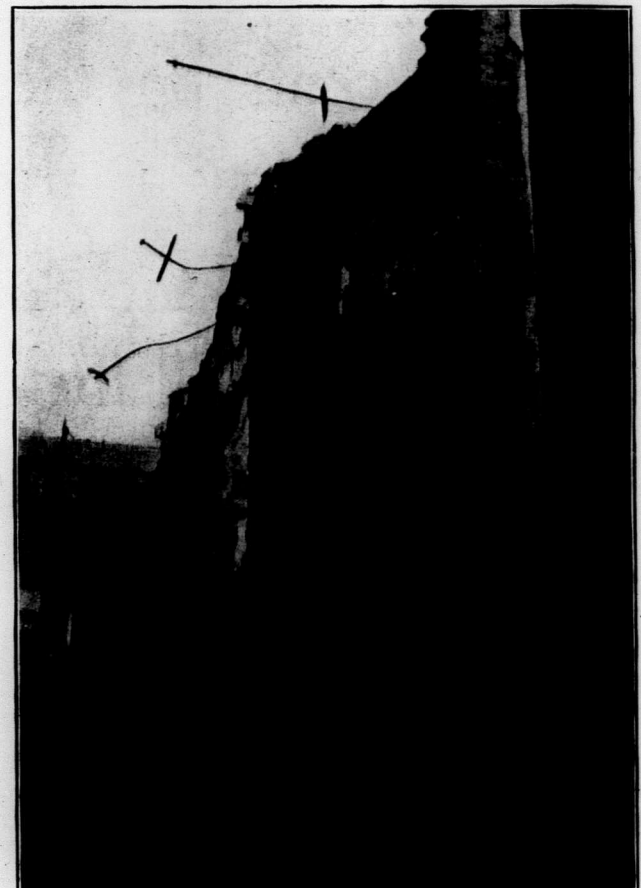
One of the first noticeable defects in modern vault construction is that of including iron rods or iron nails imbedded in vault walls, with the intention of adding strength. A second one is that of inclosing fire-proofing materials between iron plates with connecting partitions of beams or channel iron. It is evident that since

Baltimore. A thoughtless mason failed to remove a piece of scantling placed by a carpenter when constructing a balcony floor. As the building burned, the fire followed through the piece of wood into the vault and ultimately the entire contents were destroyed.

The constructive errors may be summed up as follows: (1) insecure foundations; (2) faulty and cheaply constructed doors and poor bolt-work; (3) improper attachment of doors to masonry; (4) connection



Vault with stone lintel destroyed in Toronto fire.



Vault destroyed in Toronto fire; walls connected with building walls, which fell, carrying them down.

defective it is not difficult to understand why they were unsuccessful in withstanding the fire.

The purpose of this article is to offer a few suggestions on the actual as well as the ideal construction of vaults or safes, the two classes of fire-proof or professedly fire-proof repositories. The former are fixed in position and surrounded by special walls of non-conducting and indestructible

iron, brick and cement expand at different rates on being heated, iron much the more rapidly, such additions to brick or cement work must always be a source of weakness and danger.

An example teaching the need of unremitting watchfulness and skilled oversight in vault construction is afforded by the loss of a bank vault in one of the buildings examined after the recent conflagration in

of vault walls with building walls which carry the former along with them when they fall. In (1) and (4) the inevitable result is the tumbling of the vaults: in (2) and (3) the doors warp out of place and make room for the heat and fire to enter.

In the Toronto fire the vaults which were destroyed had either defective upper roofs or walls. In one instance the vault roof was very light and simply crashed



Eastlake
Steel Shingles

either Galvanized or Painted

Are Always They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

Reliable They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,
WHOLESALE MFRS., TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

**Some Grocers don't
sell Brock's Bird Seed
—yet it is the best.**

Put up only by
NICHOLSON & BROCK, - TORONTO

through when the building walls began to fall upon it. In another there was a big block of stone which served as a lintel. When the heat got beyond a certain degree, the stone began to crack, eventually falling and leaving an opening over the door for the fire.

One of the leading architects of Toronto suggests that the upper vault roof should be arched, of concrete or brick, and sufficiently strong to support any weight that might fall upon it. Under no circumstances should a stone roof be used. It is risky to have any stone about a vault at all, as it easily cracks when subjected to great heat.

All steel construction work, such as girders, should be covered with concrete or terra cotta, by means of which uneven expansion is avoided in the event of fire. The inner and outer vault wall should be of brick with three inches air space between; bricks should be carefully laid with Portland cement as mortar, and joints full, with no interstices left between the ends of joints or individual bricks. Vestibules should be steel-lined, with arched heads, doors and outer doors. There should be metal bed-plates for the girders, instead of building them into the vault or building walls. The concrete filling for floors and over arches should be at least one foot thick in the thinnest places. One feature of the vaults which came through the Baltimore fire successfully was that the walls were built up solidly of hard brick laid in cement and entirely free from built-in iron work. The average thickness of the walls was about sixteen inches, and they were without exception on brick foundations built up from cellar bottoms.

SAFES.

By far the larger number of safes destroyed in the Baltimore fire were in no sense fire-proof. Heat quickly penetrated their casings, the wooden linings caught fire and contents were soon reduced to a handful of ashes and charred fragments. The question arises directly: Is it possible to make at moderate cost safes of suitable size, weight and portability which will be proof against terrific heat? Many safes in use are not fire-proof at all, and the fact would soon become evident were they subjected to a severe heat test. One reason for this is because the demand of the public has steadily been for cheapening prices. It may be stated, however, that such safes are not nearly so widely distributed in Canada as in the United States.

It has been demonstrated that safes may be constructed of moderate size and cost, and yet be able to stand against the hottest fires, except only where the entire exterior

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

SITUATION VACANT.

A YOUNG man experienced in window dressing and store decorating; for large departmental store. Apply, stating experience, salary wanted, references, to Stanley Mills & Co., Limited, Hamilton. (f)

E XPERIENCED grocery clerk wanted; give references. Box 155 CANADIAN GROCER, Toronto. (30)

G ROCERY salesman; experienced; young man; give references and salary expected. Box 21, Kincardine. (f)

BUSINESS CHANCES.

B EST paying grocery business in Oxford county; write for particulars; satisfactory reasons for selling. Box 257, Woodstock. (f)

AGENTS WANTED.

O LD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

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

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

HARDWARE AND METAL

Montreal Toronto Winnipeg

FOR SALE.

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

IRISH

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

J. H. Sheridan, 6 D'Olier St., Dublin (32)

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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



Consumers

are the persons most necessary to please—

MOTT'S

goods please them—

and the jobber who handles *Mott's* Lines has no cause for complaint, there is profit in them.—

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

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

Stewart's High-Class Confections in sealed boxes.

ROSE SPECIAL.

PACKED IN FOUR SIZES:—

½-lb. Rose Box Chocolates
1-lb. " "
2-lb. " "
5-lb. " "

DARK OR LIGHT COATINGS.

This line is most attractive. The boxes are a beautiful rose design, and the contents are Stewart's best.

This is but one of many lines of equally fine goods. Our assortment of package confections is the most attractive, the most complete, and the largest being shown in Canada to-day.

Your Confectionery Trade Solicited.
Mail Orders Carefully Filled.

A. J. STEWART, Limited,
CONFECTIONERY MANUFACTURERS TORONTO.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

shell is melted. Such specially constructed safes, upon being examined after severe fire tests, may be found to have their external plates much warped and partially consumed, corners burned off, and even their seams gaping; upon being opened, however, the contents will be found to be perfectly preserved.

These safes had a wall-filling of composition containing a high percentage of water in combination, held in stable position interstitially. As the heat penetrates this layer, it converts the water evenly and gradually into steam. The change from liquid to gaseous form is attended by the conversion of heat into mechanical separation of water particles, and a very large amount of heat thus rendered latent. As long as the conversion of steam is going on, the temperature does not rise. The water content of the filling thus retards the progress of heat through the walls of the safe, and so protects the box in the centre. It is therefore seen that protection is secured not to any great extent by the interposition of a non-conductor—water—but by the absorption of heat in the conversion of liquid water into vapor.

There is no other method of safe-construction known upon which entire reliance can be placed, says G. L. Damon, an American safe expert, to whom many of the above suggestions are due, in a recent issue of the Manufacturers' Record. The cost of such really fire-proof safes is about thirty per cent. above that of the average safe sold to-day; but no one will deny that the additional cost is more than made up for by the certainty of its being absolutely fire-proof.

MEXICAN CANADIAN TRADE.

WHEN a trade commissioner from Mexico was at Ottawa recently, endeavoring to establish a steamship service between this country and Mexico, the Toronto Board of Trade began an independent investigation regarding the opportunities for increasing trade between Canada and Mexico. The secretary of the local board wrote to J. H. McLeod, one of the most prominent merchants in the City of Mexico, informing him that the commissioner had not visited Toronto, and asking for information regarding trade matters. Mr. McLeod is a native of Woodstock, and the trademark of his business, "The International Grocery Company," is still the maple leaf.

In an interesting letter sent to the Toronto Board of Trade, Mr. McLeod says:

"I am told that President Diaz would

be very willing to send another special commissioner to visit Toronto and other centres of trade in Canada if he were asked to do so.

"In regard to giving you a list of the principal articles imported into this country from Canada, I will do the best that I can to have this list sent to you, together with all the information in regard to the class of goods, size and style of packages, etc. I am calling together the representative Canadians living in the City of Mexico and the interior, in order that I may be well informed as to what class of goods would be more suitable to the country. In our lines of goods I could give you a partial list, but think it better to wait and have a complete and positive knowledge of all goods that could be imported from Canada to Mexico. We have imported at different times fish from New Brunswick and canned vegetables from Ontario, and we feel that Canadian goods would be very acceptable to the Mexican people. The meeting will be held on Dominion Day, July 1. I propose to form what we would call a Canadian commercial club, to supply your people in Canada with data and information to further the trade between the two countries." The British Consul at the City of Mexico writes to the Victoria Colonist as follows:

"Exporters to Mexico have to pay particular attention to the Mexican customs regulations, consular invoices, etc.

"Intending traders would do well as soon as the proposed steamship line is an accomplished fact, to send a traveling representative to look over the ground. The new line will meet with considerable opposition from the German and American lines, who successfully ousted the Anglo-Chilian companies, also from Mexican port officials, who are "owned" by these lines.

"While Mexico and Canada produce many similar commodities, yet I believe a grand trade will result if you are energetic and combine your energy with care and tact."

RECORD TRIP.

Mr. D. T. Williamson, general traveling representative of the Brantford Starch Works, recently made a record trip from Halifax to Brantford. He left Halifax by Ocean Limited, I. C. R., at 8.45 a. m., on Thursday, July 7, and arrived in Brantford at 7.14 p. m. the next day. This time for the distance is a record, and it was accomplished on account of his making connections promptly in Montreal, Toronto and Hamilton.

Our Up-to-date Workshop and Ovens

are busy six days in the week for the good of the nation. From them come the increasingly popular

PERFECTION CREAM SODAS

—biscuits the like of which are not produced elsewhere. We believe this,—we want you to believe it. The proof you require is in the biscuits themselves. Give us an order.

3-lb. Cards or Tins.

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

BRANCHES:
WINNIPEG and HAMILTON
Manitoba and Ontario

TELEPHONE { MAIN 125
" 467

Wm. McCann
Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

Summer Drink

Quina Excelsior = OZONIFIED, APERITIVE,
TONIC and INVIGORATING.

Hygienists are right in criticizing the aperitives of to-day; often these liquors, instead of stimulating the stomach, irritate it, weaken it, and have a disastrous influence. **Quina Excelsior** is the acme of tonics, based on rational methods. **Quina Excelsior** is composed of Kola, Cocoa, Kalisaya, Quina and generous old wines; the ozone revivifies the weakened organs and cicatrizes the mucous membranes. Can be taken at any time, preferably before meals. Taken with water is a refreshing and hygienic drink. It is a thoroughly enjoyable Summer drink. Will please your customers.

B. O. BELAND,

Sole Agent in Canada,

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

RETURNED

JUL 15, 1904
Cut Book 21
Page 30

Take a Step in the



Right Direction

By writing us at once for prices and discounts. To be a thoroughly up-to-date business man, making the most of your time and money, it is as necessary to keep posted on price as it is to breathe—for price is the vital spark of business life; on it profit and loss are hinged. We are making and selling JAMS, JELLIES, MARMALADES, PICKLES, VINEGARS, SAUCES, CATSUPS, etc. Our factory, the largest and best equipped of its kind in Canada, with the market at hand to buy in, enable us to turn out a high-grade product at a very low price. It will be a pleasure to mail our catalogue and answer any enquiries.

THE OZO CO., Limited
MONTREAL.

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

Make the best jelly powder of any sold in this country. Usual size package. All flavors. Send for free sample and price list. Its name is

GEL-O

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Gruninger Bros., Naefels (Switzerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

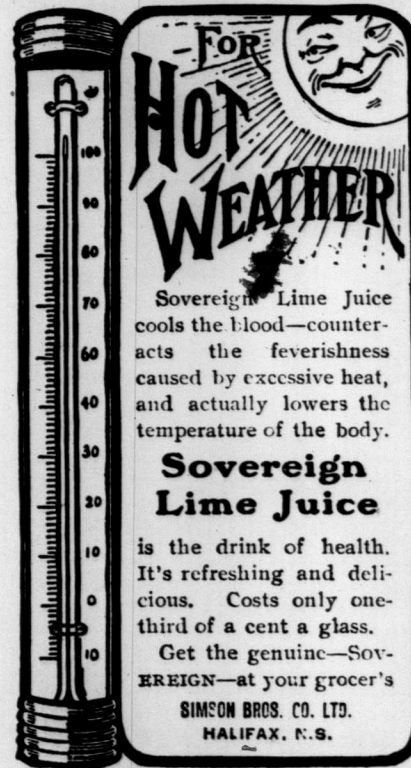
Agents for the Dominion of Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.

MONTREAL.

Send for Samples and Prices.



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

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

McWILLIAM
Mc. AND E.
EVERIST

Canada First

Canada's Fruit Products are now the feature on Toronto Fruit Market and we as the largest handlers are in the best position to supply your wants. Send us your orders.

The _____
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. **TORONTO**

WE BUY 
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., **HAMILTON**

Pineapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.

Give us your orders.
We can fill them to your satisfaction.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 8428.

GREEN FRUITS

Fruit Outlook.

THE following reports concerning the growing fruit crops of Canada have been received during the past week: Orchards in Wellington County, Ontario, are looking healthy and give promise of a good yield of fruit, while vegetables are in correspondingly promising condition. Small fruits throughout Ontario have improved since May, and a fair yield is expected, although in peaches and apples the yield will be below the average in quantity. In the Niagara fruit belt a bumper crop of cherries is reported.

In eastern Quebec farmers are of the opinion that there will be a large crop of turnips, carrots, potatoes, etc. Apples will likely exceed the crop of other years in Quebec, especially in the vicinity of the Rougemont and St. Hilaire Mountains. Reports from Prince Edward Island say that tree fruit so far is encouraging.

In Victoria District, British Columbia, small fruits are reported fair, and larger fruits promise a good yield. In New Westminster, recent frosts have done some damage to fruit. Cherries are a large crop, while apples are fair, and plums, prunes and pears are practically a failure.

Experimental Shipment of Fruit.

Professor Reynolds, of the Ontario Agricultural College, Guelph, was in Ottawa last week, conferring with G. W. Hunt, president of the Ottawa Produce Exchange, in regard to experimental shipments of fruit in cold storage. It is intended to ship a carload of plums, grapes and peaches to Winnipeg by freight to test the shipping qualities of these fruits, and to find out if such a shipment when properly carried out can be profitably made. The experiment would have commenced with strawberries, but on account of the scarcity of that fruit this year it was found impossible to secure a carload in any one locality.

Shortage in Spanish Olives.

Olives will be higher this year than for many seasons, and some large varieties are already scarcer than hen's teeth, says the Milwaukee Sentinel. The

scarcity is a result of the poor crop in Spain, the source of all or most of the bottled varieties, so much sought after at picnics and elsewhere.

Olives come from Spain in "punches" or "pipes," as they are called in the trade, and this season there will be a shortage of fully 15,000 pipes. Each of these contains from 160 to 180 gallons of olives. The smallest size, called "manzanilla," come about 150 to the pound, and these will be more plentiful. The largest sized olives come about 30 to the pound.

Many olives are grown in California, but the richness of the soil causes too great a quantity of oil for the best eating olives, so they do not demand the high price of the Spanish product. Spaniards have a special method of preserving the fruit, which is an art in itself, and has never been equalled in other countries.

The black olives of Italy and Greece are grown entirely for the oil and other products, and not put up as the Spanish variety.

Fruit Raising in B. C.

THE following special information is interesting in so far as it shows something of the possibilities of Southern British Columbia in the direction of fruit growing.

The Okanagan Valley is by far the best known fruit section of British Columbia. To show the wonderful productiveness of the Okanagan, one fruit grower last season produced sixteen tons of prunes on two and one-half acres of land for which he received \$25 a ton, \$400 at the packing house. Had he packed them himself his returns would have been considerably larger. One packing house in Kelowna shipped an average of five carloads a week for over two months last season.

While at present occupying a very secondary place to the Okanagan from the fruit grower's standpoint, due largely to the lack of transportation facilities (a drawback that promises to be soon remedied), the Similkameen valley is destined in the future to rival, if not outstrip, her famous sister valley, the Okanagan.

Is Protection Necessary?

IN answer to those who have recently been advocating higher protection for Canadian fruit and garden produce it may be stated that foreign grown fruit and produce which might under ordinary circumstances compete with such as is grown in Canada, as a matter of fact does not do so to the injury of the latter, since it comes on the Canadian market before the Canadian article is ready, and ceases to be imported directly the domestic article is ready for the market. Why is higher protection necessary in this case?

It has been held that in the vegetable market that the large importations of California celery, which have lately become a feature of the Canadian market, have hurt the trade of domestic market gardeners. Possibly there may be just grounds for complaint here. At the same time, the opinion of the produce men seems to be unanimous that Canadian celery is far from being equal to California stock, and that if Canadian market gardeners wish to hold the Canadian trade they will have to produce a better article than they have in the past.

Apples From Tasmania.

A shipment of Tasmanian apples has arrived on the Winnipeg market. These show very fine quality, and are packed in hardwood cases weighing 50 lbs., each containing 40 lbs. of apples net. Each apple is wrapped in paper. The fruit is in good condition and fairly attractive in appearance, being yellow and deep red, overlaid with russet. The texture and flavor are rather like that of Winter pears. The price is almost prohibitive, as the apples cost so much that they have to be retailed at 2 lbs. for 25c.

Novel Tomato Crate.

A new tomato crate has been invented by H. Lewis, of Lantana, U.S. It is of pasteboard that lies flat when not in use, but which is put together for service very much like the patent cells used in shipping eggs, each tomato being separated from the others. The walls of the crate are perforated for ventilating, and the whole device is very simple and easily erected. The crate is so constructed as to go inside of the basket now in use, the main object being to save wrapping of the fruits, as is now necessary in shipping, which will expedite the packing.

GUESS AGAIN!

Send in your order this week along with another guess.

Only one week more.—Contest ends Saturday next July 23rd.

The first person guessing the nearest to the correct number of bunches handled by us from June 4th to June 10th (1 week), will be given a free ticket to St. Louis World's Fair—berth and meals in transit included.

EACH GUESS TO BE ACCOMPANIED BY AN ORDER.

WHITE & CO., Toronto,

Headquarters for BANANAS, WATERMELONS, VEGETABLES of all kinds, ORANGES, LEMONS, TOMATOES. A large list to choose from. Send for Price List.

W. B.
Stringer.

Certainly

J. J.
McCabe.

You see the advisability of placing your order with us. We're not confined to the contents of any one warehouse—we deal with all; secure your goods where the best value is given. We have them collected and forwarded to you in one shipment. It's money saved for you in charges, besides the benefit of personal selection, and the satisfaction of having your order shipped complete. TRY US.

W. B. STRINGER & CO.

BROKERS.

61 Front St. East, Toronto.

Arriving Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. **Finest Quality. Prices Right.**

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrival.—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Ridge Hall Fruit Orchards.

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

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

71

Apples Vegetables

Dried and Evaporated

Green and Desiccated

FINKLE & ACKERMAN

BOWMANVILLE.

Trade With England

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**It's Free
to
Business Men**

Our latest illustrated catalogue sent free upon request. Telling you how you can save 10 to 60 hours per month in rendering your accounts and doing your book-keeping. Render 1,000 accounts in one-half hour. Write to-day.

The Briggs Ledger System Co.,
Limited
75 York St., - Toronto, Can.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, \$2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N. Y.

WE WRITE ADS. IN FRENCH.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VITTORIA	-	40c.

The Bell Telephone Co. of Canada



A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The **OLIVER** Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

183a St. James St. MONTREAL.

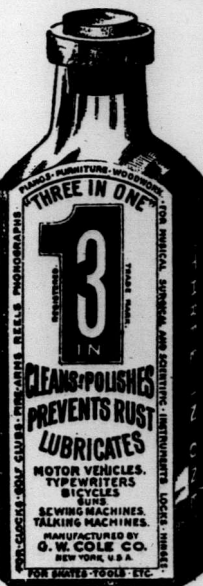
Agents wanted in all unoccupied territory.

Write for our Great Special Offer.

CABLE FROM LONDON.

London, May. 27, 1904.

British Government to-day ordered fifty more Oliver Typewriters. LONDON.



**3 in One
Does It All**

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

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| HAMILTON | WINNIPEG |
| MONTREAL | ST. JOHN, N. B. |
| TORONTO | VANCOUVER |

G. W. COLE CO.
141 Washington Life Bldg., New York.

RETURN
AUG 19 1904
Cut B-22
Page 22
CWS

THE OFFICE END

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

TREATMENT OF CASH DISCOUNTS.

By C. A. Rose in The Bookkeeper.

It is understood that cash discount is handled separately from bank discount, but the latter being a form of cash discount the writer claims that it should be posted in a general "discounts" account.

The subject must be handled from the business man's point of view, and not from a book-keeper's theoretical standpoint. The well posted salesman has in mind, when making a price, whether his customer takes advantage of cash discounts or takes full time. It is a fact when the salesman makes a very close price he stipulates "no cash discount." It therefore follows that cash discount on sales should appear in trading account. The buyer also considers whether his firm "discounts" or not when determining the price he will pay on purchases.

The matter of interest of loans from bank to enable the business man to take advantage of discounts, and the discounting of notes which he has been obliged to take for goods sold (bills receivable) are entirely different matters and pertain to capital, or the lack of it. Such being the case, it would seem that bank discounts are a "general expense" and must be transferred from "discounts" account to profit and loss direct.

Therefore, to get a clear idea of this subject it is necessary to divide cash discounts into three parts.

- Discounts on bills receivable (bank discounts).
- Discounts on purchases.
- Discounts on sales.

The first is a general expense, and not chargeable to purchases, for the reason that discounts are not taken at the bank except when capital is short. The second should be carried to trading account with the amount of purchases. The third is also a matter for trading account. By putting the latter two in trading account the writer is claiming that the business man considers the discounts when making purchase or sales prices. It is contended also that the amounts of discounts should appear in trading account on the same side of the account as the amount on which it is a discount.

The writer holds that the simplest way to handle cash discounts is to carry all cash discounts in one tabular account under sub-heads. The account may be called cash discounts.

The ledger should be double ruled, Dr. and Cr. under each head.

The balance of interest and discount should be transferred to profit and loss direct with the other general expense items at the end of the period.

The balance of discount purchases should be transferred to purchases account and from that transferred to trading account at the end of the period. When making the transfer to trading account it should be itemized, as

Trading account Dr.	
To Purchases account	\$.....
Less discount	\$.....
	\$.....

The balance of "discount sales" should be treated in the same manner as discount on purchases.

Sales account Dr.	
To Trading account	\$.....
Less discount	\$.....
	\$.....

It is advisable to transfer accounts to trading account and profit and loss account only once a year because all comparisons and calculations are made by the year, and it makes it much simpler for the accountant to make his monthly statement of earnings and expenses. By keeping the above accounts as suggested for the whole year before transferring to profit and loss and trading account, the asset and liability statement can be made more easily. All the open expense and earning accounts showing as undivided expenses and undivided earnings. The columns of each discount account will have to be footed at the end of each month for the trial balance, and these footings can be of use when making up the monthly statement. Deducting the footing used at the end of the previous month from that of the present month, the result will be discount for the present month and the item to be used in making up the monthly statement.

When itemizing in the monthly earnings statement the deductions and totals on the line below when a "short column" is used should be put:

	JANUARY.	
Sales account		\$.....
Less discount		\$.....
Net		\$.....
Purchases account	\$.....	
Less discount	\$.....	
Net	\$.....	
Balance gross profit from Trading account	\$.....	
Totals	\$.....	
Gross profit as above		\$.....
Sundry Trading	(\$.....)	
Expense accounts	(\$.....)	
Balance, net trading profit	\$.....	
Totals	\$.....	\$.....
Net trading profit as above		\$.....
List	(\$.....)	
General	(\$.....)	
Expenses	(\$.....)	
"Int. & Disc."	(\$.....)	
Salaries	(\$.....)	
Pay roll, etc.	(\$.....)	
Balance, net profit month January	\$.....	
Totals	\$.....	\$.....

By making up this statement in a trial balance ruled for twelve months with fly leaves and putting deductions and addition on the line below, it is possible to make comparisons with any previous month's business. For convenience the yearly deductions and totals may be transferred to a special statement book ruled after the same manner with numbered lines, and, by putting each account on the line in the yearly book that it occupies in the monthly book ready reference and comparison may be made of the monthly and yearly expenses.

BAD BREAKS IN BUSINESS.

From The Saturday Evening Post.

AN illustration of the results of allowing an employe to monopolize information comes to my recollection in connection with a large wholesale drug house. In this business, as in several others, prices on a large variety of goods are subject of daily fluctuation. Therefore "pricers" are employed to each day figure the prices to be charged for certain commodities, in accordance with the law of supply and demand and other significant considerations. This is not the simple task which it might seem, for a certain ingredient of a compounded drug may suddenly become scarce while another will depreciate in value.

One day the chief pricer of a large house left on a vacation. When he returned at the end of two weeks he carefully examined the prices made by his assistant. The figures, which he showed with considerable pride to the head of the house, demonstrated that through his absence for twelve days the house had lost \$1,500 because the prices had not been figured from all the data that should have been taken into consideration by the pricers. It did not occur to him that by the same token he convicted himself of a failure so to systemize his work and record vital data that another might take up his work without serious loss to the establishment. Judged on his own figures for the one week, this loss would in a year have amounted to about \$35,000.

Another serious "break" in business is the failure systematically to keep vigilance upon the comparative amounts of trade done by a customer during different periods. When a customer who is in the habit, for example, of ordering five bags of coffee orders only one, there is but one conclusion to be drawn from the viewpoint of the house; he is dividing his coffee trade with another firm. Certainly the only safe thing for the house to do is to draw this inference. Under a thorough system this deviation from the habit of the customer would be instantly noticed, and he would be written a letter politely inquiring if anything unsatisfactory in the previous treatment he had received from the establishment was responsible for the falling-off in the amount of his order.

When the management of a large commercial house is not alive to the fact that the office end of the business should be a positive trade-producing factor, he is in one of the business errors that will cut deeply into his profits if he is not in the enjoyment of a monopoly. It is a poor office that is not a close second to the salesmen's department as an actual trade-getting factor.

Often some decidedly fantastic complications are brought about in the order department, owing to a lack of proper method. In a very large wholesale house a telegram from a distant customer was received which read: "Duplicate our order No. 865." A few days later a letter from the same customer again instructed the duplication of the order bearing that number. While this second order was being filled the buyer from the firm in question arrived in the city, went to the wholesale house, and among other purchases duplicated the items in "order 865."

Several days later the distant customer was heard from with emphasis, frantically asking why the house had shipped three times the amount of each kind of merchandise that had been ordered. Of course, the explanation of the matter was very simple. The letter was intended as a confirmation of the telegram, not as a new

order. Then the house of the customer had failed to notify its buyer in the market that a sudden demand for goods which were on his "buying list" had made it necessary for them to be ordered by wire. The buyer had made several stops on his way to the city and was in ignorance of the fact that these goods had already been bought. Had this whole transaction been properly made the buyer in the market would have been advised by wire that the order had been telegraphed to the house; the letter to the house would have read: "Confirming our telegram of November 10," etc.; then the buyer would have found a similar letter of confirmation from his own house awaiting him at the wholesale house.

WE NEVER ACCEPT DRAFTS?

Editor Dry Goods Review.

THERE are two sides to every question, and the draft is no exception. I have read articles or letters in your valuable paper on this subject at different times, but always on one side. I now say a word for the other side. Granting that some men use this draft question as stated, others only do it in self defence and on the soundest of business principles. Where there is no branch of any bank, and a merchant has to remit his money away by mail, he is keeping his accounts with each house he deals with. They don't all draw on him. He may not be able to meet all his bills at thirty days. Why should he sign a draft acceptance which, if he failed through miscarriage of the mail to meet, would be protested, thus proving expensive and injurious to his credit? The retailer cannot always call in his money just as he wants it. He has to use patience and tact, and sometimes is disappointed then. For years I positively refused to accept drafts, as there was no bank here, and the money had to be remitted anyway, but just as soon as a bank was opened here, so that I could be sure of myself, I opened an account with them, and would rather accept drafts than not. We all have our difficulties to overcome in business, and our wholesale friends must bear their share, just as we retailers bear ours, possessing our souls in patience. A.B.C.

CERTIFIED BALANCE SHEETS.

By H. G. Stowell.

I KNOW of some cases in which business men have their books examined every six months, and send a copy of their condensed balance sheet to the mercantile agencies. This balance sheet is certified to by the auditor.

Credit is worth a good deal. It is worth possessing. It may easily be created by that means; and to have one's books audited regularly should be thought of as an expense similar to insurance, rent, light and heat; in other words, a wise and necessary outlay. A detailed audit of the books is not necessary for credit purposes.

Not one of you will doubt the desirability of having before you an examined balance sheet, but the question you will raise is one of practical importance—how shall we secure such information?

Traders will refuse to have it done, on the ground of expense alone, if for no other reason. They will refuse to allow you to have their books examined from fear that you will learn too much about their business.

No secret of a business is given away by the experts. The report would be made to the man who employs the company. Accompanying the report would be a balance sheet condensed, and in the reading of which no information not necessary to the purpose would be shown. The trader or manufacturer could use it for credit purposes if he chose.

SHUTTING OFF STEAM.

"Shall we stop our advertising for a while now?" This is a question that some business men are apt to ask themselves, particularly in the Summer, or during what they regard as their dull season.

Suppose your engineer asked you:

"Shall I stop putting coals on my fires, Sir?"

What would you reply?

"Why, no—unless you want the engine to stop!"

The advertiser who thinks of discontinuing may argue—"We have been advertising so long and so steadily that our name and specialties are well known, and we intend to advertise again when business is better in our

line than it appears to be now; in the meantime our business won't stop."

No; neither will the engines stop the minute the men suspend shovelling in coal. The point is, however, that when the engine is to be started again, ten times as much will have been lost in power as has been saved in fuel or feed.

Using up reserve force never pays.

It is a loss, however it may be looked at. The buying public is prone to forget. It is, moreover, much more difficult and much more expensive to regain a lost customer than to prevent his straying away.—Money Maker Magazine.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,		Leading Canadian Accountants and Auditors		adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.
DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.	F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. 505 McKinnon Bldg., - Toronto.	HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.	GEO. O. MERSON, Chartered Accountant, Auditor, Assignee etc. Regular and Special Audits. 27 Wellington St. E., Toronto.	
Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.	JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15½ Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.	WILLIAM FAHEY, Accountant and Auditor. 462 McKinnon Building, Toronto.	'Phone Main 4744. Toronto.	
	This space \$15 a year.	This space \$15 a year.	This space \$15 a year.	

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,		LEGAL CARDS.		organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.
BEATTY, BLACKSTOCK, FASKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 8818. Toronto, Ont.	JAS. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, - Ont.	I. L. O. VIDAL, Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.	J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. 'Phone, Main 65.	
	D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.	TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, - Canada.	ATWATER, DUCLOS & CHAUVIN Advocates. Montreal. Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.	

Educational Department.		The following institutions for the education of business men's sons and daughters are recommended by this paper:	
<p>LEARN TO ADVERTISE YOUR STORE or if you have not time yourself, pay for a course for one of your bright clerks. Get booklet on our specialized course in advertising. Tells about our new method of advertising study.</p> <p>SEPARATE COURSE FOR EACH LINE OF BUSINESS Our method is absolutely new and practicable. It tells you all there is to learn about advertising your particular goods.</p> <p>GOOD ADVERTISING IS TO-DAY THE BASIS OF SUCCESS Begin now; take our course of study and learn to advertise your store. We look after your advs. while you take your course. Send for our booklet.</p> <p>CANADIAN CORRESPONDENCE COLLEGE, Limited Phone Main 4302 161 Bay St., TORONTO</p>		<p>Western Business College Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>	
<p>FREE COLLEGE COURSE to one young man in your town. Is it you? Open summer and winter. Write R. A. Farquharson, B.A. DEP. A</p> <p>METROPOLITAN Business College - OTTAWA, ONT. -</p>		<p>St. Margaret's College, Toronto A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON Lady Principal.</p>	
<p>The Belleville Business College, Limited, Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41. J. A. Tousaw, Secretary. BELLEVILLE, ONTARIO. J. Frith Jeffers, M.A., President.</p>		<p>1889.</p>	

FLOUR AND CEREAL FOODS

Grain Situation.

CROP reports from Ontario during the week have been favorable in the extreme. In Wellington County, one of the banner wheat producing counties of western Ontario, the crops have not looked better in many years. Spring wheat is growing sparingly, but this year's crop is very promising. It is advancing rapidly, although not yet in head. There is a fine head on all the Fall wheat, while the general appearance could not be better. There are now apparent no evil effects of the long and severe Winter which caused so much alarm in the early Spring. Oats and barley are looking fine; oats have been a little backward, but will come into head in about three weeks if present conditions continue. Barley is all out in head and looks promising. The small area of peas sown has not been showing up well owing to the wet weather. Conditions in eastern Ontario are very similar, and the crop there will probably be above the average all round, several districts being above their average for many years. The yield of Winter wheat will be comparatively small, and in some districts it is estimated that the crop will not be more than 60 per cent. of the average.

In Quebec generally the prospects are good for a fair grain yield. In Quebec District the grain prospects haven't been so good for years. In St. Hyacinthe District, as well as Rouville and Bagot, which are the leading agricultural counties of Quebec, the outlook is encouraging for a good harvest, although in some sections the yield will fall short of previous years.

The weather in New Brunswick has been favorable, and crops are reported to be coming along well, particularly hay and grain. In Nova Scotia, crops have been injured to some extent by late frosts; in Prince Edward Island, although retarded somewhat by lack of rain, crops promise well.

Latest C. P. R. crop reports say that conditions in Manitoba and the Northwest are satisfactory, except in a few places where the rainfall has been a little too heavy. All over the central section of the C. P. R. the grain is growing magnificently, and a maximum height of thirty-inches is reported. In

the Territories, where rain has not been so heavy, little if any harm has been done. The most conservative estimates state that except on the low ground Manitoba will harvest one of the finest crops the province has ever grown.

The crop situation is beginning to assume a position of great importance in the Canadian trade outlook, says the Montreal Herald.

So much depends on the success of the agricultural season that the progress from now on is fraught with much interest to the entire business community. The yield of wheat in the west is, of course, the predominant factor. The prosperity of the eastern manufacturers and merchants is deeply concerned with the welfare of the western farmer. There is material for continued satisfaction in the above reports which are coming in regarding the condition of the growing wheat. With the exception of the fact that the increase in acreage is smaller than was expected, no unfavorable features have developed, and the crop has passed through the early stages remarkably well. It is still too early to make predictions as to the total yield, but those who calculated a production of 75,000,000 bushels have not yet seen fit to change their estimates.

The English visible supply decreased 1,233,000 bushels during the week, compared with an increase of 212,000 bushels last week, and an increase of 208,000 bushels the corresponding week last year. The Argentine wheat visible is 3,243,000 bushels, against 2,904,000 bushels the previous week, and 3,753,000 bushels last year. The weekly Argentine cable says sowing operations of wheat have been pushed forward vigorously and the acreage is larger than last year.

VISIBLE SUPPLY.

Supplies of grain in U. S. and Canada:

	July 11, 1904.	July 12, 1903.
Wheat, bu.....	13,478,000	14,311,000
Corn, bu.....	6,174,000	7,447,000
Oats, bu.....	4,437,000	4,346,000
Rye, bu.....	815,000	595,000
Barley, bu.....	1,386,000	476,000

Wheat decreased 577,000 bushels last week, as against a decrease of 1,659,000 bushels the corresponding week of last year. Corn decreased 103,000 bushels last week, and oats increased 91,000 bushels.

GRAIN ON PASSAGE.

	Wheat & Flour.	Corn.
	Bush.	Bush.
To the U. K.....	27,120,000	7,840,000
To the Continent.....	14,640,000	5,760,000
Total.....	41,760,000	13,600,000
Last week.....	43,760,000	13,360,000
This w'k last yr.....	29,200,000	15,280,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 55,288,000 bushels, against 57,815,000 last week, 43,511,000 last year, and 50,528,000 in 1902. The total amount of corn in sight is 19,774,000, against 19,637,000 last week, 22,727,000 last year, and 21,756,000 in 1902.

WORLD'S WHEAT SHIPMENTS.

	July 11, 1904.	July 13, 1903.
Canada & U. S.....	879,000	2,380,000
Argentina.....	800,000	999,680
Australia.....	328,000	
Danube.....	432,000	272,000
India.....	1,940,000	1,264,000
Russia.....	1,808,000	3,632,000

STOCKS AT FORT WILLIAM.

	July 11, 1904.	July 4, 1904.
Wheat, bu.....	1,719,899	1,597,487

STOCKS AT PORT ARTHUR.

	July 11, 1904.	July 4, 1904.
Wheat, bu.....	596,589	755,497

Where Will Manitoba Wheat be Ground?

Canadian papers are discussing the probable location of the future milling industry that will grind the great crops of wheat that the Canadian Northwest will produce from now on. The Canadian Grocer quotes the opinion of a Canadian flour exporter, who bases his views on the history of milling in the United States; this gentleman thinks the crops will be ground near the point of production; if not, that the wheat itself will be exported and ground in foreign mills. In no case would it be milled in large quantities at intermediate points and the product reshipped. For proof of his idea that the wheat will be milled near the field, he cites the building of two very large mills the present year in the West.

Neither view, it will be seen, contemplates the milling of any considerable part of the Manitoba crop in the United States, and we would suggest that the simple repeal of the duty on wheat might deflect a very large share of the crop to the south; and this repeal will certainly come, sooner or later. But this aside, the history of the milling industry hardly bears out the contention of the exporter in full. There are Canadian points which bear the same relation to their Northwest as Buffalo does to ours; and so long as that is the case, there is no reason why a large share of the hard wheat crop may not be ground in Ontario.—American Miller.

Elevator for Port Colborne.

It is reported that the Minister of Railways and Canals at Ottawa has instructed Mr. Jamieson, a Montreal elevator engineer, to prepare plans for the erection of an up-to-date steel elevator at Port Colborne, to be owned and operated by the Canadian Government as part of the canal system. It is understood that the capacity of the elevator will be 2,000,000 bushels, and that it will be under contract in the near future and ready for business in the Fall of 1905.

As the elevator will hold ten cargoes of the largest grain-carrying vessels on the upper lakes, its construction will at once attract to the St. Lawrence route many vessels now carrying grain to Buffalo. The only question remaining is whether there will be sufficient barges and other canal vessels to carry the grain to Montreal for transshipment to ocean-going ships, and prevent congestion at the Port Colborne elevator. This point, however, is already receiving attention, and it is said that some prominent shipbuilders intend constructing canal barges just as soon as the construction of the elevator in question is assured.

Market News From Trinidad.

In their report of June 16, Gordon, Grant & Co., Port-of-Spain, Trinidad, say that although demand for breadstuffs is still confined to dealers' immediate requirements, the position has become decidedly firmer, and values generally are now gradually recovering. Bakers' flour is still selling slowly, but both extras and supers are moving more freely, and prices of both have appreciably advanced. Fresh cornmeal is salable, but the demand for imported bread and crackers has again almost disappeared.

Too Much Flour in Japan.

The Kobe, Japan, correspondents of a large American flour exporting firm, report that a depressed state of trade in regard to flour obtains in Japan at the present time. The Japanese market is overstocked with flour, through heavy purchases made by speculators and merchants during the close of 1903, in anticipation of the war.

Elevator for Fort William.

It is stated the Canadian Pacific Railway is preparing to erect the largest and most complete grain elevator in the world at Fort William.

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST
NUTRITIOUS.**

COCOA



☞ If you'll only give as much thought to the fitness of the food you put inside of your body as you do to the fit of the clothes you put on the outside of it, you're pretty sure to make "FORCE" a part of your breakfast every day.

Sunny Jim

The elements of energy, will, brain-power, push, initiative, the ability to command success, all lie waiting you in "FORCE."
In its flaky deliciousness are combined minute atoms of fat, starch, gluten, and phosphatic salts which are eagerly absorbed into the blood to build vitality.
No other food contains so much quickly available nourishment for brain, blood, nerves, and muscular tissues as "FORCE."
Try it for one week and see.

"FORCE" is made in Canada.

Grain Inspection Act.

THE special committee appointed to finally revise the new Grain Inspection Bill completed its labors on July 7, and reported a measure which does substantial justice to the various interests concerned in the grain trade, and which by fixing permanent grain standards will, it is hoped, stimulate confidence on the part of Old Country buyers. The following are the amendments: An addition has been made to clause 25 as follows: "The chief inspector and the inspectors for the division shall, not later than the first week of October in each year, furnish official standards of grain as established by them under this Act when requested to do so by any person, said sample to be accompanied by a specific statement that it is a sample of the official grade. For all samples so furnished the inspector shall make such charge as is approved by the Minister of Trade and Commerce." Clause 28 has been amended by providing that the chief inspector and not the grain standard board shall distribute portions of standard samples. The suggested definition submitted by the Toronto Board of Trade of public elevators and grain warehouses which receive grain from cars or vessels for the purpose of storage and reshipment, was lost on division, and the expression "terminal elevator" changed to "public terminal elevator" throughout the bill.

Clause 36 has been struck out; this gave the chief inspector power to name the survey board for a particular case when a quorum of the regular board could not be obtained. Clause 56, one of the most contentious in the bill, was finally adopted as amended. It provides that all grain shipped from any public elevator within the eastern division shall be shipped out as graded into such elevator by the inspecting officer, provided it may be reinspected at the request of any person interested in such grain, who may think it has gone out of condition or deteriorated in quality since originally inspected, and that the facts shall be endorsed on the face of the certificate, but it shall not under any circumstances be mixed or regraded.

The clauses respecting the inspection of foreign grain has been adopted with some amendments. The samples of United States grain may be established yearly, but the provision that they shall be subject to the approval of the chief inspector of the division was struck out. At the same time it is provided that he should be a member of the survey board for foreign grain. Clause 31 of the general provisions has been struck out. It provided that the Governor in

Council might reject the standard samples chosen by the grain standards board if they are unfairly or improperly chosen.

The standards for oats in the Eastern Division of the Dominion have been raised as follows: No. 1, 34 lbs.; No. 2, 32 lbs.; No. 3, 30 lbs.; and No. 4, 28 lbs. Survey boards in the east will hereafter be appointed by the Governor-in-Council upon the recommendation of the Montreal and Toronto Boards of Trade.

The Grain Weighing Act of last session is also incorporated in the new bill. It gives power to the Governor-in-Council to order compulsory weighing at lake terminals, such as Collingwood, Midland, Meaford, etc., of grain intended for distribution in eastern Canada, or all grain shipped east. The principle has been adopted of no reinspection of Manitoba grain in the east unless the grain has deteriorated in transit.

Flourishing Milling Business.

Surely no one can deny that the flour mills of Canada are making money when they see such annual reports as that of the Lake of the Woods Milling Co. The directors of this well managed company have declared a dividend on the common stock of 8 per cent. for the past year. In 1902 the company paid 20 per cent on a capital of \$500,000, but since that time the capitalization has been considerably increased, and has been divided into common and preferred stock and bonds, of which \$1,500,000 is preferred stock. The stock is all closely held, and never figures in stock market transactions even though the company's securities are listed here. Robert Meighen, the managing director, together with a very efficient staff of grain and flour experts, deserve credit for such a splendid record.

Grain Exhibit at Winnipeg.

Arrangements have been made with the Winnipeg authorities in charge of the coming Dominion Exhibition, whereby the entire exhibit of grains and grasses will be held under the auspices and supervision of the Manitoba and Territorial Grain Growers' Associations.

W. G. Rogers, of Carberry, Man., has been appointed by the grain growers as their representative on the Exhibition Board of Directors, and has been duly accepted by said board.

Cereal Notes.

Barnett & Record have a contract for the erection of a grain drying plant for the Canadian Northern Railway elevator system at Port Arthur.



Orange Meat

COMES IN

Two Sizes.

The original package is the

15c.

size and is popular. A coupon is in every package. Coupons call for silverware premiums. The popularity of this coupon feature is amazing.

Single Cases, 36 packages, - \$4.50
5-10 Case lots, freight paid, - 4.40

The other package is the

25c.

size. It contains about 2½ times the amount of the 15c. package and is excellent value for the customer. No coupons in this package.

Single Cases, 20 packages, - \$4.00
Freight paid on 5 and 10 case lots.

ORDER FROM YOUR WHOLESALER.

THE FRONTENAC CEREAL CO.,
Limited

43 Scott St., Toronto.

Flett's

Pickle Uniformity.

FLETT'S PICKLES don't vary in quality. There is but one grade—the best—its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME
Agents, MONTREAL

MIS

BATGER'S

**Lime Juice Cordial
and
Lemon Squash**

Pints and Quarts **2 Doz. in Case**

LOOK INTO YOUR STOCK ORDER FROM YOUR WHOLESALER

AGENTS:
ROSE & LAFLAMME
MONTREAL

VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Acreage in the United States.

THE Department of Agriculture of the United States Government has issued the following preliminary statement concerning the tobacco acreage planted, or to be planted during the present year, based on replies from over 1,500 special tobacco correspondents in various parts of the United States.

The situation has been rendered more than ordinarily obscure by the fact that in practically all the important tobacco counties the season has been from ten days to two weeks late, and weather conditions have been unfavorable for the growth of plants in the beds, and for transplanting them to the fields. The present outlook, however, may be greatly modified by future developments.

Taking a general view of the whole country, it appears that the tobacco acreage in the Burley District, which embraces certain counties of Kentucky, Ohio, Indiana, and West Virginia, will be considerably larger than that planted last year. The good prices received for last year's crop, the reduced stocks and the present very high prices of this type of tobacco are assigned as the chief causes for the increase.

A slight increase is reported also for the Eastern Ohio counties producing export tobacco and for the limited area in Virginia producing sun-cured tobacco.

On the other hand, marked reduction of acreage is reported from the following sections: The cigar tobacco sections of New England, New York, Wisconsin, and the sun-grown tobacco area of Gadsden County, Fla., and Decatur County, Ga.; the dark-tobacco counties of Western Kentucky, Tennessee, and Virginia; and the bright-tobacco counties of Eastern North Carolina and South Carolina.

A slight decrease in acreage is reported for Pennsylvania and for the bright belt of Virginia.

The low prices received for last year's crop by the producers of these types, the high price of cotton, scarcity of labor and a late and unfavorable season

are the principal reasons suggested for the decrease.

The acreage in the following sections is reported to be about the same as that planted last year. The Miami Valley district of Ohio, producing cigar tobacco; the shade-grown tobacco area of Florida and Georgia; the "Old Belt" counties in North Carolina; Maryland, and the limited area in West Virginia, producing tobacco of the Eastern Ohio export type.

Tobacco in the Transvaal.

According to a contemporary, the Transvaal is likely to prove a great field for growing tobacco. Hitherto the Boer farmers have grown tobacco in a very careless way. They have paid no attention to scientific cultivation, and have been content to realize small profits. Steps are now being taken to grow tobacco on scientific methods; to this end several gentlemen interested have visited America, and are introducing the best systems of cultivation into the Transvaal. The Transvaal tobacco is heavily charged with nicotine, but no

attempt has been made to produce any quantity of characteristic blends. It is felt that at present the tobacco world is too much dependent on the United States for its raw material. There is a prospect that Uganda also will develop into a good field for tobacco culture.

A Curious Cigarette Maker.

A curious cigarette maker was patented the other day in England, especially designed for the convenience of smokers who are also writers. It consists of a pencil upon which slides a ferrule. Attached to this ring is a metallic tube forming an extension of about the same length as a cigarette. One side of this tube is cut away through its entire length, and in this slot one edge of the paper is first placed, lining the interior and leaving a considerable portion of the paper free. The tobacco is then inserted in the tube from end to end, after which the remainder of the paper is wrapped around the tube and sealed. The pencil then comes into use to aid in the removal of the cigarette from the former.

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

Keep Your Cigar Account Separate

if you deem it wise. We admit that in some cases the clerks will be tempted to smoke all the profits—but this temptation can be removed if the cigar sales are kept distinct.

However

even if you do lose a cigar or two occasionally, you can make in extra profits a hundred times more than you lose. Sell Cigars, but sell good ones. Those we make are good. They are "money-back" Cigars. "PEBBLE" in a 5-center and "PHARAOH" in a 10-center are absolutely safe.

ORDER AN ASSORTED THOUSAND.

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

T & B

T & B

T & B

T & B

T & B

T & B

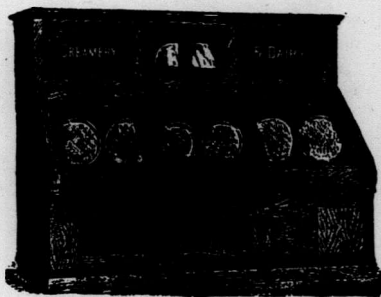
T & B Smoking Tobacco pleases all smokers. Therefore why not simplify your tobacco business by handling only **T & B**? The 10-cent size is a good size.

GEO. E. TUCKETT & SON CO., LIMITED,
HAMILTON.

W. B. Reid & Co.

**Wholesale
Tobacconists,**

58 Yonge St., TORONTO.



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

C. P. FABIEN,
Merchant and Manufacturer.

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

**The Grocers'
Favorite**

The

RONTO

5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

It is
the
flavor
of
**McAlpin's
Tobaccos**

that has secured for them
such pronounced favor.
Flavor comes from carefully
selected stock, perfect cur-
ing and perfect making.

**YOU CAN SELL THESE TOBACCOS
TO YOUR ADVANTAGE.**



The
Brands
are:

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand-Made

CHEWING

British Navy
King's Navy
Beaver
Apricot

Strictly Union Made.

Anti-Trust Fight.

THE tobacco war in the United States is being waged with great intensity, says the United States Tobacco Journal, and jobbers, sub-jobbers, as well as many of the retailers, seem to be making this fight a supreme effort against the encroachment of the trust. At a recent meeting of the retail cigar and tobacco dealers of Philadelphia, a resolution was adopted by which 300 retailers pledged themselves to support jobbers who would handle only independent goods. The following sentiments were expressed at this meeting:

"The action of the arbitrary and dictatorial Tobacco Trust marks an important point in the history of a gradual elimination of the jobber and sub-jobber as factors in the tobacco world. If the trust should succeed in this move it will be only the beginning of the end. From the plug and smoking tobacco it is only a step to cigars, cigarettes and every form of weed now sold. The monopolistic tendency must be checked, and it rests with the retailer to do so. He is the closest to the consumer and his influence is a powerful factor in determining the winner in the struggle. It is our duty to support such people as will take up the fight against this monopoly, and the only way we can do so is by casting aside the trust product and asserting our independence by handling only those brands manufactured by independent concerns."

Independent concerns all over the country have not been slow to take advantage of the fight now being waged against the trust in Philadelphia, and jobbers and retailers are being flooded with circulars, soliciting trade. Several new concerns have already been organized in Philadelphia for the specific purpose of handling independent goods exclusively.

Grecian Tobacco Goes in Egypt.

In his annual report on the trade of the Grecian Province of Thessaly during 1903 Consul Merlin says: "I would draw special attention to the exports of leaf tobacco, nearly all of which at present goes to Egypt, to be there made up into high-priced cigarettes for consumption in the United Kingdom. There is no apparent reason why this tobacco should not be shipped direct for conversion into cigarettes, thus saving enormous intermediate expenses and profits. This matter deserves the attention of tobacco merchants, especially

manufacturers of cigarettes of good quality. It is curious to note that in the past year 1,600 pounds of Thessalian cigarettes were sent to the United Kingdom, although there was no demand for the leaf tobacco, which could easily be blended to suit local tastes and requirements.

Where the First Stogie Originated.

"The first stogie was made by hand in the wilds of Pennsylvania," says John Duff, of Allegheny City, Pa. "The story which they tell once in a while in West Virginia, and which must be true, is that the long cheroots derived their names from the town of Connerstoga, Pa. An emigrant train of wagons was finding its way across the state, and a supply of tobacco was found at Connerstoga. The emigrants got a lot of it, but failed to get any pipes, and so could not smoke unless they made pipes themselves. Anyhow, one of them rolled a leaf of the tobacco in his hand, and wrapped it with another leaf. That was the first stogie. Others followed his example, and they all called the article that they made a 'stoga,' in honor of the town at which the tobacco was secured. That is said to be the true story of how the name 'Stogie' originated."

Inland Revenue Returns.

The following figures represent the inland revenue returns for the port of Toronto during the month of June:

Tobacco, ex factory, 25c.....	\$ 74 00
" ex warehouse, 5c.....	11,927 87
" ex factory	264 55
" ex warehouse	785 20
Raw leaf	3,745 15
Cigars, ex factory	6,961 35
" ex warehouse.....	2,815 95
Total.....	\$26,574 07

Tobacco Ashes.

Calculating that the consumption of tobacco is about 40,000 tons a year in the United Kingdom, it is estimated that above 8,000 tons of ash are annually committed to the winds or dissipated in some way or other.

Remembering that a ton of tobacco leaf would yield 4 cwt. of ash, which represents valuable mineral constituents withdrawn from the soil which have to be replaced by abundant manuring the Lancet points out that there would seem to be a fortune in store for the individual who could devise a successful means for the collection of tobacco ash to be restored to the soil from which it was taken.

Ash ought to be a valuable asset in the economy of things.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

**"Currency"
Plug Chewing Tobacco**

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87, Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Bans on Tobacco.

Strange as it may appear now, both sultans of Turkey and shahs of Persia have tried their best to put down smoking. In Turkey, formerly, smoking was a crime, punishable by the offenders having their pipes thrust through their noses, and in Russia in 1634 the noses of smokers were cut off.

In Transylvania offenders were fined from 3 to 200 florins. In Berne, Switzerland, 1661, where crimes were divided into sections according to the Ten Commandments, smoking was classed with the deadly sins. The tribunal to put down smoking, called chambre-au-tabac, continued to the middle of the eighteenth century. The climax was reached by Amaratth IV., King of Persia, who made it a capital offence.

In England Elizabeth issued a proclamation against smoking in 1584, and James' "counterblast against tobacco," with its pompous language, is well known. All through his reign it was a common stipulation that "no puffer of tobacco" should be appointed schoolmaster.

Essex Tobacco Crop.

The outlook for the tobacco crop in Essex is bad, owing to the wet season and cold weather. One extensive tobacco buyer says that the crop will not be as large as that of last year if present weather continues.

Tobacco Notes.

Lalley & Despond, cigar makers, Galt, Ont., have moved their factory from Scott's block to the factory previously occupied by W. H. Skelly.

R. Smith and J. Peixoto, cigar manufacturers and proprietors of the Cuban cigar factory, Winnipeg, have dissolved partnership. R. Smith continues in business.

FREIGHTS AND CHARTERS

FREIGHTS have shown a decided improvement this week, and considerable interest has been aroused all around. Rates on grain have advanced about 3d. per quarter, partly because of the demand for wheat from English importers. The other reason is the larger offerings for July and August shipments. On the whole, the July sailings have picked up well, while for August and September the

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	7½d.	9d.
London	9d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/6½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

ciation are pleased with this change, and it will also mean a reduction on heavy goods, such as stoves, the rate on this class of goods from Montreal being cut from twenty-five to twenty cents a hundred, and from Winnipeg the cut is from eighty-four cents to seventy-three cents a hundred.

Nearly all the large manufacturers and exporters of Montreal are pleased, and they state that the attitude of the railway

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags.	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	....	10c.	10/	....	10/	....
Oilcake and cotton seed cake.	"	4½c	6c.	5c.	9c.	....	10/	11/3	....	....	....	10	10/	....	10/	....
Flake oatmeal, rolled oats, middl'ngs, in bags.	"	5c.	8¼	5c.	9c.	15/	....	....	16/	10/	....	10	10/	....	10/	....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	....	16	17/6	....	17/6	....
Lard in pails and other small packages	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16	17/6	....	17/6	....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	....	13/3	15/	....	....	....	16	17/6	....	17/6	....
Canned meats and fish	"	5/3	13/3	13/3	15/	....	....	....	....	....	....	16	17/6	....	17/6	....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	....	....	....	....	7/6	....	....	....	....	....	....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	....	....	30/	....	30/	....
Cheese in crocks in cases.	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	....	35/	....	35/	....
Butter, in cases and kegs.	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	....	35/	....	35/	....
Seeds, timothy and clover, in bags.	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	....	20c.	12/6	....	12/6	....
Seeds, blue and other grass, in bags.	"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	....	....	25/	15/	....	30/	30/	....	30/	....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	....	....	25/	20/	....	35/	35/	....	35/	....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	....	....	16/6	7/6	....	12/6	12/6	....	12/6	....
Maple and elm blocks and squares.	"	8/	12/6	11/3	12/6	17/6	....	....	17/6	8/	....	....	13/9	....	13/9	....
Heavy lumber—oak, elm, birch and maple.	"	8c.	16c.	14c.	12/6	17/6	....	....	17/6	8/	....	15c.	13/9	....	13/9	....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	....	12/6	12/6	....	12/6	....
Radiators and similar castings.	"	7/6	12/6	12/6	12/6	17/6	....	....	17/6	7/6	....	....	12/6	....	12/6	....
Seed, peas and beans, in shipper's bags.	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	....	....	....	15/	....	15/	....
Measurement (coarse)	40 cb. ft.	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	....	12/6	12/6	....	12/6	....
Measurement (fine)	"	20/	21/	....	20/	20/	21/	21/	20/	20/	....	20/	20/	....	20/	....
Woodenware, etc.	"	8/9	10/6	....	112/6	12/6	12/6	12/6	12/6	8/9	....	12/6	12/6	....	12/6	....
Furniture, etc.	"	10/	13/1½	....	122/6	12/6	....	....	12/6	8/9	....	....	....	....	....	....
Implements etc.	"	10/	10/6	....	2/6	12/6	....	....	12/6	10/	....	12/6	....	....	....	....
Eggs, in cases or barrels.	"	....	....	....	....	15/	....	....	15/	....	....	....	....	....	....	....
Apples, flour	Barrel	....	3/	....	....	3/	....	....	....	2/6	....	....	....	....	....	....
Apples and other green fruit, in boxes.	40 cb. ft.	15/	15/9	15/9	17/6	20/	....	....	20/	12/6	....	....	17/6	....	17/6	....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	10/	10/	....	....	10/	10/	....	10/	10/	....	10/	....
Grain, in shipper's bags	Quart'r	....	....	....	....	3/	....	....	3/	....	....	....	....	....	....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

prospects are fine. As there is so much room for improvement, the grain men have not been deeply moved by the change for the better.

Another interesting feature of freights is that the Manufacturers' Association have made a new tariff, or at least have been instrumental in getting a new one for butter, eggs, cheese and certain classes of manufactured goods. The overture of the association before the Railway Commis-

sion has had good effect, and the special tariff brought into force last year has been abolished and a lower tariff in force previous to that time will come into effect.

The cut in eggs, for instance, will be from fifty-three cents a hundred to forty-four cents from points in western Ontario, and a corresponding reduction from points east of Toronto. In cheese and dairy produce, the reduction will amount to about thirty per cent. The Manufacturers' Asso-

companies toward them has been very pleasant ever since the meeting of the Railway Commission.

CHARTERS.

British schooner Arrow, 183 tons, from Barbadoes to Quebec, with molasses; British ss. Ras-Dara, 2,495 tons, from Java to United States or Europe, with sugar, 23s. 9d. prompt; British ss. Afghanistan, 2,190 tons, and Ettrichdale, 2,468 tons, same, July and August. Corfe Castle, 2,958 tons, same, in August.

NABOB SAUCE



The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS
POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

POST

CARD WILL BRING
SAMPLE PACKAGE
FREIGHT PREPAID.

AMERICAN

COFFEE & SPICE CO.,
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 14, 1904.

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

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

W. H. GILLARD & CO.

Diamond—		Per doz.
1-lb. tins, 2 doz. in case.....		\$2 00
1-lb. tins, 3 ".....		1 25
1-lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	24lb.	10 40
1 doz.....	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 45
2 ".....	12 ".....	1 70
4 ".....	16 ".....	1 05
2 ".....	16 ".....	1 70
1 ".....	24lb.	4 10
1 ".....	5 lb.	7 30
2 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



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

OCEAN MILLS.		Per doz.
Ocean Baking Powder, 1 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 5 doz.		90
Ocean Baking Powder, 1 lb., 3 doz.		1 25
Ocean Borax, 1-lb. packages, 4 doz.		40
Ocean Cornstarch, 40 pks. in a case. . .		78

Freight paid, 5 p.c. 30 days.

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

CLEVELAND'S—DIME.		Per Doz.
" 1 lb.		\$1 50
" 6 oz.		2 30
" 1 lb.		2 80
" 12 oz.		4 25
" 1 lb.		5 50
" 3 lb.		15 00
" 5 lb.		25 00

"VIENNA" BAKING POWDER.

		Per doz.
1-lb. tins, 4 doz. in box.....		\$2 25
1-lb. tins, 4 doz. in box.....		1 25
1-lb. tins, 4 doz. in box.....		75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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HOME BAKING POWDER, CO., MONTREAL.

		Per doz.
2 doz. case 1 lb.		\$2 40
1 " 1 lb.		4 75
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER.		Per doz.
Cases of 48-5c. tins.....		\$0 45
" 48-10c. tins.....		0 75
" 24-25c. tins.....		2 25
" 48-25c. tins.....		2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes,	
according to size.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.....	12c
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10	

Black Lead.

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



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

Brooms.

UNITED FACTORIES, LIMITED.		Per doz. net.
Boeckh's Bamboo Handles, A, 4 strings.....		\$4 70
" " " B, 4 ".....		4 40
" " " C, 3 strings.....		4 10
" " " D, 3 ".....		3 85
" " " F, 3 ".....		3 55
" " " G, 3 ".....		3 20
" " " I, 3 ".....		3 25

Cereals.

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

Chocolates and Cocos.

THE COWAN CO., LIMITED.		Per doz.
Cocoa—		
Hygienic, 1-lb. tins.....		\$6 75
" 1-lb. tins.....		3 50
" 1-lb. tins.....		2 00
" fancy tins.....		0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.		0 50
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....		2 25

Returned to our former July 19/04 cut book 21

SAN TOY
 拾分超濃上等多非
 粉
STARCH

Write for Samples and Prices.
J. H. MAIDEN, Agent, Montreal.

The "VAMPIRE" Spiral Flycatcher
 Clean, Simple, Novel, and Effective.
 Clears the House of Flies.
 THE "Vampire" Spiral Flycatcher consists of a small closely-wound spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the spiral is elongated and forms the most effective flycatcher known. When the spiral is full, lay on a sheet of newspaper, crumple up and burn.

Oh! What a pity!
 Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

"Tenasitine"
 which permanently mends china or glass and joins wood, leather, etc., etc. In collapsible tubes.
 5 Cents Each

SOLE MAKERS:
KAY BROS. Limited, Stockport, England
 SOLE AGENTS:
The LEEMING MILES Co., Limited, Montreal

Chocolate—	per lb	Mott's Prepared Cocoa, 1/2 and 1/4 boxes	Per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40	Mott's Breakfast Cocoa, 1/2 in boxes	0 28
6's	0 42	Mott's No. 1 Chocolate	0 30
Mexican Vanilla, 1/2's and 1/4's	0 35	Mott's Breakfast Chocolate	0 28
Royal Navy Rock, " "	0 30	Mott's Caracas Chocolate	0 40
Diamond, " "	0 25	Mott's Diamond Chocolate	0 28
8's	0 28	Mott's Navy Chocolate, 1/2 in boxes	0 28
Icings for cake—	Per doz.	Mott's Cocoa Nibs	0 35
Chocolate, pink, lemon color, lbs.	\$1 75	Mott's Cocoa Shells	0 05
Orange, white and almond, 1/2-lbs.	1 00	Vanilla Sticks, per gross	1 00
Confections—	Per doz.	Mott's Confectionery Chocolate	0 21
Cream bars, large boxes	\$2 25	Mott's Sweet Chocolate Liquors	0 36
small	1 35		
Chocolate ginger, lbs	3 75		
1-lbs	2 25		
wafters, 1/2-lb. boxes	2 25		
1/4-lb. boxes	1 30		
Chocolate—	FRY'S 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 30		
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42		
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24		
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24		
Cocoa—	Per doz.		
Concentrated, 1/2's, 1 doz. in box	2 40		
1/2's	4 50		
1-lbs.	8 25		
Homeopathic, 1/2's, 14-lb. boxes	4 42		
1/2's, 12-lb. boxes	4 25		
Epps's Cocoa, case of 14 lb., per lb.	0 35		
Smaller quantities	0 37 1/2		
BENSCHER'S COCOA			
A. F. MacLaren, Imperial Cheese Co.,			
Limit-d. Agents, Toronto.			
1 lb tins, 4 1/2 doz. to case, per doz.	\$ 90		
" "	2 40		
" "	4 75		
" "	9 00		
JOHN P. MOTT & CO.'S			
R. S. McIndoe, Agent, Toronto.			
Mott's Broma	Per lb. \$0 30	Anchor " brand, cases 4 doz., per case	\$5 00
		evap. cream, cp. 4d.	4 65

Borden's Condensed Milk Co.
 Eagle brand... \$1 50
 Gold Seal brand... 1 30
 Peerless brand evaporated cream... 1 20

"Reindeer" Brand
 Case (4 doz) \$5.60

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 Mandehing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 80-lb. boxes	37c.
" IV, 80-lb. boxes	35c.
S. H. & A. S. EWING'S.	
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29
Cheese.	
Imperial—Large size jars, per doz.	\$3 25
Medium size jars	4 50
Small size jars	4 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.	
Un- Covers and num Coupons bered. numbered	
In lots of less than 100 books, 1 kind assorted.	4c. 44c.
100 to 500 books	3c. 4c.
100 to 1,000 books	3c. 34c.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.



EVER-READY, EVER-STEADY
SELLERS—

Edwardsburg

“Silver Gloss” Starch
AND

Benson's

Prepared Corn

Made and sold since
1858 on merit only.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

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Per lb.
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Per lb.
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\$3 25
4 50
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12 00
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1 40
Eby Blain Co.
Beauchemin &
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satisfaction.

Allison's Coupon Pass Book.
\$1 00 to 3 00 books 3 cents each
5 00 books 4
10 00 " 5
15 00 " 6
20 00 " 7
25 00 " 8
30 00 " 9
35 00 " 10
40 00 " 11
45 00 " 12

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

Cleaner.
BRUNSWICK'S EASYBRIGHT
WATERPROOF CLEANER
CLEANS EVERYTHING.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart 3.75
Gallon 10.00

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

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

Gelatine.
Knox's Gelatines Per gross \$16 75
Per doz. Per doz.
5 doz., at. \$ 1 40
1 doz. " 1 45

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade \$1 50
Clear jelly marmalade 1 80
Raspberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " " 1 85
Other jams 1 90
Red currant jelly 2 75

T. UPTON & CO.
Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 25
24-lb. tin pail, 2 doz. in crate, per lb. 0 06
5 and 7-lb. tin pails, 5 and 7 pails to
crate per lb. 0 06
7, 14 and 30-lb. wood pails, 0 06

Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails, per lb. 0 06

Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in
case per doz. 1 50
5 and 7-lb. tin pails per lb. 0 09
7, 14 and 30-lb. wood pails 0 09

BRAND & CO.
Brand's calf's foot \$3 50
Real turtle jelly 7 75

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
" Ringed " 5-lb. boxes per lb. 0 40
" Acme " pellets, 5-lb. cans per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans per can 2 00
Licorice lozenges, 5-lb. glass jars 1 75
" " 20 5-lb. cans 1 59
" Purity " licorice 10 sticks 1 45
" " 100 sticks 0 73
Dulce large cent sticks, 100 in box 0 73

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 70
3 cases " 3 60
5 cases or more 3 50

Matches.
UNITED FACTORIES, LIMITED. Per case.
Surelight (Parlor) \$3 50
Flashlight (Parlor) 5 75
Kodak (Sulphur) 3 80

WALKERVILLE MATCH CO.
Parlor— 1 case. 5 cases.
Imperial \$5 75 \$5 50
Best 3 50 3 25
Crown 1 70 1 60
Maple Leaf 1 90 1 80
Knights 4 75 4 50
Sulphur—
Club 3 90 3 70

Mince Meat.
Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.
COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins per doz. \$1 40
" " " 1-lb. tins 2 50
" " " 1-lb. tins 5 00
Durham 4-lb. jar per jar. 0 75
" 1-lb. jar 0 25
F. D., 1-lb. tins per doz. 0 85
" 1-lb. tins 1 45

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins per lb. \$0
" " " 1-lb. tins 0 35
" " " 1-lb. tins 0 32
4-lb. jars per jar 1 20
1-lb. jars 0 35
Old Crow," 12-lb. boxes—
1-lb. tins per lb. 0 25
" " " 1-lb. tins 0 23
" " " 1-lb. tins 0 22
4-lb. jars per jar 0 70
1-lb. jars 0 25

Orange Meat.
Cases, 36 15c. packages \$4.50
5 case lots 4.40
(Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00
(Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass \$1 50
quart gem jars 3 40

T. UPTON & CO.
1-lb. glass jars, 2 doz. case per doz. \$0 95
Home-made, in 1-lb. glass jars 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

Pickles.
STEPHENS.
A. F. Tippet & Co., Agents.
Cement stoppers (pints) per doz. \$ 3 30
Corked 1 90



Soda.
COW BRAND.
DWIGHT'S BAKING SODA
Case of 1-lb. contain
ing 60 pkgs., per
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.

Case of 5c. pkgs. (containing 96 pkgs.), per
box, \$3 00.

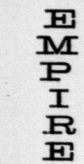
"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 1-lb. pkts. (60 lb.), per
case, \$2 70.
Case 96 10-oz. pkts. (60 lb.
case, \$2 80.
"MAGIC" BRAND.

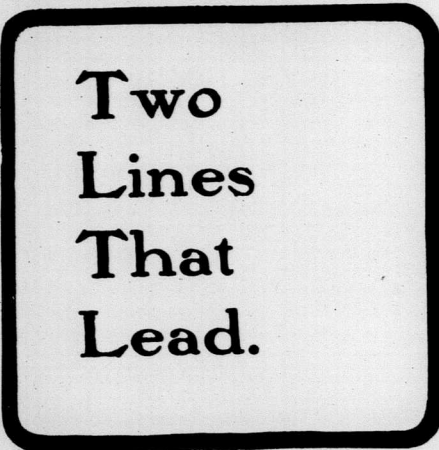
Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

"BEE" BRAND.
"Bee" brand, 3 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 96 pkgs. } case
" " 16 oz., cases, 60 pkgs. } \$3 75

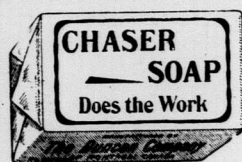
Soap and Soap Powders.
A. F. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 20
" black 15 30
Oriole soap " 10 30
Gloriola soap " 13 00
Straw hat polish " 10 20

BABBITT'S.
Babbitt's "1776" 100
6-oz. pkgs. \$3.50 per
box. 5 boxes,
freight paid and a
half box free.
Babbitt's "Best"
soap, 100 bars,
\$4 10 per box.
Potash or Lye, bxs.
each 2 doz., \$2 per box.
WM. H. DUNN, AGENT.





Two Lines That Lead.



CHASER SOAP.

Table listing Chaser Soap prices: 1 case \$2 40, 5 cases 2 30, 10 cases 2 20, 20 cases 2 10, 5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Table of Laundry Starches: No. 1 White or blue, 4-lb. cartons \$0 06 1/2; No. 1 3-lb. 0 06 1/2; Canada laundry 0 05 1/2; Silver gloss, 6-lb. drawlid boxes 0 07 1/2; Edward's silver gloss, 1-lb. pkg. 0 07 1/2; Kega 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; Canada White Gloss, 1-lb. pkgs. 0 05 1/2; Benson's enamel... per box 1 25 to 2 50.

Culinary Starch—Benson & Co.'s Prepared Corn 0 07; 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.

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Table of Laundry Starches: Canada Laundry, boxes of 40-lb. \$0 05 1/2; 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 1/2; 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; 4-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.

Table of 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 50.

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 07; Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb. 0 07.

ST. LAWRENCE STARCH CO., LIMITED Ontario and Quebec.

Culinary Starches—St. Lawrence corn starch, 40 lb. 0 07; Durham corn starch, 40 lb. 0 05 1/2.

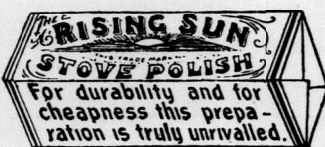
Table of Laundry Starches: No. 1 White, 4-lb. cartons, 48 lb. 0 06 1/2; 3-lb. cartons, 36 lb. 0 06 1/2; 300-lb. bbl. 0 05 1/2; 100-lb. kegs. 0 05 1/2; Canada Laundry, 40 to 48 lb. 0 07 1/2; Ivory Gloss, 2-6 family pkgs., 48 lb. 0 07 1/2; 1-lb. fancy, 30 lb. 0 07 1/2; large lumps, 100-lb. kegs. 0 06 1/2; Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2; Akron Gloss, 1-lb. packages, 40-lb. 0 06 1/2.



OCEAN MILLS. Chinese starch, per case of 4 doz., \$4, less 5 per cent.

San Toy Starch—10c. pkgs, cases 5 doz., per doz. 1 00 less 5 per cent.

Stove Polish.



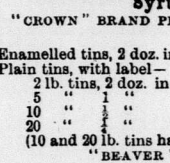
Rising Sun, 8-oz. cakes, 1-gross boxes \$8 50; Rising Sun, 3-oz. cakes, gross boxes 4 50; Sun Paste, 10c. size, 1-gross boxes 10 00; Sun Paste, 5c. size, 1-gross boxes 5 00.



DUNN, AGENT.



Enameline No. 4, bxs., ea. 3 dz. 0 38; Enameline No. 6, bxs., ea. 3 dz. 0 65; Enameline liquid, bxs., ea. 3 doz. 0 75; Blackens, 5-lb. cans, per lb. 0 10.



Enamelled tins, 2 doz. in case \$2 40; Plain tins, with label—2 lb. tins, 2 doz. in case 1 90; 5 " 1 " " 2 35; 10 " 1 " " 2 25; 20 " 1 " " 2 10; (10 and 20 lb. tins have wire handles.) "BEAVER" BRAND.

Per case. 1 gal. tins, square, 6 in case \$4 40; 1/2 gal. tins, round, 12 in case 4 50; 1/4 gal. tins, round, 24 in case 4 60.



Teas. SALADA CEYLON.

Table of Salada Ceylon Tea prices: Wholesale. Retail. Brown Label, 1's. \$0 20 \$0 25; Green Label, 1's and 1/2's 0 21 0 25; 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 28 0 50; Gold Label, 1's. 0 44 0 60.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. Hill, Evans & Co. (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Table of Black Label, 1-lb., retail at 25c. \$0 19; Blue Label, retail at 30c. 0 22; Green Label, " 40c. 0 28; Red Label, " 50c. 0 35; Orange Label, " 60c. 0 42; Gold Label, " 80c. 0 55.



Table of Cases, each 60 1-lb. \$0 35; 60 1/2-lb. 0 35; 120 1-lb. 0 36.



Table of 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; Brown Label, 1/2's 0 30 0 40; Green Label, 1's and 1/2's 0 35 0 50; Red Label, 1's 0 40 0 60.

"CROWN" BRAND.

Table of 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; Japan, 1's 0 20 0 25; 0 19 0 25.

E. D. MARCEAU, Montreal.

Table of Japan Teas—'Condor' I 40-lb. boxes \$0 42; II 40-lb. boxes 0 40; III 80-lb. boxes 0 35; EMD AAA Japan, 40 lb. at. 0 32; 'AA' 40 " 0 30; Blue Jay, basket fired Japan, 70 lbs., 0 30; 'Condor' IV 80-lb. 0 32; 'V 80-lb. 0 28; 'XXXX 80-lb. boxes 0 24; 'XXX 30-lb. 0 25; 'XX 80-lb. 0 21 1/2; 'XX 30-lb. 0 22 1/2; 'XX 80-lb. 0 19; 'XX 30-lb. 0 20; 'LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 28 1/2.

Table of Black Teas—'Nectar' in lead packets: Green Label, retails 0 25 at 0 20; Chocolate Label, " 0 35 at 0 25; Blue Label, " 0 50 at 0 26; Maroon Label, " 0 60 at 0 45; Fancy tins—Chocolate, 1-lb. 0 32; 'Blue, 1-lb. 0 42; 'Maroon, 1-lb. 0 50; 'Maroon, 1-lb. 1 50.

'Condor' Ceylon black tea in lead packets: Green Label, 1/2's and 1's, 60-lb. cases retail 0 25 at 0 20; Grey Label, 1/2's and 1's, 60-lb. cases retail 0 30 at 0 23; Yellow Label, 1/2's and 1's, 60-lb. cases retail 0 35 at 0 26; Blue Label, 1/2's and 1's, 50-lb. cases retail 0 40 at 0 30; Red Label, 1/2's and 1's, 50-lb. cases retail 0 50 at 0 34; White Label, 1/2's and 1's, 50-lb. cases retail 0 60 at 0 40.

Black Teas—"Old Crow" blend—

Table of 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).

Table of Ceylon-India, Ex. oh't A Yellow 45 47 70; B Red 40 43 60; No. 1 O Pink 35 37 50; 3 O Orange 33 40 48; 3 O L. Blue 28 33 30; 4 O L. Green 30.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Table of Smoking—Empire, 5/8, 5s. and 10s. \$0 30; Amber, 8s. and 3s. 0 60; Chewing—Stag, bars, 10oz. 0 43; Bobs, 5/8, and 1 1/2 0 44; 1 1/2 oz. bars, 6s. 0 44; Currency, 12 oz. bars, 12s. 0 47; 6s. and 12s. 0 47; Old Fox, narrow, 12s. 0 47; Snowhops, 1 1/2 oz. bars, ap'd 6 1/2 0 61; Pay Roll, 7s and 6s. 0 62; Fair Play, 8s. and 13s. 0 63.

Vinegars.

E. D. MARCEAU, Montreal.

Table of EMD, pure distilled, highest quality. \$0 30; Condor, pure distilled 0 25; Old Crow 0 20; Special prices to buyers of large quantities.

GRIMBLE'S MALT.

Table of Bulk, 1-casks, 25 gals. \$5 45 \$10 85; cases, 60 " 10 25 22 40; Bottles, cases, 3 doz. 3 25 4 40.

Washing Powder.

FAIRBANK'S GOLD DUST.

Table of Five cases assorted—24 25c. packages \$4 65; 100 10c. 7 80; 100 5c. 3 90; 1 case 50 5c. packages free with 5-case lots; Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Table of Washboards, Victor \$1 35; Crown 1 45; Improved Globe 1 60; Standard Globe 1 70; Original Solid Globe 2 00; Superior Sld. Bk. Globe 2 15; Jubilee 2 10; Pony 0 95; Diamond King (glass) 3 10; Tube, No. 0. 11 55; '2 12 00; '3 12 50; 'No. 1, 2 hoops. 1 93; 'No. 3, 2 00.

Yeast.

Table of Royal yeast, 3 doz. 5c. pkgs. in case \$4 65; Gillett's cream yeast, 1 doz. 1 65; Jersey cream yeast cask, 3 doz. 1 00; Victoria " " 3 doz. 1 00; " " " 3 doz. 10c. 1 90.

M

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. See for details.

The Dominion

HALIFAX

"A..."

Ask your...
TORONTO

THE
J...

are the
Up...

"C..."

Is H...
the
M...

Dutch Chemical Works

AMSTERDAM,

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/2 lb.	3/4 lb.	1 lb.
COFFEE and CHICORY per doz. lbs.	2/3	4/-	7/-
PURE DUTCH COCOA per doz. lbs.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of 25 lbs. each, while the COCOA is supplied in tins of 50 lbs.

SAMPLES FREE ON APPLICATION.

You are interested in Something.

It is not just the best thing that you can get on the market.

It is the only thing that thousands of consumers have used for years and years and have found it to be the best thing they could get.

It is the only thing that you can get that is so good that you can't get it anywhere else.

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Permanent success is only attained by such success as incite strength from inferior imitations. Twenty years ago

Brunner Mond & Co's

Baking Soda Washing Soda

were put on the markets of the world, since which they have never ceased to be the standard of Purity, Strength and Excellence, and have continued to hold their place against all opposition. Induce your customers to use only the STANDARD

WINN & HOLLAND, . . .

Crosse &

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

C. E. Crosse & Co.

SOLE AGENTS

WALL