

**PAGES
MISSING**

Instant Powdered



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

It dissolves **instantly** in hot
water.

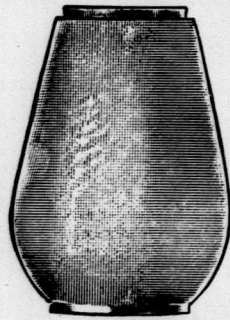
The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

... \$0 42
... 0 40
... 0 37
... 0 34
... 0 30
... 0 25
... 0 26
... 0 22
... 0 23
... 0 20
... 0 21
ad
s) 30
eta-
5 at 0 20
5 at 0 25
10 at 0 36
10 at 0 45
... 0 32
... 0 42
... 0 50
... 1 56
l packets-
5 at 0 20
0 at 0 23
5 at 0 36
0 at 0 30
0 at 0 34
0 at 0 40
lb.
lb. 0 35
... 0 30
... 0 25
... 0 20
... 0 17
s). Per lb
res. \$0 35
... 0 34
... 0 35
res. 0 29
... 0 28
... 0 29
res. 0 23
... 0 22
... 0 23
ges 0 35
... 0 34
ges 0 29
... 0 28
IMITED.
... \$0 39
... 0 60
... 0 38
... 0 39
... 0 39
s. 0 42
... 0 42
... 0 42
d 6s 0 46
... 0 47
... 0 48
Per gal
ity. \$0 30
... 0 25
... 0 20
quantities
eal.
fish 0 60
T.
... \$4 65
... 7 89
... 3 90
e.
TED.
Per doz
... \$1 25
... 1 30
... 1 45
... 1 55
... 1 70
obe. 1 85
... 1 85
... 1 05
... 10 75
... 8 69
... 7 50
... 6 45
... 1 77
... 1 93
B... \$1 00
... 1 00
B... 1 00
B... 1 00
B... 1 00

ARE YOU USING OUR

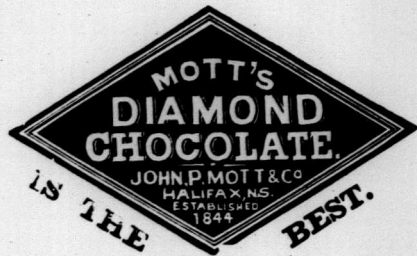


Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

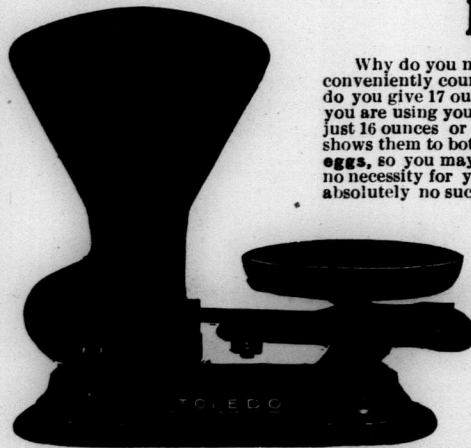
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



For Sale Everywhere.

ASK FOR

MOTT'S.



MERCHANTS

Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces** and shows them to both buyer and seller, just as plainly as you count the eggs, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a **Toledo Scale**, as there is absolutely no such thing as **down or overweight** on a **Toledo Scale**.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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

James Ewart

MANUFACTURER OF

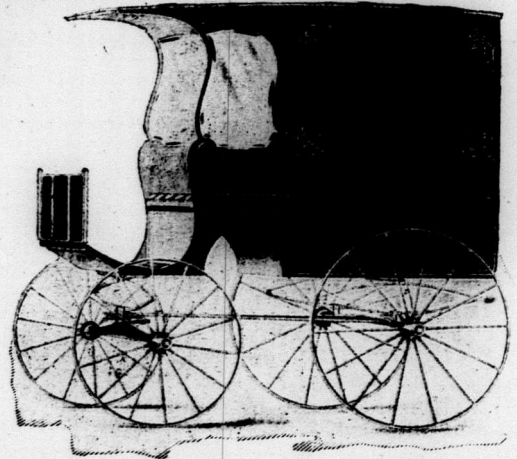
High-Grade Delivery

WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



“It pays to handle the **RIGHT** goods.”

Send for sample
packets for free
distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN
BRANTFORD “ 483

LIPTON'S TEAS

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

WRITE TO THE AGENTS—

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

Laporte, Martin & Cie.,

Montreal.



A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple: you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you

Ask Dept.
M. for
Catalogue.

Save three Pennies

DO IT
TO-DAY

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

"Sterling" Brand Pickles

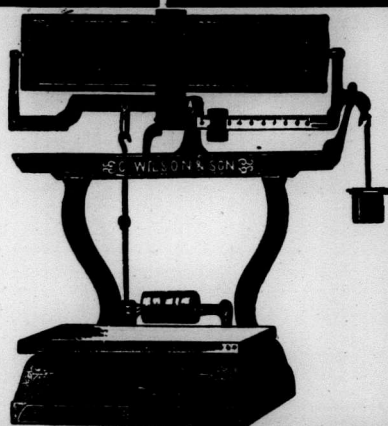
To make pickles that please is our motto.

How well we succeed is shown by the demand for "Sterling" brand goods. These goods are distinctly high-grade and being so they satisfy the most exacting customer.

Please People

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIR:-

I have used your BALL-BEARING COMPUTING SCALE for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Ever Increasing

is the sale of

JAPAN TEAS

The reason is
apparent,

they have the **quality, flavor** and healthful-
ness possessed by no other teas grown—

—they are popular, they please your cus-
—tomers, and they hold your trade.

Don't be without

JAPAN TEAS.

THERE IS

NO PURER SUGAR

THAN

CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co.,

LIMITED

WALLACEBURG, ONT.

THE CANADIAN GROCER

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

is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

THE
VERY
FACT

that once your customers try
Tea Rose Drips they will have
no other sugar syrup is *prima
facie* proof of the pre-eminent
excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BATGER'S

Lime Juice Cordial.

SELLS BETTER

than any other Lime Juice
Cordial we know of. It
makes a most delicious and
refreshing summer beverage.
All good dealers handle it—
most push it—they find it
pays them.

ROSE & LAFLAMME,
Agents,
MONTREAL.

Ceylon Tea Black and Green

stands supreme in the estimation
of all Tea connoisseurs.

Ceylon Tea Black and Green

stands supreme on account of its
own intrinsic value.

Let

Ceylon Tea Black and Green

rule supreme in your store.

Ceylon Tea Black and Green

gives supreme results to all who
handle it.

He who Hesitates is Lost !!!

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

If you Hesitate you will Miss Your Chance

RED SOCKEYES

"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet"

COHOES

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

These brands are quali'y and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

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

Without Cost to You.

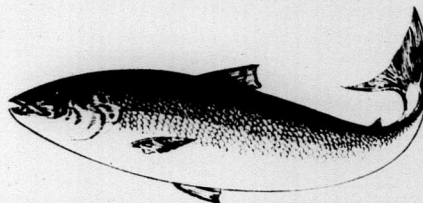
WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE CANADIAN GROCER

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

The Twentieth Century Broom.

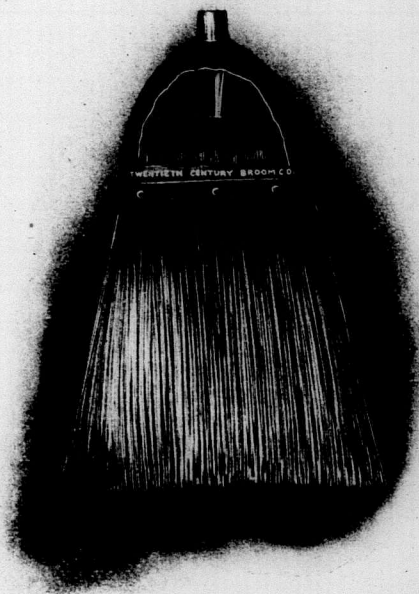


Showing how the New Broom is used.

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

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

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



Showing how the New Broom is made.



Showing how the New Broom is Packed.

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

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

Spices for Pickling and Sauce Making.

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

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

Each line selected with a view to giving perfect satisfaction.

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

Wood's Primrose Teas

SHOULD YOU BE ASKED

why this line of Package Teas bearing our trade mark and guarantee grows steadily in public favor, you may truthfully say:
It is the product of years of skilful test and selection.
Its excellence never varies in its high quality.

Every package is sealed air-tight, is full weight, and in such unique, convenient, attractive form as to sell readily.

It carries a system of introduction and sales extension most valuable to the dealer.

It has been given a name which stands for something and has a widely known reputation for reliability.

Still you have not told half that might well be spoken in favor of Wood's Primrose Teas.

THE CORRECT THING
FOR
ICED TEA.

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



REGISTERED.
Trade Mark.

*To Grocers Wholesale Co -
see list with 13 page 85*

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.

EXHIBITION

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

CANADA BROKERAGE CO., Limited,

Phones: 2282 Main
870

48 Wellington St. East, - - TORONTO

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

If members of Parliament have to be content with a little less than nectar and ambrosia for drink and food, they at least enjoy a great variety of intellectual fodder. The bill of fare of the week just ended has hardly been varied enough to satisfy the most exacting. For a heavy dish the transcontinental Railway has continued to be served up with great regularity, but, judging from the much slimmer attendance in the House, the political palate has become somewhat dulled to it. Then there has been the revival of the question of provincial rights in the Railway Committee in connection with the Toronto and Hamilton Electric Road, but the greatest change from the piece de resistance, of which we first spoke, was provided by the order paper in connection with a question placed thereon by an honorable member whose soul thirsts for information as to the food provided for the officers of the Dominion Government steamer Quadra, and the amount charged therefor. The fourth question of the series propounded is this: "Is the following the bill of fare for the officers' mess on the Quadra?" Then follows a whole page of recital of toothsome dainties, ranging from pork and beans to plum pudding, given with great detail, for every day in the week, and for each of the three meals of the day, and question six is: "Has the Government taken steps to ascertain whether the meals can be furnished at H.C.?" We wonder which one of the members of the Government should charge himself with this task. Had the question been as to the results upon the bodies of the officers who partake of these seasoned dishes, the duty would very properly have been upon the Minister of the Interior. As the question is in part one of expense, we fancy that Mr. Fielding should drop the financial aspect of the G.T.P. contract for the present and devote his attention to this important matter. Since, however, good food well served conduces very much to the dignity of any great political function, as witness the Lord Mayor's banquet, the dinner to Mr. Gamey in Manitoba, and the lunch to Mr. Stratton in Peterborough—it may be argued that the Secretary of State should take a strong hand in the subject matter of this case. Now, the amount eaten by each officer

will have much to do with the ability to furnish his rations at H.C., and, so, the Minister of Inland Revenue will certainly have to invoke the aid of his weights and measures department, while the Minister of Marine and Fisheries cannot escape the duty of furnishing an expert opinion as to the primary cost of "salt cod, fish patties, salt herring, and fresh fish," all of which appear upon the bill of fare. In a word, we may say that nothing likely to involve so many members of the Cabinet has for a long time appeared in the political arena at Ottawa, and there is a chance of recovering that lost prestige in the interest of the country which seemed so hopelessly to have passed to the Ontario House during the session that has just closed there.

It is an undoubted fact that the debate on the new transcontinental line has been an extremely good one from the standpoint of the quality of the speeches made. Each member who took the floor realized that he was going on record in connection with a matter which marks another epoch in Canadian affairs, and careful preparation, with the good fruit it usually bears, was the result. In spite of the good average sustained, however, it was only natural that interest should flag. Each speaker no doubt produced some original idea or other, but the chief features were early pointed out by the leaders, and those who followed were doomed to repetition or the promulgation of minor points. This being the case, it is no wonder that interest veered from affairs at the political capital to the doings of the congress of the chambers of commerce in the commercial metropolis, and, while these were, it is true, concluded last week, there has been more talk and discussion of the events which happened there during the week just ended than when they were actually in progress. The reason is not far to seek:—Digestion has been going on.

We shall not attempt to discuss the various trade resolutions up for consideration in Montreal. The daily papers have kept us excellently supplied, both in news and editorial comment, with regard to them, but a few lines as to the impression created by the speeches at the great banquet, with which the sessions closed, may

not be without interest. Naturally most attention was paid, so far as Ottawa criticism went, to the utterances of those gentlemen with whom we are familiar here, and it is with them we propose to deal.

* * *

The effort of Lord Minto has been very highly spoken of. We feel that our Governor-General has not been sufficiently appreciated as a public speaker. Of retiring disposition, he has perhaps made less use of his abilities in this direction than we could have wished, but, where he takes time to prepare, he rises to the occasion in a most creditable manner. The writer of these lines had the pleasure of hearing him in London, England, at the Dominion Day banquet at the Hotel Cecil during the Coronation festivities, and though he spoke in "fast company," to use a sporting phrase, he was not far behind the best upon that great occasion. In reading his Montreal speech, one notes that while he is full of enthusiasm for Canada—so full, that he states he would be proud to be called a Canadian (a long step surely for a Scotchman)—he is keen for the closest possible connection with Britain, consistent with the continued independence of our political institutions. That manliness of sentiment, so distinguishing a characteristic of Canadians today, is freely expressed by His Excellency when he says: "My opinion is that the days of colonies have gone by. We have reached the day of young nations." We can, after all, readily understand this warm Canadian feeling in Lord Minto. He came to this country as a young man some 20 years ago, and almost immediately bore a part in preserving our great heritage, serving gallantly with the Canadian volunteers in the Riel Rebellion. His experiences thereafter in the Canada of that day are very well described by himself in his speech. After a few years of absence he came back as our Governor-General, and, as such, he has had splendid opportunities of viewing the Dominion in all parts—opportunities of which he has well availed himself.

His peroration is well worthy of verbatim quotation. It is as follows: "What is to be our choice?—A mighty empire—a brilliant constellation of nations united in common interests; disseminating throughout the world the

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
INTINS
GUARANTEED TO THE TRADE



DURABLE
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

-spirit of free institutions and liberal ideas; proud of a glorious history and confident in the promises of the future—or gradual estrangement of that empire's component parts and its ultimate disintegration."

Probably the most interesting figure at the banquet was that venerable statesman Lord Strathcona. While not a Canadian by birth, and, like so many more in Canada, claiming the Land o' the Heather for his origin, he can surely be claimed by us, since he came to this country 65 years ago, and his history and prosperity are indissolubly bound up in that of the Dominion. It must have been absorbingly interesting to hear this old man, with faculties all alert, telling from his personal experience of the things that had been before most of those present had seen the light of day; and the way in which he wound up his statement as to his lifelong faith in Canada, "Depend upon it, you will make more out of anything by thinking well of it than by thinking ill of it," evinces a homely but wonderfully wise philosophy of life.

Even upon such an occasion as this Lord Strathcona did not forget to say a good word for Canada along commercial lines, and his pointed remark to the British guests: "You will see that this is a good country in which to invest your money; much better than in foreign countries," is one which should be productive of good results, and upon which his auditors will do well to ponder.

Thus far we have been speaking of the speeches of gentlemen who are Canadians in sentiment; now we come to those who, to use Kipling's phrase, are the "native born," and, first, of the Prime Minister. It is generally conceded that Sir Wilfrid was at his best, and almost every one in Canada now knows what that means. It is a matter for congratulation that his health is now so fully restored that there seems no further cause of anxiety for it,

and so we may feel assured that for years to come on all great occasions such as this we will have one who will be unexcelled as an orator, be the others present who they may. We know that Englishmen are by no means effusive; in fact, we often think they are over-cold in all except what pertains to their own country, so we may take it that Sir William Holland meant what he said when he remarked "I beg to say that we are deeply grateful to you, Sir Wilfrid Laurier, for the magnificent oration in which you proposed the toast," and, again, "I count it an honor to be allowed to respond to a toast which has been proposed by a statesman whose influence in The Mother Country is only less than his influence in Canada."

The position taken by the Prime Minister was in no way different from that assumed by him on the occasion of the colonial conference last Summer, and that it is the true one, past cavil, must be apparent to those who read the speech of Mr. R. L. Borden, in which he generously endorsed the attitude of Sir Wilfrid. He spoke with no uncertain sound, and it was necessary that he should do so, for we cannot afford to have our English guests go away with any false ideas of Canadian sentiment in this regard. We can summarize the matter no better than by taking a clipping from the speech itself, as follows: "If we are to obtain from the people of Great Britain a concession for which we would be expected to give an equivalent, and if we are to obtain it also at the expense of the sacrifice of some of our political rights, for my part, I would simply say, let us go no further, for already we have come to the parting of the ways. Canada values too highly the system which has made her what she is to consent willingly to part with any part of it for whatever consideration, and, even, Sir, for the maintenance of the British Empire, I think it would be a most evil thing if any of the colonies were to consent to part with any of their legislative independence."

Mr. R. L. Borden spoke in his usual manly, temperate way, and the manner in which he endorsed the sentiments of the leader of the Government as to local autonomy clearly proves that so far as this goes there is but the one feeling in the country. His statement as to his trip in the West last Summer was most graphic. He said of it: "Last year I travelled more than 10,000 miles in the western part of Canada, and I don't know one-third of that great country yet. You will go through the country on Pullman cars, and you will come back, but do not for one moment imagine that you know the enormous splendor of the resources which we have in Canada, and how great an inheritance this is to its own inhabitants and to the Empire." Mr. Borden devoted more attention than did Sir Wilfrid to the necessity of independent action with regard to our manufactures, and, in this respect, his speech was the complement of Sir Wilfrid's as to legislative independence, the two speeches taken together covering the ground so admirably, that one might almost think the rival leaders had been in friendly conference before the banquet. The Montreal Star well expresses the general feeling toward Mr. Borden when it says in the letter of a correspondent, "His striking personality and thoughtful words gave the impression of vast reserve power and forceful purpose."

Canada is indeed fortunate in her great resources, in her climate, and in her people; but, perhaps, there is nothing about which we have more cause for thankfulness than the men who lead her two great parties to-day. Both are true Canadians. Both are honest beyond the breath of suspicion, and whichever rules the destinies of the northern half of this continent, will bring to his task a lofty patriotism and a breadth of view that are indispensably necessary at a time when we will be called upon to build the foundation of a future national greatness which will be excelled by no nation of ancient or modern times.

SPICES.

We do not ask you to buy **L. P. & Co.** goods on reputation. Buy on their merits. We guarantee absolute purity of best quality.

Lucas, Steele & Bristol, - Hamilton

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

A SNAP IN COFFEE.

To start the Coffee season which now opens—for TEN DOLLARS we will ship you one hundred pounds of a well roasted coffee—a really good blend—rich, thick and flavory, well worth \$18.00. The merchants who wrote for our 15c. Ceylon Tea were more than pleased. Encourage this system and we will place cash buyers right ahead of their competitors. Rings and combines work dead against the cash buyer.

STANDARD SPICE AND COFFEE MILLS.

LUMSDEN BROS., PROPRIETORS, HAMILTON.

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

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

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

SAME AS YOUR GRANDMOTHER MADE.

Absolutely Pure Jams.

That is what Goodwillie's are. Put up in pint glass gem jars, nicely packed, one dozen to a case.

**STRAWBERRY,
RASPBERRY,
CHERRY,**

**PEACHES,
PEARS,
PLUMS,**

RED CURRANTS.

Packed on the Goodwillie Gardens, latter situated in centre of the renowned Niagara Fruit Belt.

Get your order in before the best assortments are sold.

JAMES TURNER & CO.,

Wholesale
Grocers,

Hamilton.

DOMINION EXHIBITION, 1903.

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

THOS. KINNEAR & CO.,

Wholesale Grocers

49 Front East, TORONTO.



ONE CASE
SNIDER'S
CATSUP FREE.

WITH EVERY FIVE CASES OF
SNIDER'S TOMATO CATSUP,
PINTS, WE WILL GIVE ONE
CASE PINTS FREE, THEREBY
REDUCING THE COST TO YOU
AND CORRESPONDINGLY IN-
CREASING YOUR PROFIT.

THIS OFFER IS SUBJECT TO
WITHDRAWAL WITHOUT
NOTICE.

ORDER QUICK.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS' AGENTS, TORONTO.

Business Changes

ONTARIO.

Geo. Giles, grocer, St. Thomas, is advertising his business for sale.

The J. A. Cole Crockery Co., wholesale London, have gone out of business.

Robinson & Co., general merchants, Blenheim, have sold out to H. L. Stratton.

Hand & Phillips, grocers, Ottawa, have dissolved partnership, and A. Phillips will continue.

Homer Stableford, baker and confectionery dealer, Watford, has assigned to W. S. Fuller.

Ross & Maybee, general merchants, Cobden, have dissolved partnership; J. E. Ross continues.

McIntosh, Huston & Co., general merchants, L'Original, have been succeeded by M. A. Astle & Co.

C. L. Stafford, general merchant, Shedden, has sold his dry goods and grocery stock to Mark Wallace.

The Star Grocery and Supply Co., (Chas. C. Treadway, prop.), Sudbury, has assigned to Clary & Buchanan. There will be a meeting of creditors on Sept. 8.

QUEBEC.

Jas. P. Galibois, grocer, Quebec, has assigned.

J. W. Marchand, general merchant, Beauharnois, has assigned.

The assets of the grocery business of George Hobson, Montreal, have been sold.

The assets of the grocery business of Pierre Meunier, Montreal, have been sold.

THE CANADIAN GROCER

The grocery stock of Joseph Brouillet, Montreal, has been damaged by fire; insured.

Consent of assignment has been filed for Arthur Chouinard, tea merchant, Montreal.

E. Galarneau, tinsmith and grocer, Pont Rouge, has assigned to Lefebvre & Taschereau.

A meeting of the creditors of Henri Dessaint, grocer, Montreal, was held on September 3.

V. E. Paradis has been appointed cura-

tor to J. L. Aubert, general merchant, Thetford Mines.

The assets of the general business of J. M. Couillard, St. Martine, were sold on September 4.

A meeting of the creditors of J. A. Lacerte, general merchant, St. Severe, was held on August 28.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 27.

Ernest Chaput, grocer, Montreal, has assigned; and there was a meeting of the creditors on September 2.

J. T. Paradis, general merchant, St. Anne de la Perade, is offering to compromise at 20c. on the dollar.

NOVA SCOTIA.

E. H. Kirby & Co., grocers, Isaac's Harbor, have assigned.

MANITOBA AND NORTHWEST TERRITORIES.

W. J. Wright, general merchant, Stone-wall, has sold out to P. J. Foley & Co.

Norman Boehmer, general merchant, Didsbury, has assigned to J. A. Banks, Calgary.

The general merchandise of the estate of Beesley & Co., Maple Creek, has been sold by the sheriff.

BRITISH COLUMBIA.

Taylor, Smith & Co., grocers, Crofton, are offering to compromise at 70c. on the dollar.

T. S. McPherson, grocer, Nelson, is opening a branch store at Poplar Creek.

McDonald & McPhee, general merchants, Sandon, have commenced business.

T. W. Welch & Co., grocers and provision merchants, Vancouver, have been succeeded by A. Des Brisay.

LIME JUICE ISLAND.

Editor "Canadian Grocer":—Referring to your statement on page 51 of your last issue of "The Canadian Grocer," this reminds us of a statement made in a French trade journal some time ago, that Missouri was the largest olive oil producing country in the world. When you say that this tiny island,—designated by you: "Lime Juice Island," produces nearly all the lime juice in the world, we want to say that it does not produce one tenth. Our own plantation, which is not on "Lime Juice Island," produces more than 70,000 gallons, and is but one of several. We are not writing an advt. on lime

juice, but as we are the largest refiners of lime juice in America, and know whereof we speak, we could not allow your statement to pass unchallenged: unless it is a paid advt., and as such it does not appear.

Simson Bros. Co., Ltd.
Halifax, August 18.

Remarks:—The paragraph referred to by Simson Bros. did not originate with "The Canadian Grocer." As will be seen by a reference to the article itself, it is copied from and credited to The Indianapolis News. We are, nevertheless, pleased to give publicity to the above information.



The right thing in the right place is a jar of **UPTON'S** Jam, Jelly or Marmalade on your counter being wrapped for a customer.

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

We invite you to make your downtown headquarters with us during your visit to the city. Our staff and services are at your disposal.

THE

Davidson & Hay,

LIMITED,

36 Yonge St.

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Colonial Butter in Britain.

THE SCOTTISH TRADER in a recent editorial remarks that the protectionist proposals of Mr. Chamberlain are at least having the effect of educating the British people as to the source of their food supplies. Statistics, so dearly loved by the Briton, have shown conclusively the important place taken by Canada and New Zealand in supplying the Motherland with dairy products.

"Formerly," says The Trader, "Our Lady of the Snows," as people were wont to call Canada in their unlightened days, devoted her dairying mainly to the production of cheese, and the makers paid such heed to quality that they became our chief source of foreign supplies. Other things, such as cooked meats, have ousted cheese from the prominent position which it previously occupied in households, and the Canadian dairy farmers wisely turned their attention largely to buttermaking. Here perseverance and careful study have also brought the quality up to a high standard, how high can only be fully appreciated by those who recall the fiery-flavored, often rancid, stuff which came here as butter from the United States a quarter of a century or so ago. The result of the Dominion's enterprise is shown by the fact that whereas only 2,197 tons of butter were exported to the United Kingdom in 1891, no fewer than 13,238 tons were exported during the year which ended in June last. New Zealand, which possesses many advantages as a dairying colony, also occupies a foremost place as regards the quality of butter; her exports to the United Kingdom have, however, only increased from 2,305 to 8,534 tons during the period mentioned—that is to say, less than fourfold against Canada's sixfold. So far as the consumer is concerned, this competition from various parts of the globe has had the very satisfactory result of keeping the price of the finest grade of butter several pence below the figures it used to reach in the days when we were almost entirely dependent upon Denmark for choicest qualities. There is one point in connection with our butter supply which is worthy of serious consideration. Last year 22,924 tons of butter were imported from Canada, New Zealand, and Australia. Under what name is that butter sold? Danish and Irish are familiar labels in provision shop

windows, but what about Dutch, Russian, Swedish, Canadian, New Zealand, and Australian butter? None of the exporters from these countries have reason to be ashamed of their butter, and they ought to insist that it be sold under its real name. Consumers, too, have an interest in the matter; they should have opportunity for judging of the relative merits of these butters. Surely this is a case for putting the provisions of the Merchandise Marks Act into operation, and our colonial governments ought to compel the authorities at home to do so. Every country's produce should be sold under its real name, and stand or fall on its own merits."

Our Export Provision Trade.

CANADA'S export trade in all lines of provisions is advancing at a most gratifying rate, as may be gathered from the trade returns for the last fiscal year.

Of butter, we in 1901 exported a value of \$3,295,663, produced in this country; in 1902, \$5,660,511; and in the last fiscal year, \$6,954,618.

Our exports of cheese manufactured in Canada in 1901 amounted to \$20,696,951; in 1902, to \$19,686,291, and in 1903, to \$21,712,913.

We sent abroad bacon and hams to the value of \$11,778,116 in 1901; \$12,103,793 in 1902, and \$15,906,331 in 1903.

In each case Great Britain was our largest customer, the amount for last year in the respective classes being: butter, \$6,554,014; cheese, \$21,620,001; bacon and hams, \$15,873,739.

Canada's Cattle Exports.

The arrivals of Canadian cattle at Liverpool to date so far this season have been 91,000, together with 30,000 sheep. This is double the supply for the corresponding period of last year. Agitation is being renewed by the chambers of commerce of the United Kingdom for the removal of the embargo at least in the case of Canada.

Making of Fancy Cheese.

Mr. D. Ramsun, a Norwegian, is at Ottawa making inquiries as to Canadian dairy conditions. Mr. Ramsun has been connected with dairying in Norway and Denmark, and proposes to introduce the

systems in vogue in those countries into Canada. He will bring a staff of professors from Denmark, who will conduct dairying schools in different parts of Canada and teach Canadians the art of buttermaking and fancy cheeses as they are made in the countries where he has been engaged during his career as a dairyman. This should prove a most important innovation in Canadian dairy circles.

Siberian Pickled Beef.

A despatch from Berlin says that ten tons of pickled beef have arrived in Berlin from Siberia, being the first consignment from German butchers who went there some time ago to establish slaughtering houses to supply the German trade. Advantageous arrangements are reported to have been made with the Russian Government regarding the transportation of the meat, which is said to average in cost a fraction less than 5c. a pound. It is expected that enormous quantities will be received when the plans are fully carried out.

The Cheese Markets.

Belleville, August 29.—At the meeting of the Cheese Board held here to-day, 2,700 boxes of cheese were registered. McGrath offered 10½c. on board, and got 1,860.

Cowansville, August 29.—To-day 42 factories offered 2,211 cheese, 18 creameries offered 1,210 boxes of butter. Duckett bought 416 boxes at 10½c., 61 at 10 5-16c., and 27 at 10¼c.; Fowler, 259 boxes at 10 5-16c., and 59 boxes at 10 5-16c.; Allan, 87 boxes at 10½c.; McPherson, 53 at 10 5-16c. and 207 at 10½c.; Willer, 216 at 10 5-16c.; Brice, 110 at 10 7-16c.; Alexander, 303 at 10 5-16c.; all sold. Dalrymple bought 57 boxes butter at 19c.; Brice, 913 boxes at 19½c., 60 at 19¼c., and 30 at 19¾c.; Hodgson, 43 at 19¼c.; Hugh Allan, 37 at 19¼c.; and Willer, 70 at 19¾c.; 30 boxes unsold.

Cornwall, August 29.—At the Cornwall Board 1,077 white, 1,065 colored, and 50 American were boarded; white at 10½c. and 10½c., and colored at 10 9-16c. and 10½c.; American, 10½c. Sales were—Hodgson Bros., 1,114; Jas. Alexander, 796; A. W. Grant, 91; T. S. Williamson, 28; unsold, 163.

Alexandria, August 29.—At the Cheese Board this evening 1,296 cheese were boarded; 759 white and 538 colored; all were sold to Welsh at 10½c.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada

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

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

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

SEND FOR PRICE LISTS.

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

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

FEARMAN'S ENGLISH BREAKFAST BACON . . .

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

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

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

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

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

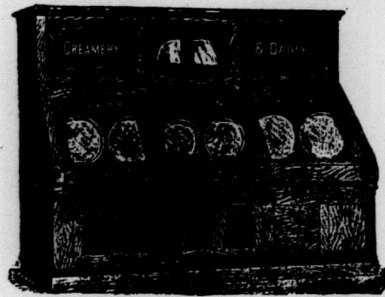
London, August 29.—Fifteen factories boarded at the London Cheese Market on Saturday afternoon, the offerings being as follows: Boxes Fern Hill, 90; Proof Line, 250; Ballymote, 130; Mapleton, 200; Firby, 130; Kintore, 260; Gladstone, 225; Thompson's, 320; Belmont and Westminster, 200; Blanshard, 155; Burnside, 200; Appin, 150; Napier, 110; Lyons, 200; Siftons, 390; total, 3,010. The bids were 10½, 10¼, 10½, 10½, 10 9/16 and 10½c. Fern Hill sold at 10 7/16c., Proof Line at 10½c., Mapleton at 10½c., Kintore at 10½c., and Thompson's at 10½c.

THE PROVISION MARKETS.

TORONTO.

THERE have been no particular features to the provision markets this week. The demand for cured meats has been well maintained and prices generally have been firm. Roll bacon was a little easier, but shoulder mess has strengthened with the depletion of stocks. Lard is weak, but no break in quotations has occurred. Purchasers are buying from hand to mouth. We quote:

| | | |
|---------------------------------|----------|----------|
| Long clear bacon, per lb. | 8 10 | 8 10 1/2 |
| Smoked breakfast bacon, per lb. | 0 14 1/2 | 0 15 |
| Roll bacon, per lb. | 0 14 | 0 14 1/2 |
| Medium hams, per lb. | 0 13 | 0 13 1/2 |
| Large hams, per lb. | 0 14 | 0 14 1/2 |
| Shoulder hams, per lb. | 0 10 | 0 10 1/2 |
| Backs, per lb. | 0 15 | 0 15 1/2 |



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

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St.

Montreal, Can.

Write for Illustrated Catalogue.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

| | | |
|--|----------|----------|
| Heavy mess pork, per bbl. | 19 00 | 20 00 |
| Short cut, per bbl. | 21 00 | 22 00 |
| Shoulder mess pork, per bbl. | 16 00 | 17 00 |
| Lard, tierces, per lb. | 0 9 1/2 | 0 09 1/2 |
| " tubs | 0 09 1/2 | 0 10 |
| " pails | 0 10 | 0 10 1/2 |
| " compounds, per lb. | 0 08 1/2 | 0 09 1/2 |
| Dressed hogs, light weights, per 100 lb. | 8 25 | 8 75 |
| " heavy | 7 25 | 7 50 |
| Plate beef, per 200-lb. bbl. | 12 50 | 12 50 |
| Beef, hind quarters | 8 00 | 9 50 |
| " front quarters | 4 50 | 5 50 |
| " choice carcasses | 4 50 | 7 50 |
| " medium | 6 00 | 6 50 |
| " common | 5 00 | 5 55 |
| Mutton | 5 00 | 7 00 |
| Lamb | 8 00 | 8 20 |
| Veal | 7 00 | 8 00 |

MONTREAL.

A good volume of business in hog products is reported this week. As will be noted, Canadian short cut mess pork is a little lower. For lard there has been a very fair inquiry this week, and the demand for smoked meats is excellent, chiefly for hams and bacon. Canadian bacon is still in good demand on the English market, and the export trade continues steady. We quote:

| | | |
|------------------------------------|---------|---------|
| Heavy Canadian short cut mess pork | \$19 00 | \$20 50 |
| Canadian short cut back pork | 19 50 | 20 00 |
| Canadian short cut clear pork | 20 00 | 20 50 |
| Bacon, Wiltshire, per lb. | 0 14 | 0 15 |
| Hams, per lb. | 0 13 | 0 14 |

Lard is unchanged. We quote:

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

ST. JOHN, N.B.

In barreled pork prices are rather firmer, one reason being that the cheaper grades are getting out of the market; there is a better demand. Barreled beef also moves more freely. Prices show little change, but the market is quite firm. Pure lard is very low; there is a fair business and quite full stocks are held. Refined lard is finding an improved sale; the price of this grade is held rather firmer than pure. In smoked meats a light sale is reported. Sausages are now offered. We quote:

| | | |
|-------------------------------------|----------|----------|
| Mess pork, per bbl. | \$19 50 | \$20 00 |
| Clear pork | 17 50 | 18 00 |
| Plate beef | 13 00 | 14 00 |
| Mess beef | 12 00 | 13 00 |
| Domestic beef, per lb. | 0 05 | 0 07 |
| Western beef | 0 08 | 0 09 |
| Mutton | 0 05 | 0 07 |
| Veal | 0 05 | 0 06 |
| Lamb | 0 07 | 0 07 1/2 |
| Pork | 0 07 | 0 08 |
| Hams | 0 14 | 0 15 |
| Short rolls | 0 12 | 0 13 |
| Lard, pure, tubs | 0 10 | 0 11 |
| " pails | 0 10 1/2 | 0 11 1/2 |
| " compound, tubs, per lb. | 0 09 | 0 09 1/2 |
| " pails | 0 09 1/2 | 0 09 1/2 |
| " Fairbank's refined, tubs, per lb. | 0 09 1/2 | 0 09 1/2 |
| " pails | 0 09 1/2 | 0 10 |

DAIRY PRODUCE

TORONTO.

BUTTER.—Creamery prints of extra quality are firmly held at quotations. Solids are weak and inferior qualities are featureless. No particular change can be noted from last week. We quote:

| | | | |
|--------------------|---------|----------|------|
| Creamery prints | Per lb. | 0 18 | 0 20 |
| " solids, fresh | 0 18 | 0 18 1/2 | |
| Dairy rolls, large | 0 15 | 0 16 | |
| " prints | 0 14 | 0 15 | |
| " in tubs, best | 0 11 | 0 13 | |
| Under qualities | 0 11 | 0 13 | |

CHEESE.—The casiness reported last week was not of long duration and cheese has advanced again. The only cause that can be alleged is speculative buying, as there is no change in the foreign market to warrant the advance. On Monday 10½c. was paid at the Kingston board and buyers in that district were taking all they could get at that price. We quote:

| | | | |
|--------------------|---------|----------|----------|
| Cheese, large, new | Per lb. | 0 10 1/2 | 0 10 1/2 |
| " twins, new | 0 11 | 0 11 | |

MONTREAL.

EGGS.—Deliveries are commencing to come forward more freely. There is a decided improvement in the quality, which should increase consumption. Local trade continues good. The export inquiry has not been very free during the past week, therefore the buying price in the country has remained about as it was. Locally 15 to 16c. is being obtained for straight stock; 17 to 18c. for selected.

BUTTER.—During the past week there has been a decidedly firmer feeling at the country boards, at Cowansville and St. Hyacinthe on Saturday a marked advance being shown; but so far this week it has been impossible to obtain any advance over the cable. The local trade still continues to take its usual quantity, but the absence of an export demand makes the buyers uneasy. So far this season the market has been a most remarkable one; never, at any time, has the English importer shown any disposition to buy. Although in previous years the importer has expressed the opinion that he would not be a buyer, still, before the season was barely commenced, he was found operating freely. This year, however, has been an exception; any business which is being done is in a hand-to-mouth way. Weekly reports from England offer no encouragement for speculators. Local demand for finest goods is unchanged; 19 to 19½c. Dairy butter is lower, 11½c. being the highest price obtainable in large lots.

CHEESE.—In our last report we noted a decline in the market, but, contrary to the expectations of the trade generally, there has been a reaction, and this week shows sales at the factories at from 10½ to 10½c. It is impossible to know what the outcome will be. The English importers have followed the advance up until the last, but whether they will continue to take cheese is another question. If the demand ceases there will be in all probability a break in the market. Against this, however, is the fact that the season is now well advanced, and practically the only cheese left unsold is the current make, which for the next six weeks will be the best of the season. The jobbing trade is being done on the basis of 10½ to 11c.

ST. JOHN, N.B.

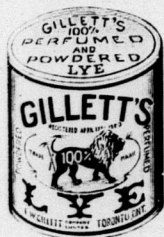
BUTTER.—Prices keep low. There has been a rather better demand, but receipts are quite large, and considerable stock is offered. Quality must be extra to bring best price quickly. There has been more creamery than usual made this Summer in New Brunswick, but the market is dull.

EGGS.—Little change in price is noted; the market is perhaps rather firmer. The supply is received chiefly from Prince Edward Island.

CHEESE.—The make of cheese in New Brunswick this year has been larger than usual. Good prices have been obtained. At present the market is rather higher. Factories have largely shipped their early cheese. There is a difficulty in getting box stuff. We quote:

| | | |
|---|------|------|
| Butter, creamery prints, per lb. | 0 22 | 0 24 |
| " creamery solids (fresh made), per lb. | 0 20 | 0 22 |
| " prints | 0 18 | 0 20 |
| " tubs | 0 14 | 0 16 |
| " tubs, selected, per lb. | 0 16 | 0 18 |
| Eggs, new laid, per doz. | 0 18 | 0 20 |
| " case stock, per doz. | 0 15 | 0 17 |
| Cheese, per lb. | 0 10 | 0 11 |

Handle Only the Best!
GILLETT'S PERFUMED LYE



is the **Standard** article.

There are many imitations of it being offered, **Refuse them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

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

When you have any

BUTTER
 OR **EGGS**

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

The J. A. McLean Produce Co., Limited
 75-77 Colborne Street
 Telephone Main 2491. **Toronto.**

+++++
LARD
 +++++



We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in packages unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

| | | | | | |
|-------------|---|----------|------------|---|---------|
| Tierces | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Tubs | - | 60 lbs. | " " | - | 5 lbs. |
| Pails, wood | - | 20 lbs. | " " | - | 3 lbs. |
| " tin | - | 20 lbs. | | | |

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

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

A PEN SKETCH OF THE CANDID MR. GOURLEY.

By H. F. Gadsby.

SEYMOUR GOURLEY, member of Parliament for Colchester, N.S., is the most prominent meteor we have in Canadian politics. His advent was entirely unexpected, and to this day no one presumes to gauge his orbit.

The story runs that when Gourley decided to contest Colchester in 1900, Sir Charles Tupper politely asked him to "go away back and sit down." Gourley replied that he knew whom his country needed better than Sir Charles did, and the event really seemed to prove that Gourley knew what he was talking about. The Conservative organization in the county reasoned with him, also counseling the mute, inglorious life of a private citizen. They pointed out how hopeless was the prospect of wresting the seat from Freeman McClure, the Liberal candidate. They threw all the cold water they could on his fire. But the meteor soul of Gourley burned on. He told them that he scorned Tupper, and snapped his fingers at their fears, and said that if the machine didn't work for him he would do without it. Both by conviction and by tradition he was a Conservative. The people knew that. If his party put up another candidate, he would bite his way in on his own account and detach enough votes from the nominee of the convention to let the Liberal slip in. At this juncture everybody surrendered to Gourley. Like Caesar, he came, he saw, he conquered, he was elected. All of which goes to show that Gourley is a great man because he can take opportunity and choke it till it's black in the face. Your truly great man moulds circumstance; he does not wait to be moulded by circumstance. In the way he dealt with the Conservative party in Colchester, he appears to have been actuated by the same spirit as that famous Roman general Sertorius, who never shirked a battle because the omens were bad. He simply invented new ones that would do the business, and won out every time.

When Gourley came to Ottawa he behaved exactly like a man of destiny. There was a certain aloofness about him which showed that his was a superior nature. He could not bear the sordid details of politics. Having trodden the Colchester clique under foot he hastened to forget the stepping stone on which he had raised himself. He did not blaze forth in the House. He was biding his time. But privately he would discuss nothing less than continents and world movements. It was evident that his was a master intellect, handling everything in the large. One of his most godlike attributes was a pervading absent-mindedness. He would take soup twice, being

under the impression that he had not had it once. He would place his cigar carefully in the soap dish and throw the soap out of the window. Once, indeed, he went to church on Saturday, which indicates that his thoughts are generally twenty-four hours ahead of the rest of the world. It was only when the verger admonished him that he had jumped a day that he would consent to retire. Up to that moment he had wondered why Ottawa was so tardy in its devotions. The incident was a trifling one, but it demonstrated to all and sundry that here was a fine, impetuous, proleptic personality that was going to make itself felt.

It also came to be known that Gourley was highly original. It had been noticed that he insisted on viewing the world from his own corner—which is, of course, what originality comprises,—but the pivotal episode occurred in No. 6, the Conservative smoking room, when Gourley was conversing with some of his friends. Gourley's seven-year-old son was with him, and Gourley's theory of education is that the legitimate curiosity of every child should be satisfied as far as the resources of the parent or instructor will allow. The topic under discussion was independence and independents in Parliament.

"Father," said this little pitcher, which had the usual amount of ears, "What is an Independent?"

"An Independent, my son," here the fond father beamed on his precocious offspring. "An Independent is generally a blankety blank scoundrel."

Anecdotes like these soon made Gourley a marked man. It was apparent that presently he would say something brilliant and startling like a Catherine wheel. In short, this meteor was bound to coruscate. Meanwhile Gourley showed that he was an immortal by his indifference to costume. Emancipated intellects have always flouted the rules of the toilet. Socrates didn't trim his beard often enough; Diogenes dressed to suit his tub; Gourley dressed to suit himself. The daily newspapers have printed pictures of Gourley as he first impinged on the horizon of the capital. It being the depth of winter, the member for Colchester wore Arctics, which reached half way to his knees, striped trousers, a frock coat, over that a pea jacket, and perched on three hairs a Persian lamb cap at the proper military angle. What the critics seized on was the fact that the tails of this frock coat protruded some two feet beyond the limits of the pea jacket. It was only when Gourley, in the House of Commons, expressed his eternal readiness to step into

the trenches against the hated Yankees that the scoffers realized what an ingenious compromise between comfort and occasion this costume of his was. Take off the cap and the pea jacket and there was the statesman en grande tenue, frock coat, cravat and all the rest of it. Take off the frock coat and the stand up collar; put on the pea jacket and the cap, and there was the soldier ready for hard work in the trenches. No doubt Gourley had figured out exactly how he could slip from one role to another by a few trifling alterations. His conduct in this regard reminds one of Napoleon, who used to bewilder his courtiers by his lightning changes of costume. One minute he would be in the throne room, slippers with gold buckles, silk stockings, white knickerbockers, and a flowered coat, the king; five minutes later he would be on the street, mounted, boots, spurs, chapeau bras, hand in his bosom, a scowl on his brow, the great hero and commander. The secret was that always ready in the next room was a pair of top boots, satin lined, which Napoleon exchanged for the slippers. The boots hid the silk stockings and disguised the knickers, which were of the regulation military color. The civilian thus became the soldier in a minute and a half if the boots went on easily and the groom had the horse at the door. Gourley's costume was built on the same principles.

As Summer waxes Gourley relaxes. That is to say, the military idea does not show so plainly in his clothing. It is natural in a being so original as Gourley that his martial ardors should burn more briskly when the weather is cold. As the mercury falls the flame of his spirit mounts and the soldier is revealed, the Yankee hater, the eagle snatcher. Gourley is more combative in winter because he believes that the Yankees will make a winter campaign of it. Consequently he must be ready to do trench work at any minute. In Summer he can sink the soldier and let the statesman come forward. But statesman or no statesman, he must not be cribbed, cabined and confined in uncomfortable garments. When the days grow warm Gourley sheds his vest—as sure a sign of Spring as the first robin. June comes and the suspenders give way to the belt. July enters and the bowler hat surrenders to a linen slouch. But all this time Gourley has not parted with his morning coat, a tailed and sombre thing quite as impressive as a Prince Albert. Button this coat up and you forget the negligé. Unbutton it and you are arrayed for the dog days. The simple, almost Spartan utility of this arrangement is admirable. And if Gourley should be charged with eccentricity in these matters he can reply that Jabel Robinson, being invited to

A DOUBLE PROFIT

Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

dinner at the Speaker's, makes a practice of wearing top boots with his evening dress, hidden, of course, but unmistakably there as the bulge near the knee reveals. Indeed Ottawa encourages these daring incongruities. In really hot weather the aides at Government House affect silk hats, frock coats and duck trousers. At any time of the year almost you may see a Cabinet Minister attired in sack coat, silk hat, the other etceteras and tan shoes. The sergeant at arms and the usher of the Black Rod take their afternoon strolls in light wood coats and black broadcloth trousers. Other exceptions are numerous. Perhaps Gourley is not so original as we at first imagined.

Gourley has been promoted rapidly since he came to the capital. After his first speech he was breveted Major; after his second he became Colonel; after his third he was General, where he sticks. He can't go any further unless Lord Dundonald moves out. Gourley is a doughty fighter. Samson himself could hardly kill more Philistines with his peculiar weapon than Gourley does. Gourley is by profession a Conservative. Only the other night he spoke scathingly of the dastardly Liberals who had approached the sacred shrine of the National Policy, stabbed it to the heart with sacrilegious hands and seized its cloak which was far too large, to conceal their faults. It will be seen from this that Gourley does not hesitate for words. On the contrary he suffers from an embarrassment of riches. But Conservatism represents only a small part of his politics. Gourley's outlook is continental, imperial, universal. He calls on geography to prove that if anybody is to be absorbed in North America it will be the United States. He believes resolutely in an Anglo Saxon confederacy, in which the monarchy will prevail. We are to be the people under an emperor. Gourley is a United Empire Loyalist in the largest sense of the term. Until all the English-speaking nations are gathered under the aegis of Great Britain Gourley would have Canada vie with the United States in everything, tariffs, railroad building, naval and military defence, anything in fact that will put the Yankee nose out of joint. The republic is destined to be our enemy until the Empire swallows it. The curious part of Gourley's creed is that while he has a tremendous, almost sanguinary, enthusiasm for the cause of empire, he thinks very poorly of the fellows who are bungling matters in Downing Street. He says that Great Britain no longer breeds statesmen. Chamberlain is a ward politician. Balfour has no spine. Rosebery stands by with his hands in his pockets. What the Empire wants is new blood from the colonies, men, let us say, like Gourley, who will rise up in the

British House of Commons, trample on their insular pride, take the conceit out of the hereditary peerage, flout their obsolete and lethargic institutions, and tell them how to manage the Empire in a truly imperial manner.

Towards the United States, which is meanwhile our hated rival, Gourley expresses the most bloodthirsty sentiments. Gourley has a soft voice and a mild brown eye. These prickly speeches of his are quite as surprising as honey in a lion's mouth.

Ottawa, July, 1903.

ORANGE CULTURE IN CALIFORNIA.

THE fruit industry of California was founded at the time of the establishment of the missions of the Franciscan monks, says Scientific American. As early as 1792 there were about 5,000 trees growing at the different missions. Apples, pears, oranges, lemons, limes, and olives constituted the greater portion of these trees. As they nearly all did well, they proved the possibility of fruit culture in California. The fruit era did not begin until about the time of the great gold excitement of 1849. Most of the emigrants to the state thought of nothing but gold; but a few of the more far-seeing obtained possession of some of the old orchards, and reaped a handsome profit by selling their fruit at the exorbitant prices that then prevailed.

Much of the land in California is especially adapted to the cultivation of citrous fruit. While by far the greater portion of the commercial crop of the state is at present grown in Southern California, the citrous fruit can be safely and profitably grown along the foothills of the Sierra Madre Mountains from San Diego to Tehama Counties, a distance of over 700 miles.

The method of propagating citrous trees such as the orange does not materially differ from that employed in the propagation of other fruit trees. One of the most difficult questions which the prospective orange grower must decide, is whether to use seedling or budded trees. The pros and cons of the question cannot be discussed here. The general tendency of progressive growers is to use only trees budded with thoroughly tested and approved varieties. Practically all the advance that has been made in improving citrous fruits by propagating and selecting seedlings, hybrids, and the like which produce superior or peculiar fruits, depends upon propagation by budding and grafting. The centre of orange culture in California is Oroville, in Butte County, about 150 miles north of Los Angeles. The climate is especially adapted for the cultivation of citrous fruits, and is so mild that the frost never injures the trees.

Throughout the Sacramento and San Joachin valleys orange trees are planted in bluffs or foothills in soil of a deep, gravelly, porous nature. So boundless is the market that, although thousands of young trees are yearly planted there is still room for more.

In preparing the land for orange cultivation, plowing and harrowing both ways is necessary in order to fit the soil for the orange tree. Irrigation is also necessary, because of the scant Summer rains. Water is piped to the lands in a common ditch with a gentle slope, and a regular flow of irrigating water is obtained. Since orange growing exhausts the soil in time, fertilizers, both natural and artificial, must be freely used. February, March, and April are the months when the ground is plowed and cross-plowed; afterward it is harrowed each way to within three feet of the trunks. The soil under the trees is cultivated by gangs of men. Trees are planted 25 feet apart, or 70 to the acre. Year-old seedlings are procured from the nurseries, which seedlings in three years attain a strong growth. When the trees are ready to bud they are pruned, all the upper branches being cut off, so that nothing but the forked stump, some three or four feet high, is left. Two T-like incisions are made in the bark, into which incisions the new bud is inserted. About two buds are inserted in each trunk. All superfluous growth is checked, and every atom of nourishment directed toward the development of the new graft. February and March is the time for pruning; September and October the time of budding. May, June, July, August and September are devoted to cultivation and general oversight. In November the fruit begins to mature, and all else is dropped in order to gather the crop. The gathering season is in full operation by the middle of the month; every man, woman, and child must work to pick, pack, and ship the ripe fruit.

Three years after budding, or six from planting the seedlings, the trees begin to bear. The first crop is 280, the second 420, the third still greater, and that of each succeeding year slightly more than its predecessor, if cultivation be never neglected. Neglect is promptly indicated by shrinking and discolored foliage and diminutive fruit.

The oranges cultivated are Washington navel and tangarines. Co-operation among the neighboring orchards provides for handling and shipping the ripe fruit. A central packing house receives the fruit from the orchards. The highest grade is 80 to the box, diminishing to 96, 112, 126, 140, 150, 176, and 200 to the box. A hopper is employed, into which the fruit is dumped, the sizes being separated in passing down the incline, the fruit dropping in its proper opening.

FRICTION

A certain amount of friction is required to put a polish on your stove, but you will avoid friction with your customers if you give them

JAMES' DOME LEAD?

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

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

TORONTO—From August 31st to September 12th.

LONDON—From September 14th to 19th.

Our Representatives—Messrs. Wm. Gray, T. C. Fleming,
T. Johnston, A. E. Barbour and J. G. Wallace

Messrs. Gray and Fleming

will occupy warerooms at

will be at their old quarters,

62 Bay Street, - - TORONTO.

Room 3, Tecumseh House, LONDON.

CHINA
CROCKERY
GLASSWARE

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

OPEN LETTER.

To the Retail Grocery Trade of Western Ontario:

DEAR SIRS,—We thank you for your past patronage, and wish to say that we are still doing business at the old stand, No. 156 Dundas street and 155 Carling street, and never were in better position to cater to your wants. In the last few years there have sprung up so many forms of Companies, Corporations, Associations and Combinations that it is difficult to foresee where these combinations are going to end. In fact the average Retail Grocer to-day does not know where he is at, or who he is dealing with. Now, to avoid any doubt on this matter, so far as we are concerned, we would respectfully ask you to send your orders to us, either through our travellers, by letter, telegraph or telephone, and by so doing we will be responsible to you, and you to us, and to no other person or persons. We will meet all legitimate competition, no matter from what source. We make a specialty of Black and Green Ceylon Teas, Japan and Indian Teas, Raw and Refined Sugars, New Orleans Syrups and Molasses, Canned Salmon, Japan and Fancy Rices, Currants and Raisins, Cereals, Cheese, Lard, etc., etc. We control for London certain leading brands of goods, such as the celebrated "Quaker Brand" of canned goods, Clover Leaf Salmon, and other lines for which we solicit your wants, and we will give your orders our best attention.

Yours very truly,

John Garvey,

Wholesale Grocer, 156 Dundas
Street and 155 Carling Street,

LONDON, ONT.

Features of the Dominion Exhibition

THE Dominion Exhibition was auspiciously opened Saturday afternoon by Lord Strathcona and Mount Royal, for despite the threatening

The directors have made great efforts to meet these expectations, as the numerous new buildings and improvements show. Of course the fine new steel and

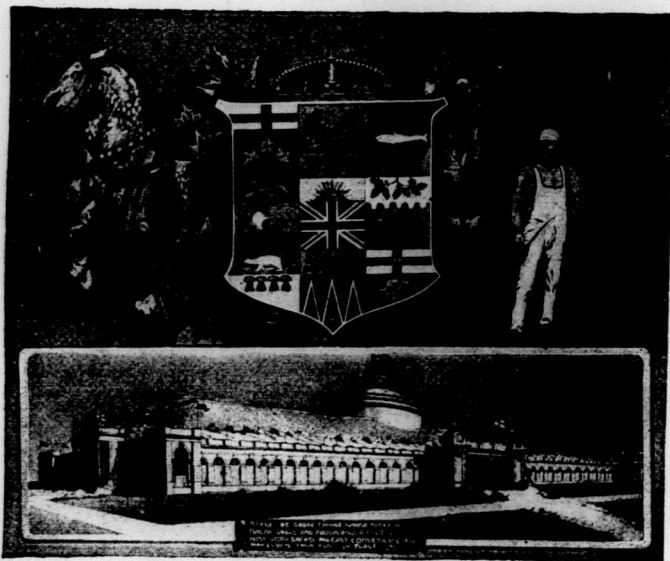
brick Manufacturers' building overtops all others. Overlooking the lake, and surrounded by the Departmental buildings, it is the centre of attraction for all visitors.

Hither through a pelting rainstorm a representative of "The Grocer" wended his way Monday afternoon, bent on the everlasting search for something new. He found it. Monday was Children's Day. The rain had dri-

aproned lady assistants were explaining to an inquiring public the virtues of Libby's canned meats. Further on the crowd were making frantic efforts to reach a pretty girl, who was distributing samples of potted cheese on a buttered cracker. The scribe joined the crowd. "MacLaren's," she said, as he sampled the miniature lunch. Carling's were next, but, unfortunately, they were not giving samples; nor, indeed, were Labatt's, across the way. After the cheese—but that's another matter. Jones, who accompanied the scribe, was meanwhile examining the jellies and fruit extracts displayed by The Greig Manufacturing Co.

The next street might be called Cereal Lane, for here are located most of the breakfast foods. There they were, Swiss Food, Tillson's Pan-dried Oats, Shredded Wheat, all in a row; across the way Malta-Vita, and around the corner Quaker Oats. Jim Dumps was through stress of circumstances unable to be present. As samples were given out by all these booths a varied menu was available for any man or woman of first-class elbow power; Jones shone. The scribe meanwhile gazed meditatively at the imposing pyramid in which Christie's biscuits were arranged and tried to calculate the number of varieties.

He grew hungry while he gazed and made his way down the aisle to where The Horton-Cato Manufacturing Co. were entertaining to an Exhibition lunch garnished with their Royal salad dressing.



and drizzling skies a large crowd braved the rain to be present on opening day. The occasion was a memorable one. It was a happy idea in pursuance of which our High Commissioner to London was invited to open this, the first Dominion Exhibition. His life has been a great Canadian epic. In sixty-five years the Scottish youth passed through all the gradations from Hudson Bay Company clerk to factor, director, president, member of Parliament, High Commissioner to London and Peer of the British Empire. In sixty-five years the little straggling band of discontented and rebellious provinces have passed through all the gradations from poverty and dependence to our present proud position of local autonomy and material prosperity. It was eminently fitting that this man should open an exhibition the object of which is to show to ourselves and to the world the advancement we have made in all the arts.

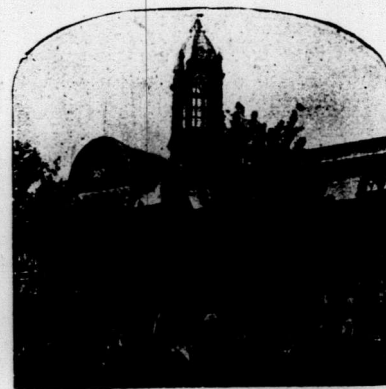
Great things have been expected of the Exhibition this year. The fact that it was to be not a provincial, but a Dominion affair, that the Dominion Government had made a liberal grant to assist in making it a success, that His Majesty King Edward had been graciously pleased to loan the jubilee presents, all contributed to heighten the usual interest taken in this great annual exhibition.

ven them to cover, and they were driving their elders to distraction. Thinking he had come to the Machinery Hall by mistake, the scribe was for turning back into the rain, when he discovered the cause of the tumult. At length the weather faired up, some of the children got out, and the scribe was able to get in.

The building is even more imposing inside than out. The great arched roof gives a splendidly clear space in the centre, but, unfortunately, the great steel supports seriously mar the appearance of many of the stalls around the outer aisles.

The new building was, needless to say, filled to its capacity, and the ensemble was one of which a Canadian might well be proud. Nine-tenths of the exhibits were, of course, of Canadian manufacture, a fact which the sight-seer was unable to overlook, for the Canadian Manufacturers' Association, with commendable enterprise, had made a lavish distribution of handsomely embossed cards bearing a maple leaf and the pregnant words MADE IN CANADA. No matter where one might look, he was confronted by this device.

Turning to the right, "The Grocer" representative edged his way through a crowd of surging Young Canada to a booth festooned with red and white bunting, where a young man with a winning smile and two or three white-



Transportation Building.

Royal baking powder occupied a prominent place in the neighboring stand of Leeming, Miles & Co., who were also selling samples of chocolate.

Pushed hither and thither by the crowd and tripped up by small boys, the "Grocer" representative was still able to note

IT TAKES MORE THAN MERIT TO SELL GOODS.

Merit is a mighty good thing to have as a foundation, but a foundation isn't a house-top, and the house-top is the thing that sticks up.

Your goods may possess the most merit and your ads the least—perhaps they don't balance.

Your announcements should be as far superior to the announcements of your competitors as your goods and methods are superior to theirs. Nowadays "a man is known by his advertisements."

Trade paper space is like good land. Of itself alone it will produce something, but properly worked it yields abundantly.

If you'd like to accomplish more with your advertising expenditure—if you'd like your advertising to become conspicuous for its merits—to be, above all, resultful—make use of our Department of Advertising Service.

We can be your advertising-manager if you say so, originating and executing plans for the extension of business—or working with you simply to the extent of preparing good ads, booklets, mailing cards, catalogues, etc.

We devise plans, write copy, design, illustrate and supervise the printing of high-class advertising literature. All or any part of this assistance is available at reasonable charges.

Consultation as to methods and samples of work done will illustrate our usefulness. Free, of course.

DEPARTMENT OF ADVERTISING SERVICE

" IDEAS FOR ADVERTISERS "

MacLean Publishing Co., - 232 McGill St., Montreal
10 Front St. E., Toronto

an attractive exhibit, bearing the words, "Pure Gold." Around the corner he was confronted by the words, "Quick O," and hastened to obey the injunction. But after all he was too late; all the samples had been given out. Across the way St. Lawrence starch confronted the passer-by, who, in many cases, having just come in out of the rain, was sadly in need of it.

In the next stall, prettily decorated with blue and white bunting, The Blue Ribbon Tea Co. were dispensing the cup that cheers but inebriates not. As the kettle was on the hob, we chatted with the attendant till the expiration of the seven minutes she said Blue Ribbon tea must stand while brewing. "I add the boiling water, but never put the pot on the stove," said she. After enjoying the fragrant beverage we concluded the directions were sound.

Refreshed, we again set out on our expedition of discovery, and soon descried another potted cheese stand. On closer examination it proved to be Millar's, with

boiled candies. The mysteries of the trade were being explained, when Jones, observing a stone jug in the corner, discovered a dryness in his throat. His discovery was effective, and we were able to add unfermented wine to our list of things sampled. The Ontario Grape Growing and Wine Producing Co., whose stall was immediately opposite, were exhibiting another kind of wine, which was not available for sampling purposes.

The McGregor Harris Co. next attracted attention with the red and black plaid boxes of butter-scotch, which overshadowed their equally attractive display of soft-boiled goods.

The familiar giant coffee pot which surmounts Eby's exhibit was an invitation to partake of a steaming cup of coffee not to be passed by.

At the next corner The Armour Co. were inviting all and sundry to refresh themselves with a cup of Vigoral. We were refreshed and passed on to conclude a continuous lunch with the inevitable

he of no interest, its glory having paled before the dawn of some new wonder.

On a more leisurely stroll the interesting display of The Dominion Brewery Co. came in for notice, and comfortably located near the cereal goods was a sight to delight the eye of the smoker, as he found displayed for his edification the soothing weed in all stages from the verdant plant to the tin-tag plug. T. J. Horrocks was responsible for this exhibit.

On the opposite side of the great hall near the northern entrance was found a pyramid of pickles. The effect was tempting in the extreme, and on a huge green cucumber hanging over all, appeared the word "Heinz."

The rain had ceased and we went out in the open air to ponder on what had been seen. The exhibits as a whole were indeed creditable and worthy to have been "made in Canada." But, for the absence of that competitive element which adds such zest to some other departments, such, for instance, as the dairy and live stock,



Manufacturers' and Liberal Arts Building.

Mr. Millman in charge. We joined the crowd and finally were rewarded with the regulation taste on a cracker. Jones doubled and got two samples. Things were becoming interesting. With Cowan's cocoa just ahead, our steps were being guided into pleasant places. "Would we like to try a cup of cocoa?"

Well, rather! When it is raining outside there is much virtue in a cup of cocoa inside. We departed in a happy frame of mind to divide our attention between the fine exhibit of The Edwardsburg Starch Co. and the Highland laddie who stood guard over The E. W. Gillett Co., Limited, striking display of Magic baking powder.

A few steps brought us face to face with the very interesting exhibit of the Sunlight Soap people, while down the aisle the Comfort Soap exhibit was built up behind a huge cake of their specialty.

A turn down a cross aisle brought us up before The Crown Manufacturing Co.'s display of jams, fruit extracts and hard

cracker, this time charged with Bow Park Cream Cheese.

We were beginning to realize that we had dined, so were glad to find the next exhibit in our line to be a very creditable one by The John Taylor Soap Co.

In close proximity we found an attractively gotten up stall in which were displayed the fruit flavors and Hygeia Waters of The J. J. McLaughlin Co. There was a crush so we passed on to examine an exhibit of Social tea which was very tastefully arranged.

Near at hand The City Dairy Co. were making an exhibit of condensed milk, while a little further on was located the booth of the Tobler Swiss chocolate people.

We had completed the circuit of the great building, but there were yet very creditable exhibits which are passed unnoticed while turning a corner to avoid a howling mob of small boys frantically reaching for a souvenir which is of no use to them and which in half an hour will

the exhibits we have outlined in brief might be pronounced unexceptionable.

As will be gathered from what has been said above, the practice of inviting visitors to sample the various foods on exhibition has become very general, indeed, adopted wherever possible. The sight of a surging crowd of well-dressed people eagerly pressing around a booth and jostling each other in their efforts to get a morsel of cheese on a cracker, has a ludicrous aspect, but in a crowd people forget to stand on their dignity. In any event the sample food counters are well patronized.

THE DAIRY SECTION.

Last year the Dairy building was too small to accommodate all who wished to witness the competitions and hear the lectures; so, to overcome this difficulty, the building this year has been enlarged by the addition of a lecture theatre capable of seating comfortably 1,200 people. It is in the shape of an amphi-

The tea dealer who buys any old tea, mixes it up until it don't taste like tea at all, more like Cocoa, had better make hay while the sun shines.

Blue Ribbon Ceylon Tea

is honest tea—obtained exclusively from certain tea estates in Ceylon. It is pure tea and the people know they get what they pay for when they buy Blue Ribbon. You can't fool all the people all the time, you know.

The quality tea of Canada.

Every grocer our agent.

theatre, and the arena is utilized for the exhibition of up-to-date methods of making butter and cheese. Professor Dean, of the Guelph Agricultural College, is in charge of the building. The most interesting feature of the dairy exhibit is the daily programme in this theatre. Daily lectures started on Wednesday afternoon, and they will continue until Friday, September 11. During the lectures the actual process of buttermaking or cheesemaking is being carried on. Wednesday, September 2, George Publow lectured on "The System of Factory Instruction in Eastern Ontario." On Thursday the subject was "The Exhibits of Cheese and Butter at the Industrial Fair," by J. A. Ruddick. The following is a programme of lectures from Friday: Friday, September 4, "The System of Factory Instruction in Western Ontario," by Geo. H. Barr; Saturday, September 5, "What the Farmers' Institutes are Doing for Dairying in Ontario," by G. C. Creelman; Monday, September 7, "What the Ontario Agricultural College is Doing for Dairying and the Ontario Farmer," by Dr. Jas. Mills; Tuesday, September 8, "How Eastern Ontario is Maintaining the Reputation for Fancy Canadian Cheese," by D. Derbyshire, Brockville; Wednesday, September 9, "What the Ontario Provincial Department of Agriculture is Doing and Going to Do for Dairying," by Hon. John Dryden; Thursday, September 10, a subject

to be selected by Prof. C. C. James; and Friday, September 11, "The Manufacturer's Side of Co-operative Dairying," by J. N. Paget, Canboro', and Jas. Connolly, Porter Hill.

A very interesting feature is the cheese exhibit. George Publow, who is in charge, says that it is much larger and more comprehensive than ever before. One thing that he has noticed particularly in this year's exhibit is the uniformity in quality and size of the cheese. The quality is not quite up to the standard of former years on account of some peculiarity of this season. Eastern Ontario has a fine exhibit and the majority of the prize cheese are from that section.

The Dominion Department of Agriculture has an interesting exhibit, demonstrating the superiority of cool cured cheese over ordinary cured, and of waxed over unwaxed cheese. The following is a table showing the relative shrinkage of cheese made from the same milk but cured at different temperatures:

| | Ordinary Temperature 60 to 80 degs. | | Cool cured 58 degrees. | |
|---------------------------|-------------------------------------|-----|------------------------|-----|
| | lb. | oz. | lb. | oz. |
| Green weight, July 8..... | 85 | 1 | 84 | 9 |
| " " " 21..... | 83 | 12 | 84 | 4 |
| " " " Aug. 26..... | 82 | | 83 | 8 |
| Loss in weight..... | 3 | 1 | 1 | 1 |

The butter exhibit is very good this year, both as regards quantity and quality. For the most part the prizes have been captured by Quebec. Ontario can be credited with only one first prize, that

being for the best tub or box of butter of not less than 50 pounds.

The exhibit of cream separators is large and varied. The method of separating cream from the milk by the centrifugal separator is demonstrated every afternoon.

The Linde patent refrigerator machine attracts a good deal of attention. It is manufactured by The Linde British Refrigerator Co., Montreal, and it supplies the different refrigerators in the Dairy building with cold air led from the engine to all parts of the building by ice-encased pipes.

THE WEST INDIAN EXHIBIT.

A feature of the Exhibition especially interesting to the grocery trade, is the exhibit made by our West-Indian sister colonies. This department, which is in charge of Mr. Charles Pickford, is much larger and better than last year, and well repays a visit. The products of these tropical islands are most tastefully arranged and are teeming with suggestions for the increase of our trade in that direction.

THE HONEY SECTION.

The Apiary building this year is filled to overflowing with the product of the busy little bee. The exhibits are of a most interesting nature. There is clover and basswood honey there as clear as amber, and the buckwheat product, that

might be mistaken for dark maple syrup. The comb honey on exhibition was remarkably good, and the little beeswax on exhibition was unexceptionable. A hive of bees at work was an interesting sight for more than children.

THE JUBILEE PRESENTS.

The special attraction of most interest at the Exhibition this year is no doubt the collection of presents made her late Majesty, Queen Victoria, on the occasion of the Diamond Jubilee, which was graciously loaned for the occasion by His Majesty, King Edward VII. The collection is on exhibition underneath the grandstand and is guarded by a strong squad of policemen and a detachment of soldiers, who are on guard with fixed bayonets. The collection is a remarkable one, and the Eastern decorative work in gold, silver and ivory is a revelation to the western mind. Barbaric pearl and gold were indeed showered at the feet of her late Majesty. Interesting as the collection is, it by no means comprises all the presents received on that memorable occasion. The presents from other members of the royal family and from private persons, many of them of exceeding interest, have not been included in the collection. The Dufferin presents are on exhibition along with those loaned by His Majesty.

PERSONAL MENTION.

Mr. W. F. Haygarth, general merchant, Canfield, Ont., was in Toronto this week, combining business with pleasure.

Mr. W. H. Halford, representing S. H. Ewing & Sons' tea and spice house, of Montreal, is taking a short business trip to the Toronto market this week.

Mr. R. S. Herron, of R. Herron & Co., Montreal, is down in the Maritime Provinces for a few weeks. Mr. Herron's trip is but a flying one this time, the interests of "Red Cross" jelly powder, extracts, etc., requiring his attention.

Mr. E. T. Carter, Toronto, is having some large shipments of wool from the Northwest this season. He was in Owen Sound one day last week and forwarded a train load of 22 cars. His total purchase for this season of Northwest wool will amount to over 500,000 lb.

M. Armand Chaput, of L. Chaput, Fils & Cie, Montreal, is enjoying a few weeks holiday up in the fishing district around Labelle. As the sport is said to be good, and M. Chaput an active lover of the game, it is to be expected that a nice string will result, as well as a beneficial trip physically for M. Chaput.

Mr. A. Chouinard, representative of Ocean Mills (Chinese Starch), Montreal, has returned from his eastern trip, taking

in Quebec through to the Gaspé coast. The publicity that has lately been given to the merits of Chinese Starch, through the columns of THE CANADIAN GROCER and the French press, has given a great impetus to his sales.

Mr. Donald Stalker, of Moses Risk & Son, Limited, Glasgow, Scotland, is visiting the Canadian market, and is at present looking up the Montreal trade in company with Mr. I. S. Wotherspoon, their Canadian representative. Though only introduced to the Canadian market a short time ago, the Risk 3 Star Scotch whisky has met with satisfactory acceptance by the trade, the leading hotels, clubs and saloons having it on sale.

Mr. D. J. Byrne, of Leonard Bros., Montreal, has just returned from a trip to the Maritime Provinces. Mr. Byrne visited the principal fishing stations of his firm in Cape Breton and Nova Scotia. His investigations led him to the conclusion that owing to the unfavorable results obtained by fishermen so far, prices will advance, particularly in dried fish. Fish oils also indicate higher figures. A very good trade is looked for, and fishermen anticipate profitable figures.

PAPER BAGS.

American paper bags have been received into store by the jobbing trade in Montreal, both stationery and grocery trades. Prices are considerably lower than Canadian manufacturers are offering. It is claimed that these importations are the result of independent action of the Canadian paper manufacturers' combine. The shipments to hand are so far only an experiment, but if satisfactory business results larger orders may be looked for.

ALIMENTARY PRODUCTS.

Mr. B. O. Beland, 26 Lemoine street, Montreal, calls the attention of the trade to his stock of fine fresh products, such as pates de foies gras, asparagus, spinach, sardines in oil, tomato and cayenne sauce, haricots verts, legumbres, artichokes, French peas, petit pois, (fins, extra fins, choix and extra choix). Mr. Beland is sole Canadian agent for the following French houses: Bouvais-Flon (Ville-en-Bois), Nantes; G. Barbier, Succr., Paris, and G. Chauveau, sr., Paris. The quality of these goods is of the highest, and epicures are assured of keen satisfaction. Mr. Beland solicits inquiries for prices, and guarantees prompt and careful attention to all orders. His address is 26 Lemoine street, Montreal. [Advt.]

OBITUARY

Death of Mrs. J. Bruce Payne.

MRS. BRUCE PAYNE, wife of Mr. J. Bruce Payne, the well-known cigar manufacturer of Granby, P. Q., died on Thursday morning last, August 27. Mrs. Payne, who was but 34 years old, some time ago contracted tuberculosis and in spite of every effort to check the disease she succumbed. Mrs. Payne was a daughter of Mr. C. M. Hoodley, Granby, and was much esteemed in the community in which she lived for her lovely disposition and truly Christian character. She was married to Mr. J. Bruce Payne in 1890. By her death one young son and two daughters are left motherless. Mr. Payne, who is one of Granby's most prominent and popular citizens, has the heartfelt sympathy of the entire community. THE CANADIAN GROCER extends its sincere sympathy to the bereaved husband and father in the heavy loss he has sustained.

Died in Halifax.

News comes from Halifax of the death on Monday last of John Hunter, a well-known Toronto commercial traveller. Mr. Hunter had been taken sick at the Halifax Hotel three weeks ago and was removed to the infirmary, where death occurred. He had travelled for years, principally in the Maritime Provinces.

Owen Sound Traveller Dead.

The death occurred at Owen Sound on Monday last of William M. Barclay, travelling representative in the Muskoka territory and in Northern Ontario for The McLaughlan and Sons Co., Limited, wholesale grocers and biscuit manufacturers, Owen Sound. On the previous Wednesday Mr. Barclay came home from Bracebridge, suffering from constipation. Intestinal trouble developed, and an operation was performed, but too late to save his life. Mr. Barclay had been on the road for the above company for 14 years.

INVITATION TO SEE TEA PACKED.

The Salada Tea Co. are inviting their friends in the trade visiting Toronto during the Dominion Exposition to visit their warehouse, 32 Yonge street, to see them packing "Salada" Ceylon tea in sealed lead packets. They have blerding, packing, labeling, nailing and electric weighing machines in operation, and it will certainly well repay you, if you visit Toronto during next week, to give "Salada" a call.

We are very **Busy** AT OUR EXHIBIT AT THE **Fair,** DEMONSTRATING
TO THOUSANDS EVERY DAY, THE SUPERIOR EXCELLENCE OF OUR

"GOLD MEDAL" COFFEE 1 and 2-lb.
TINS
WHOLE OR
GROUND

THE ACME OF PERFECTION IN THE BLENDING OF FINE COFFEES
YOU WILL BE WISE TO PREPARE FOR THE DEMAND AND PLACE YOUR ORDER FOR A CASE OR TWO
WE INVITE YOU TO MAKE OUR WAREHOUSE YOUR HEADQUARTERS WHEN VISITING THE FAIR.

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

HINTS TO BUYERS.

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

The Eby, Blain Co. have just passed into stock a new line of olives stuffed with capers, and capers and pimento, in several very attractive, different style bottle.

Parke's catsup flavor may be had from Lucas, Steele & Bristol.

Columbia Spring salmon, packed by J. H. Todd & Son, are offered by Dearborn & Co., St. John.

A. L. Goodwin, St. John, is now receiving full car shipments of Ontario fruits, chiefly plums and peaches.

A second consignment of Japan teas, "F.C." brand, are expected shortly by Hudson, Hebert & Cie. The first lot of 550 half-chests were sold out promptly. Prices are very attractive.

The Eby, Blain Co. are quoting low prices on a new shipment of Shell and La Verge brands of French castile soap, bars and tablets, 100 and 200s.

Lucas, Steele & Bristol offer Patterson's preserved fruits (Lorne) in glass, quality extra.

The R. & J. H. Simpson Co., Guelph, have a snap to offer in green Rio coffees.

E. E. McMichael, St. John, N.B., has just received a large shipment of Upton's jams.

Enamel washboards, brass washboards, nickel washboards and glass washboards are offered by Lucas, Steele & Bristol.

The Eby, Blain Co. report a very active demand for the Doolittle gem jars. Grocers whose stocks are running low would do well to send in their orders before their stock is depleted.

Lucas, Steele & Bristol have received another lot of that fine boned and skinned codfish.

H. P. Eckardt & Co. have received a shipment of Phonograph pineapple, packed in the Bahamas, the quality of which is unexcelled.

The new warehouse for Red Rose tea, built by T. H. Estabrooks, St. John, is now nearing completion. It is one of the largest buildings in the city.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, report the arrival of a very fine line of new crop Japan tea in half-chests which they are offering at special prices.

McMechen's "Nail City" tomato catsup in glass and gallon jars, also "Old Virginia" salad dressing are selling well with Lucas, Steele & Bristol.

The A. F. MacLaren Imperial Cheese Co., Limited, are now taking their Fall orders for Jamieson's Loch Fyne herrings in kegs to arrive in October. Orders should be in early in order to insure prompt delivery.

Hudon, Hebert & Cie, Montreal, are in receipt of a shipment of French briar pipes, also carved and plain meerscham pipes, both grades in large and varied assortment.

SOCKEYE SELLING BASIS IN U. S.

INTEREST in salmon with special reference to futures was increased this week, says The New York Journal of Commerce, by the action of The Pacific Selling Co. in fixing a selling basis on the 1903 pack of sockeye fish packed by The Pacific Packing & Navigation Co. The prices f.o.b. coast named compared with the opening basis last year by the same company were as follows:

| | 1903 Per Doz. | 1902 Per Doz. |
|----------------------|------------------|------------------|
| Sockeye talls | \$1.50 | \$1.25 |
| Sockeye flats | 1.60 | 1.35 |
| Sockeye halves | .85 | 1.00 |

These prices have been submitted to a few buyers who placed their orders subject to approval of prices early in the season and apply only to the labelled goods. Unlabelled goods and salmon packed on buyers' labels are held at 5c. per dozen higher on talls and flats, and 2½c. per dozen higher on half-pounds. The prices are regarded as high—higher than was anticipated several days ago, when a basis of \$1.35 f.o.b. coast on talls was talked of. The developments in the sockeye situation of late, however, have completely altered the views of packers on the coast and their representatives here. The total pack of salmon in Puget Sound is figured at less than 200,000 cases, as against 325,000 last year, and it is believed that at the basis fixed today the outlook is that orders already booked and likely to be confirmed will take care of all this interest has to sell. The attitude of the principal packers seems to be one of indifference, and this in connection with the high prices named, is attributed to the fact that English buyers are active on the coast in trying to secure this year's sockeye pack at a sterling price of 26s. delivered, but without success to date. The price of 26s. would, it is stated in well-informed circles, net packers on the coast about \$1.57 per dozen out there.

The increased interest shown from the English markets for sockeye salmon has been brought about by the extreme shortage of the British Columbia pack. This is figured in late advices from the coast at 400,000 cases.

THE OYSTER CROP.

Advices from Stamford, Conn., are to the effect that the oyster take from the Connecticut beds is likely to prove a failure. A recent inspection of the beds shows that scarcely any oysters are set, although the season is already at hand.



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

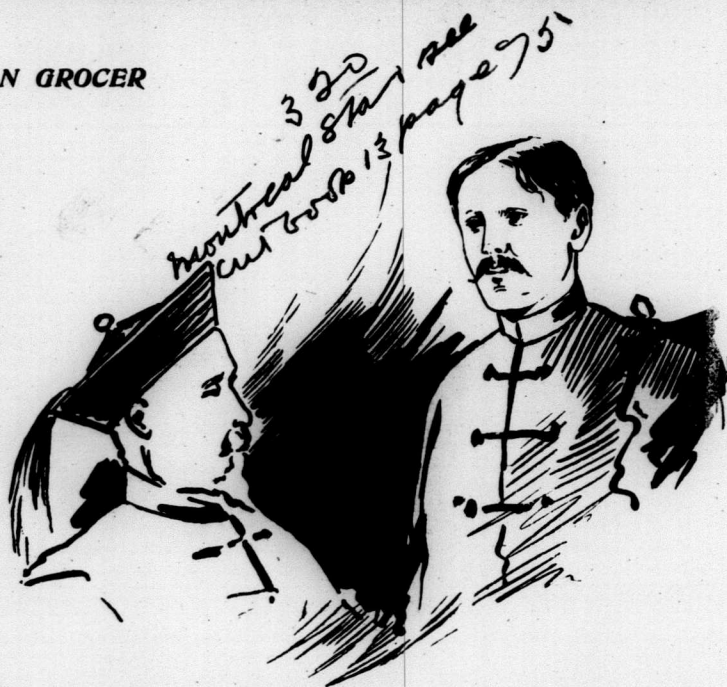
post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

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

Specimen Copies Free on Application.



A Malicious Artist!

The advertising artist of **CHINESE STARCH** is very malicious at present. His brain is full of designs and ideas; if an idea suits him he draws it for the purpose of producing the proper effect.

The above little cut portrays two characters, unlike but still alike. It represents men of mark, men of sphere, of epochs, of events. In the one is represented **Li-Hung-Chang**, who, with **Bismarck**, was the greatest diplomat of his time. In the other—young, active and energetic, presented in "Chinese tunic" (the artist's fancy)—is the portrait of the proprietor of the famous **CHINESE STARCH**. This comparison between the grand personality of the great diplomat and the modest young Canadian is due to **CHINESE STARCH**.

Portraits of people who have undergone miraculous cures are often published. "Why not," says the artist, "publish the portrait of one who required in producing his fine linen the use of the famous product **CHINESE STARCH**? Also the portrait of the Canadian manufacturer?" Said and done.

This is not only an advertisement, but also good information. M. Lefebvre, the starch manufacturer, consents to the use of his portrait by the artist.

When starching and ironing are easily done with **CHINESE STARCH**, this little truthful sketch will be remembered.

Grocers, insist upon getting **CHINESE STARCH**. Retails at 10c. package. Ask your jobber for it. For sale everywhere.

Manufactured by the
OCEAN MILLS,
MONTREAL, P.Q.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: **TODHUNTER, MITCHELL & CO.,** Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES.

| | | |
|------------------|-------|--|
| MONTREAL | - - - | 232 McGill Street. Telephone 1255. |
| TORONTO | - - - | 10 Front Street East. Telephones 2701 and 2702. |
| LONDON, ENG. | - - - | 109 Fleet Street, E.C. |
| MANCHESTER, ENG. | - - - | 92 Market Street. H. S. Ashburner. |
| LONDON, ONT. | - - - | Hiscox Building. Walter H. Lindsay. |
| ST. JOHN, N.B. | - - - | No. 3 Market Wharf. A. B. Pickett. |
| NEW YORK | - - - | Room 1241 New York Life Bldg. W. T. Robson. |
| WINNIPEG, MAN. | - - - | 377 Cumberland Ave. D. J. Benham. |
| VANCOUVER, B.C. | - - - | Geo. S. B. Perry. |

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

BUSINESS MEN AND THE DOMINION EXHIBITION.

BUSINESS men should visit the Dominion Exhibition that is being held in Toronto. Aside altogether from the opportunity of visiting the wholesale and retail houses which is afforded, there is much to be learned from the industrial features of the Exhibition.

The Exhibition is without doubt the best that has ever been held in Toronto. The entertainment features have not been forgotten, but more attention than hitherto has been paid to those branches which are of the most importance to the industrial and commercial life of the country. There is consequently a great deal to be seen at the Exhibition that is of direct interest to those engaged in manufacturing and mercantile pursuits.

President McNaught and Manager Orr are to be congratulated upon the general improvement that is everywhere apparent. THE CANADIAN GROCER has for years urged the Exhibition authorities to offer that encouragement to the industrial interests of Canada that was their due. This the old regime failed to do. The new has struck

EDITORIAL

out along the right lines. It is to be hoped they will continue to hew to them.

THE SALMON PACK.

OUR advices from the Coast this week are not of an assuring nature. The pack is undoubtedly a small one. That on the Fraser river up to the end of August was as follows:

| | Cases. |
|-----------------------------|--------|
| Albion..... | 5,900 |
| Atlas..... | 3,193 |
| Anglo-American (1)..... | 3,690 |
| Acme..... | 3,321 |
| Britannia..... | 5,927 |
| Brunswick No. 2..... | 5,121 |
| Beaver..... | 5,130 |
| B. A. and C. Pass..... | 4,906 |
| B. C. Packing Co..... | 4,642 |
| Canadian Pacific..... | 3,888 |
| Curries..... | 3,183 |
| Colonial..... | 2,812 |
| Celtic..... | 3,138 |
| Cleeve..... | 3,956 |
| Deas Island..... | 5,203 |
| Dinsmore Island (2)..... | 2,922 |
| Ewens..... | 6,633 |
| English Bay..... | 2,850 |
| Federation..... | 4,014 |
| Fraser River..... | 4,561 |
| Gulf of Georgia..... | 10,392 |
| Great Northern (3)..... | 2,000 |
| Industrial..... | 2,741 |
| Imperial..... | 14,609 |
| Phoenix..... | 5,954 |
| Pacific Coast..... | 4,430 |
| Richmond..... | 981 |
| Scot. Can..... | 8,989 |
| St. Mungo..... | 5,935 |
| Star..... | 6,422 |
| Terra Nova..... | 6,747 |
| Vancouver..... | 4,928 |
| Wadhams..... | 5,028 |
| Westminster Packing Co..... | 4,743 |
| Eagle Harbor (4)..... | 2,000 |

177,992

The canners are endeavoring to persuade the Dominion Government to prohibit the catching of sockeye for a certain period. The telegram which the Fraser River Canners' Association sent to the Minister of Marine and Fisheries embodying their views, read as follows:

The Fraser River Canners' Association, in view of the lamentably short run of sockeyes on the Fraser River, and the entire absence of salmon from the spawning grounds, respectfully pray that your Department will prohibit all fishing on the Fraser River from August 29 to September 12 inclusive, in order that the balance of the sockeyes remaining outside may be enabled to reach the spawning grounds, and the hatcheries get some supply of spawn. If close season not ordered, future of industry seriously threatened. Immediate consideration and favorable reply by wire is earnestly requested in the interests of the canners and of the fishermen.

The Canadian Grocer

THE BEAN CROP.

ADVICES from Chatham are to the effect that prospects for the next crop of beans are very much impaired since one week ago, owing to the drenching rains that have occurred almost continually over that period. A considerable acreage got pulled just previous to the bad weather setting in, and the farmers think the week's exposure in the rains is likely to cause great damage. They say the vines are turning black, and beans commencing to burst from the pods. Reports from the country have brought about a very decided change in sentiment, growers and dealers now realizing that beans will see a big advance. Bad reports have also been received from Michigan points, their crops being apparently in as much danger as those in Western Ontario.

CORN AND TOMATO OUTLOOK.

THE prospects for the corn and tomato pack do not appear to be particularly bright. In answer to an enquiry from THE GROCER The Canadian Canners' Consolidated Co's., Limited, report the season much the same as last year. The corn, it seems, owing to poor seed, had to be replanted several times, and this, with cold weather, has made the crop much later than usual. Tomatoes are also late, although the plants are strong. A month of hot, dry weather is required to ripen the crop. "Much," the report concludes, "depends on September as to what the crop will be."

The Bloomfield Packing Co., Limited, in answer to a similar enquiry, write that comparatively speaking no goods in either corn or tomatoes have been put up as yet. Apart from quality, which is only ordinary, it is pointed out that but four or five weeks remain in which to pack the requirements of the country. This the Bloomfield people regard as impossible. In support of this contention they draw attention to the fact that the market is at present completely bare of these two lines, and the trade is anxiously awaiting for the new pack. "It is a pretty safe prediction," they add, "that before another 1st of September rolls round the Canadian

public will again be eating Yankee tomatoes at \$1.50 per dozen."

The only ray of hope comes from Essex County, where the seasons are more advanced than further east. W. A. Malcomson, of the Sandwich canning factory, says that the crop of tomatoes in Essex County this year will be very large. They will not ripen as early as last year, but give promise of being a better quality than in former years.

From all of which it may be gathered that a hot September is greatly to be desired.

IS IT A SUBTERFUGE?

ANY proposal to remove the embargo on Canadian cattle has the same effect on the English cattle breeder as a red rag on a bull. Despite the fact that a clear bill of health has again and again been established for Canadian cattle, the Englishman continues to hark back to the old libels on the health of Canadian cattle. The recent renewed efforts toward the removal of the embargo incites a correspondent of *The Standard* to fulminate as follows:

"What our Canadian friends really demand is the repeal of the Act of Parliament embodying the sanitary policy in relation to animals deliberately adopted after many years of controversy and repeated costly proofs of the unsafety of allowing foreign or colonial cattle to come into the interior of Britain. That act has given a degree of confidence to the breeders of the United Kingdom that they never possessed before it was passed. It would be an outrage to repeal it for the sake of getting a few thousands of Canadian store cattle annually. At present Canadian cattle come to Britain in fat state in increasing numbers. It would be no advantage to the consumers of Britain to allow them to come in a lean state instead."

This is pure moonshine. Mr. Robert Bickerdike, M. P., at the Congress of Chambers of Commerce of the Empire hit the nail on the head when he said: "This Board of Agriculture has, unfortunately, for years, and is at the present time, in our opinion, perverting the facts in connection with this Canadian grievance of ours, to the mean subterfuges of equivocal language, for the purpose of continuing a

EDITORIAL

system of protection, not against disease, but which has for the sole object the prevention of competition in live stock from the Dominion."

If the English farmer wants protection from Canadian competition, and the British consumer is willing to let him have it, we have no complaint. But Canada objects strenuously to having the health of her cattle impugned in order to serve the selfish interests of the English cattle-raiser.

THE AMERICAN INVASION.

A GOOD deal has been said about the influence on Canada of the settlers in the Northwest from the United States. Americans are comforting themselves over the loss of so many thousands with the thought that these children of Uncle Sam will remain American in spirit, and will be instrumental some day in causing a peaceful revolution in the political allegiance of the Empire stretching toward the golden north. It is to be expected that those who feast on William T. Stead's "Americanization of the World" will find consolation from such reflections. Canadians can afford to look upon these fond dreams of American statesmen with a broad charity. Indeed the extent of our concern over such a possibility is revealed in the fact that we are sending missionaries into Dakota, Montana, Minnesota and scattering broadcast enticing literature, telling of the bountiful harvests and the magnificent future of the Great Canadian West. It is ludicrous to see on the one hand an ultra British people felicitating themselves over the large exodus of prosperous farmers from the United States, and on the other to see an envious nation endeavoring to persuade itself that all this is a strategical movement of the first order.

The American people stand foremost among the nations of the world as the champions of personal freedom. Yet when some thousands of these same people assert their rights, and elect to leave their country to find new homes under another government, there is a concealed protest from the guardians of liberty. It is a new thing under the sun to see one democratic nation enter the preserves of another democratic nation and canvass aggressively for emigrants. We are

familiar with the efforts that both the United States and Canada have made to induce emigration from the Old World, but that a systematic campaign should be made by one, and that the smaller of these countries, to recruit from the other is certainly something novel, something to smile over. Canada has made Uncle Sam look serious, frown a little. It seems to be a violation of the principle of honor among thieves.

Every intelligent citizen of the two nations knows that there is just as much of democracy in Canada as in the United States. The American who settles in Canada will never feel that he has left liberty behind him. He can carry with him no longings other than those that belong to patriotism. His children taught in Canadian schools will find the race line disappear, will learn to love freedom more, to laud England who, through the centuries has made for personal liberty, for equality; who has made mistakes, it is true, but whose purposes have generally been just.

The new citizens of the Dominion from the United States are welcomed, not feared. A generation or two and they will be as loyal to Canada and to the integrity of the British Empire as the most enthusiastic among our sons.

LOOKING AHEAD.

EVERY indication points to a great Fall business and it behooves the wide-awake grocer to prepare for it. Success is the result of looking ahead. The merchant who will reap the most from the coming business harvest is the one who has laid his plans well. What have you been planning in the way of new lines to handle, of new ideas in window-dressing, of effective methods in advertising, of making your store attractive to customers? Later you will be too busy to think out a connected campaign. Looking ahead is as important for a business man as a locomotive engineer. Do not stagnate. Look ahead.

If that which a merchant does does not tend to increase his business reputation it would be more profitable for him to cast it into the fire.

A NOVEL STRIKE.

TO strike for higher wages is not common, and the motive is one that may easily be understood, but it is hard to believe that intelligent workingmen, gifted with a very ordinary degree of common sense, should go on strike to have their wages reduced. Nevertheless such a strike is now in progress in Jersey City, and this seeming miracle has been brought to pass by the efforts of a walking delegate. Until August of this year there had never been any trouble between the firm and its employes, as union requirements have always been carefully obeyed. In only one respect have this firm broken union laws, and the transgression was one which might surely be forgiven—they were paying higher wages than the union demanded.

The uniform rate demanded by the union was \$3 per day, but for some time the firm have been paying their more efficient employes as much as \$3.75 per day. No man was paid less than the union rate, but some were paid more, the object being, of course, to induce the men to do more and better work and to reward the more efficient workmen. Apparently the men themselves were well satisfied with the arrangement, and it never occurred to them that they had a serious grievance until into that industrial Eden was introduced a serpent in the form of a walking delegate. Very soon after his arrival there was trouble. It would seem that it is the special duty of the walking delegate to unearth trouble, and thus furnish an excuse for his own existence. For some time this particular mischief-maker was puzzled, as the men had no complaints to make. Clearly, since the men were satisfied, it was his duty to make trouble. He demanded that no wage higher than the uniform rate of \$3 per day should be paid, as discrimination in favor of more efficient employes is contrary to trade union principles.

To this demand the hitherto docile firm gave a point-blank refusal. They urged, with reason, that a man should have an incentive to prove himself a better workman, and if better than his fellow he

should be better paid. The firm expected to hear nothing more of this demand, but they were mistaken. At the command of the walking delegate every man in the shops went on strike. Wonderful tribute to the discipline of the union, the higher paid men went on strike to have their own wages reduced! To such depths of absurdity has descended a trade union gone mad.

The reasons urged in defence of this ridiculous strike fail to render it any less ridiculous. It is urged that the union is bound to demand an equalization of wages in order that no man, good, bad or indifferent, may be barred from employment. Production will be restricted, as no man will do his best work, and thus employment will be afforded for a greater number of men. This is not a reason which is apt to commend the strike to thinking people. Decreased production is scarcely the proper remedy for the economic ills which distress the nation.

The most reasonable excuse is one which in this particular instance does not seem to have been urged. Perhaps it would not be good policy to urge it in public, but nevertheless we believe it is the real reason for this demand for equalization of wages—a demand which, in one form or another, is a part of the requirements of nearly all trades unions, although this is the first case within recollection in which it was sought to enforce it by a strike. The unions fear that their very existence would be endangered by the recognition of different degrees of efficiency among their members. They believe that jealousies would result which would wreck the organization. To all of which one is tempted to say: "So much the worse then for the union."

Such action is tyrannical in the extreme, and it is just such tyranny that alienates from the union the sympathy of many who would otherwise be inclined to be friendly. It is unfortunate, but inevitable, that the ill-considered foolish conduct of one union should bring disrepute upon all such organizations.

Such action is, moreover, injurious in

the extreme to the individual employe. Perhaps it is the worst reproach against trade unionism that it represses the individuality of the workman, who has little incentive to do his best work when he has no prospect of earning increased pay. No man can be expected to do his best work when an indolent workman at his side is earning the same wages. The employe who is ambitious to improve his condition has very little chance to do so under the sway of the trade union.

"PEOPLE WHO LIVE IN GLASS HOUSES," ETC.

A DISTINGUISHED Canadian just home from a holiday trip to the Old Land, refers, in an interview in a daily paper, to the appalling ignorance of Canadian geography prevailing in England. The same charge against residents of the United Kingdom is only too common. Before presuming to prefer such a general charge, however, one ought to assume the attitude of "Mr. Facing-Both-Ways." Are Britishers as ignorant of Canadian geography as the average travelled Canadian is of the geography of England, Ireland and Scotland, to say nothing of that of Australia or our other possessions?

In a Montreal club the other evening, they were discussing the interview referred to, and uncomplimentary remarks were made about the Englishman's ignorance. The writer, who happened to be present, quizzed the others on their knowledge of British geography, and the result was decidedly severe on the Canadians. He asked for instance:

"Is Melbourne east or west of Sydney?" Ominous silence reigned supreme. "What are the principal cities of New Zealand?" An odd one in the assembly volunteered the startling information that he could name one. "Is Liverpool east or west of Glasgow?" It was unanimously decided that the situation was west. A good map was brought from the library, when it was seen they were all wrong.

In any event, a critic must recognize the fact that Englishmen are conducting business over the whole world. Are they not likely to know quite as much about the geography of the globe—not excluding that of Canada—as Canadians know about that of the British Empire? We had better not talk so much of our knowledge.

If you visit Toronto during the Dominion Exhibition month
Call and see us packing

"SALADA" CEYLON TEA

in sealed lead packets and see how carefully and cleanly it is prepared. See the packing machines, labeling machines, electrical weighing machines, etc.

Fill in your name and address here :

and present to us when you call and we will be pleased to show you through this up-to-date tea establishment.

"SALADA" TEA CO., 32 Yonge St., Toronto.

"My Ads Bring Better Results"

"Since I received '100 Good Ads for a Grocery Store' and have modeled my ads after those found in that book I find I get better results from my advertising"

"RESULTS"—that's what determines the value of any ads.

If "100 Good Ads for a Grocery Store," the book of advertising suggestion for grocers recently compiled by W. Arthur Lydiatt, the Editor of our Department of Advertising Suggestion, could help you to write ads that would bring you increased results, wouldn't it be worth more than one dollar to you.

Yet that's all it costs.

Better secure a copy before they're all gone. Sent postpaid on receipt of the dollar.

The MacLean Publishing Company
Montreal and Toronto



Women don't have to be good ironers
to do good ironing with

Celluloid Starch
Never Sticks Requires no Cooking.

That is why they like it and recommend
it to their friends. That is why it is good
business for you to have it in stock.

CELLULOID STARCH is the easy starch—
easy to sell because it is easy to use.

THE BRANTFORD STARCH WORKS,
LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

TORONTO, September 3, 1903.

THE volume of trade for week under review is eminently satisfactory and great confidence is felt on all sides regarding future prospects. Prices in all instances are remaining firm, and in many lines spot stocks have become so depleted as to cause anxiety as to their holding out pending new arrivals. Canned goods are still to front with demand showing little signs of abatement. There appears to be great uncertainty as to coming season's canning and with existing attitude of the Canners' Association the situation presents every probability of advance in prices. Coffee is still showing signs of greater interest and prices are remaining firm at previous quotations. The sugar situation is distinctly interesting. Demand has been good but tending toward moderation, with a distinctly firm undertone; the New York market continues strong with holders remaining firm at quotations. Spices are uninteresting, with little demand; prices however, remain firm and pepper still continues to show indications of advance. Syrups and molasses are well in demand and prices continue firm, with primal markets showing indications of maintaining themselves at fully up prices. Rice is still in active demand at firm prices, with primal reports denoting better prospects for harvesting crops, and offerings are already in futures. Tapioca is slow and markets show a weakening tendency. Tea on London market is firmly established itself at advancing prices, and shows an increasingly strong position. Arrivals are coming to hand in good condition and all medium grades are well competed for and draw fully up prices, any teas for "price" are finding a ready market. In dried fruits the situation is unchanged, the demand being but briefly met by stocks on hand and showing clear indications of falling short of requirements, pending new arrivals.

CANNED GOODS.

Trade continues most satisfactory in all canned goods since our last issue. It is, however, being found difficult to keep pace with the demand in many of the popular lines, the reduced stocks having now become a serious problem, in consequence of which prices are firming up. The uncertainty of new packs is no mean feature in the situation. We quote:

| | | |
|---------------------------|----------|------|
| Apples, 3s. | 0 80 | 0 90 |
| gallons | 1 90 | 2 00 |
| Asparagus | 2 75 | 3 00 |
| Beets | 0 60 | 0 95 |
| Blackberries, 2s. | 1 50 | 1 70 |
| Beans, 2s. | 0 85 | 1 00 |
| Corn, 2s. | 0 85 | 1 00 |
| Cherries, red, pitted, 2s | 2 00 | 2 10 |
| white | 2 30 | 2 50 |
| Peas, 2s. | 0 87 1/2 | 1 00 |
| sifted | 1 10 | 1 25 |
| extra sifted | 1 30 | 1 50 |
| Pears, 2s. | 1 00 | 1 50 |
| 3s. | 1 75 | 2 00 |
| Pineapples, 1 1/2s | 1 50 | 1 60 |
| 2s | 2 25 | 2 40 |
| 3s | 1 5 | 1 55 |
| Peaches, 2s. | 1 5 | 1 55 |
| 3s. | 2 50 | |

| | | |
|---|----------|------|
| Plums, green gages, 2s. | 1 15 | 1 25 |
| " Lombard | 0 95 | 1 00 |
| " Damson, blue | 0 95 | 1 00 |
| Pumpkins, 3s. | 0 85 | 0 90 |
| gallon | 2 10 | 2 65 |
| Rhubarb | 2 10 | 2 25 |
| Raspberries, 2s. | 1 25 | 1 40 |
| Strawberries, 2s. | 1 35 | 1 50 |
| Succotash, 2s. | 0 85 | 1 00 |
| Tomatoes, 3s | 1 45 | 1 50 |
| Lobster, talls | 3 30 | 3 35 |
| 1-lb. flats | 1 85 | 1 90 |
| 1-lb. flats | 1 00 | 1 25 |
| Mackerel | 1 45 | 1 55 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 |
| " Northern | 1 55 | 1 60 |
| " Horseshoe | 1 00 | 1 10 |
| " Cohoes | 0 95 | 1 00 |
| Chums | 0 19 | 0 20 |
| Sardines, Albert | 0 14 | 0 14 |
| " Sportsman | 0 14 | 0 14 |
| " Portuguese | 0 08 | 0 10 |
| " P. & C. | 0 25 | 0 27 |
| " P. & C. | 0 35 | 0 38 |
| " Domestic | 0 03 1/2 | 0 04 |
| " Mustard, 1/4 size, cases 50 tins, per 100 | 8 00 | 9 00 |
| Haddies | 0 35 | 1 00 |
| Kipper herring, domestic | 1 45 | 1 55 |
| imported | 1 00 | 1 10 |
| Herrings in tomato sauce, domestic | 1 00 | 1 10 |
| imported | 1 45 | 1 55 |

CANNED MEATS.

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

COFFEES.

There is still a healthy aspect to the home coffee market, demand being still maintained beyond the usual standing. The foreign markets are all reporting slow progress and little spirit is manifested in the offerings from primal markets. Prices on the home market in all grades continue firm. We quote:

| | Per lb. |
|---------------------|----------|
| Green Rio, No. 7 | 0 07 |
| " No. 6 | 0 07 1/2 |
| " No. 5 | 0 08 |
| " No. 4 | 0 08 1/2 |
| " No. 3 | 0 09 1/2 |
| Mocha | 0 25 |
| Old Government Java | 0 22 |
| Santos | 0 09 1/2 |
| Plantation Ceylon | 0 25 |
| Porto Rico | 0 22 |
| Guatemala | 0 22 |
| Jamaica | 0 15 |
| Maracaibo | 0 13 |

SUGAR.

The week under review has been quiet and without special features to record. Transactions have been light and at last reported quotation of 3 3/4c. duty paid New York for 96 test centrifugals. Latest advices indicate United States refiners willing to continue as buyers on this basis, but holders of sugars in store and at Cuban outports are asking equal to 3 15 1/2c., and from present appearances this price is likely to be established on next transaction. Receipts at United States four ports for week ending August 26 were light, being only 20,595 tons, while meltings were increased for the week 3,000 tons, aggregating say 18,000 tons and leaving total stocks of 250,711 tons, against 112,611 tons for same week last year. For the week, receipts at Cuban shipping ports were only 3,000 tons,

while there were exports of 11,800 tons, leaving stock in the island of 219,500 tons, against 209,890 tons last year. There are still three central factorie grinding. In connection with these figures it is interesting to note that for the week under review the statistical position in the United States and Cuba has improved by a reduction in stocks of over 39,000 tons compared with previous week. Combined stocks of Europe and America at latest uneven dates were 1,953,211 tons against 1,986,923 tons at same period last year, the decrease being 33,679 tons.

European markets are 3d. lower for September shipment, 88c. per cent. being quoted 8s. 5 1/2d. This price is equal to about parity of 1.05c. duty paid New York for centrifugals, the differential in favor of latter grade thus being about 17c. per 100 lb.

The distribution of refined in United States and Canada has been greatly interfered with by the prevailing stormy weather, but now that a change for the better has taken place in this regard and with stocks low throughout the country a good distribution may be expected for several weeks and in view of the firmness in raws, an advance in refined would seem to be imminent. Within the past four weeks, raw sugars have advanced 22c. per 100 lb., while there has been practically no change in refined, and this is a point worth noting. We quote:

| | |
|--|------|
| Paris lumps, in 50 lb. boxes | 4 88 |
| " in 100 lb. | 4 75 |
| " "Domino" brand, 50 lb. boxes | 4 75 |
| " " " " " " " " " " " " " " " | 4 75 |
| St. Lawrence granulated | 4 28 |
| Redpath's granulated | 4 28 |
| Acadia granulated | 4 18 |
| Maple Leaf granulated (Berlin) | 4 18 |
| Crystal granulated (Wallaceburg) | 4 18 |
| Imperial (Dresden) | 4 13 |
| Beaver (Warton) | 4 13 |
| Phoenix | 4 13 |
| Cream | 3 98 |
| Bright coffee | 3 98 |
| Bright yellow | 3 98 |
| No. 3 yellow | 3 88 |
| No. 2 " | 3 68 |
| No. 1 " | 3 58 |
| Granulated and yellow, 100 lb. bags, 5c. less than bbls. | 3 58 |

SPICES.

We have no new feature to record in spices. Trade is slow on the home markets, as is usual at this season of the year, with prices unchanged and remaining firm. Foreign markets are firm, especially so in pepper, holders being disposed to stand firm, as stocks are low and offerings small. Cloves and nutmegs are also reported firm. We quote:

| Per lb. | Per lb. |
|-----------------|---------|
| Peppers, blk | 0 18 |
| white | 0 23 |
| Ginger | 0 22 |
| Cloves, whole | 0 14 |
| Cream of tartar | 0 24 |
| Allspice | 0 13 |

SYRUPS AND MOLASSES.

Demand in these lines continues good with prices continuing firm, foreign market reports all denoting firmness. Dealers' stocks on hand are small and firmly held at full values, with a feeling of confidence as to future. We quote:

| | |
|---------------------------|----------|
| Dark | 0 30 |
| Medium | 0 30 |
| Bright | 0 35 |
| Corn syrup, bbl., per lb. | 0 02 |
| " 1 bbls. | 0 02 1/2 |
| " kegs | 0 03 1/2 |
| " 3 gal pails, each | 1 30 |
| " 2 gal. " | 0 90 |

The Canadian Grocer

Table of prices for various sugar and molasses products, including 2-lb. tins, 5-lb., 10-lb., and 20-lb. containers, and molasses from New Orleans and Barbados.

RICE AND TAPIOCA.

Rice has continued in active demand and prices remain firm. Reports from primal markets generally denote more favorable situation.

Table listing prices for different types of rice: Patna, Japan, and Tapioca.

TEAS.

The home trade in tea has not shown a great change over last reports and appears to keep itself steadily maintained on basis of demand.

Table listing prices for various types of tea, including Congou, Indian, Ceylon, China Greens, and Yung Hyson.

FOREIGN DRIED FRUITS.

The home trade in these goods is still maintaining itself satisfactorily. Stocks on hand, however, are well drawn on and it is scarcely expected that they will keep equal to demand.

Table listing prices for currants: Fine Filiatras, Patras, and Vostizzas.

THE MARKETS

RAISINS.

Table listing prices for raisins: Valencia, Sultana, and Californian seeded, unseeded, and 4-crown.

DATES.

Table listing prices for dates: Hallowees and Sairs.

PRUNES.

Table listing prices for prunes: 100-110s, 90-100s, 80-90s, and 70-80s.

CANDIED PEELS.

Table listing prices for candied peels: Lemon and Orange.

FIGS.

Table listing prices for figs: Tappets and Naturals.

APRICOTS.

Table listing price for apricots: Californian evaporated.

PEACHES.

Table listing prices for peaches: Californian evaporated, Old stock, New American, and Ol stock.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN. Manitoba wheat has taken a further decline since last week. Both No. 1 hard and Northern have dropped.

FLOUR. Situation on the flour market is much the same as last week. Prices remain unchanged since last week.

BREAKFAST FOODS. Quotations on this market are unchanged since last week. The demand at present is fairly good.

Table listing prices for breakfast foods: Oatmeal, Rolled oats, Split peas, Pot barley, and Swiss food.

COUNTRY PRODUCE.

EGGS. The demand for strictly first-class stock continues good. The eggs coming forward are reported somewhat of an improvement of late.

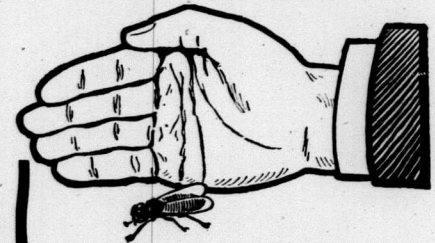
HONEY. Producers are seeking a market and some activity is reported, but no consumers' demand will be met till the close of the fruit season.

Table listing prices for honey: Extracted clover and sections.

We invite Exhibition Visitors to call and see us when in town.

WHITE & CO.

Wholesale Fruit and Produce, 64 Front East, - = - TORONTO.



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

10 Cents

TEA.

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

FRUIT.

Our prices are right. Our goods are right.

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

HUSBAND Bros. & Co.

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

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

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

C. Gardiner Johnson & Co., VANCOUVER, B. C.

Importers of...
Skinner's Queensland Turtle Soup
Dealers in...
Fraser River Canned Salmon
British Columbia Herrings

SEASON CAN SUPPLY YOU WITH FINEST
FISH, ALL KINDS.

FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

BUTTER EGGS

We are Buyers.
Get our Prices.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS —WE ARE— BUYERS and SELLERS

Correspondence solicited from **ONTARIO**
ANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

SPECIAL VALUES

In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

WHITE BEANS.—Conditions have been unfavorable since a week ago and indications point to an ill-harvested crop, on account of the recent rains. We quote:

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

DRIED APPLES.—The market is quiet and featureless. We quote:

| | | |
|----------------------------|------|----------|
| Apples, dried, per lb..... | 0 03 | 0 03 1/2 |
|----------------------------|------|----------|

POULTRY.—The demand is fair—cool and prices remain at former quotations. We quote:

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

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market has been demoralized this last week owing to the storms. The boats were all irregular and the consignments arrived in poor condition. Plums and pears, however, are the only drugs on the market. Crawford peaches are appearing and some magnificent grapes are offered. A few California fruits of a fancy nature are still being sold. Pineapples are again offered at \$3.50 to \$4. The result of the storm in the Indies was to advance bananas 25c. per bunch. We quote:

| | | |
|--|----------|------|
| Mediterranean sweet oranges..... | 3 75 | 4 25 |
| Sorrento oranges..... | 3 00 | 3 25 |
| Late Valencias..... | 4 50 | 5 00 |
| Bananas, large bunches..... | 1 50 | 2 25 |
| small..... | 1 25 | 1 50 |
| Messina lemons, old, per box..... | 2 50 | 3 00 |
| Verdilla lemons, new, per box..... | 3 25 | 4 00 |
| Limes, per crate (8 doz.)..... | 3 25 | 1 25 |
| Tomatoes, Canadian, per basket..... | 0 15 | 0 25 |
| Canadian apples, baskets..... | 0 12 1/2 | 0 20 |
| bbls..... | 1 50 | 2 00 |
| Cocoanuts, per sack..... | 3 50 | 4 00 |
| Watermelons, each..... | 0 15 | 0 25 |
| Cantaloupes (musk melons), per basket..... | 0 25 | 0 30 |
| Blueberries, per basket..... | 1 00 | 1 25 |
| Lawton berries, per qt..... | 0 04 | 0 05 |
| Canadian peaches, white, per basket..... | 0 20 | 0 30 |
| St. John yellow, per basket..... | 0 30 | 0 50 |
| Crawfords, per basket..... | 0 50 | 0 60 |
| plums, small basket..... | 0 10 | 0 15 |
| large..... | 0 15 | 0 30 |
| pears, Bartletts, per basket..... | 0 20 | 0 30 |
| Clapp's Favorite, per basket..... | 0 20 | 0 25 |
| Grapes, Champion, 10-lb. basket..... | 0 17 1/2 | 0 20 |
| Moore's Early..... | 0 30 | 0 35 |
| large basket..... | 0 60 | 0 70 |
| Pineapples, per crate..... | 3 50 | 4 00 |
| California peaches, per box..... | 1 25 | 1 50 |
| grapes..... | 2 75 | 3 00 |
| plums..... | 1 00 | 1 50 |

VEGETABLES.

The vegetable market continues to show considerable activity. The supply is good and the quality all that can be desired, while the demand is quite satisfactory. Cabbage and corn are a little firmer, and squash somewhat easier, but generally prices are maintained. Sage and savoury are now on the market, and a few pickling cabbages are offered. We quote:

| | | |
|--|------|------|
| Cabbage, per doz..... | 0 40 | 0 50 |
| red, per doz..... | 0 60 | 0 60 |
| New potatoes, Canadian, per bush..... | 0 45 | 0 50 |
| Cucumbers, Canadian, per basket..... | 0 25 | |
| Onions, per basket..... | 0 25 | |
| Cabbage lettuce, per doz. bunches..... | 0 20 | |
| Butter beans, per bush..... | 0 75 | 1 00 |
| Fresh onions, per doz. bunches..... | 0 20 | 0 40 |
| Rhubarb..... | 0 20 | |
| Radishes, per doz. bunches..... | 0 15 | 0 20 |
| Mushrooms, per lb..... | 0 75 | |
| Mint, per doz bunches..... | 0 10 | 0 15 |
| Parsley..... | 0 15 | 0 20 |
| Spinach, per bush..... | 0 50 | |
| New beets, per doz..... | 0 15 | |
| Cauliflowers, per doz..... | 0 50 | 1 50 |
| Carrots, per doz..... | 0 15 | |
| Parsnips, per doz..... | 0 25 | |
| Vegetable marrows, per doz..... | 0 40 | 0 60 |
| Green corn, per doz..... | 0 08 | 0 10 |
| Celery, per doz..... | 0 40 | 0 50 |
| Green peppers, per basket..... | 0 40 | 0 75 |
| Red peppers per doz..... | 0 10 | |
| Egg plant, per basket..... | 0 30 | 0 60 |
| Butter squash, per doz..... | 0 50 | 0 75 |
| Hubbard squash, per doz..... | 1 25 | 1 50 |
| Pumpkins, per doz..... | 0 75 | 1 25 |

The Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN. EVAPORATED APPLES.

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

Quick
Returns. **Capital Fruit & Produce Co.,**
Cor. O'Connor and Albert Sts., OTTAWA.

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

The Canadian Grocer

| | | |
|-------------------------|------|------|
| White turnips, per doz. | 0 15 | 0 25 |
| Oyster plants | 0 20 | 0 30 |
| Locks, per doz. | 0 20 | 0 40 |
| Sage, per doz. | 0 10 | 0 15 |
| Savoury, per doz. | 0 10 | 0 15 |

FISH.

The supply has improved of late and may now be expected to be better. A fair demand is met at current prices. We quote:

| | |
|----------------------------------|------|
| Whitefish, fresh, per lb. | 0 09 |
| Trout, fresh, per lb. | 0 08 |
| Herrings, fresh, per lb. | 0 07 |
| British Columbia salmon, per lb. | 0 20 |
| Halibut, per lb. | 0 12 |
| Perch, per lb. | 0 15 |
| Mackerel, each. | 0 05 |
| Eastern salmon, per lb. | 0 25 |
| Haddock, per lb. | 0 25 |
| Cod, per lb. | 0 08 |
| | 0 07 |

HIDES, SKINS AND WOOL.

The market has been featureless and prices unchanged since last week, with the exception of an advance of 5c. on lamb skins and pelts, resulting from increased size as the season advances. We quote:

HIDES.

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

CALFSKINS.

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

WOOL.

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

QUEBEC MARKETS. GROCERIES.

Montreal, Sept. 3, 1903.

BUSINESS, generally, in the jobbing trade has been fairly active, country dealers ordering a fair amount of Fall supplies. It is expected that a large trade will be done in all lines during the current month. Sugars are unchanged. Trade during the week has been satisfactory. London market for beet is strong and New York is firm at an advance of 4-16 toward close of last week. Teas are very quiet, some large arrivals of green Ceylons are reported and a good turn over is going on, low and medium grades being the principal lines. Japans are firm and good, common to medium are hard to get at 17 to 18c., finer grades 22 to 23c. China blacks are unchanged and very little doing. In syrups and molasses the scarcity of Barbados has given the corn syrup trade some activity and buyers are turning to the latter goods. Newfoundland has offered some new Barbados through local brokers at prices of 38 to 38 1/2c. laid down here. Foreign dried fruit trade is fairly good; the arrival in a few weeks of new Valencias will tend to stimulate trade. Prices it is expected will open at about 7 1/2c. for f.o.s., 8 1/2c. for selected, and 8 3/4 for layers. Sultana raisins are low and it is likely that as quality is reported fine and prices low, an increased trade will result over the last few years. Figs and dates are quiet, no noticeable feature being apparent. California apricots are higher, an advance of 1/2c. being given out over opening quotations, and peaches are 1/2c. stronger. Pears and pitted plums will be scarce. Canadian green fruits are arriving freely

THE MARKETS

now, principally plums and peaches. California peaches are arriving in better quantities than last week, when the United States market was too attractive to send much into Canada. Canadian Cannery Association is still withholding prices on tomatoes, corn and beans, and even orders at open prices are declined. Canned salmon are very strong, coast offerings for Rivers Inlet sockeye, talls, being noted at 85.25, and Fraser River sockeye at 85.75, f.o.b. coast. These figures are an advance of \$1 to \$1.10 per case respectively. Humpbacks are being offered by coast packers and will no doubt find buyers. In fish, the market is improving and the demand will be good from now on, September 1 being usually the opening for better trade. Sea fish are plentiful, but lake fish continue scarce. Fresh British Columbia salmon are arriving and prices are good owing to the short run this season. An improvement is noted in the trade for boneless or prepared fish. Smoked fish are slated for good business. Coffee is dull and quiet. In nuts, locally there is nothing to note. Trade is quiet. Pears are coming in at good prices. The spice situation is unchanged, and trade dull. Rice and tapioca are also very quiet. In provisions a good trade was done in hog products during the week. Canadian short cut mess pork is a little easier and prices have given way some since last quotations. Lard is in only fair demand. Smoked meats, such as bacon and hams, are in good demand. Eggs are coming in more freely and quality is improving. Export inquiry has been good. Butter has firmed up on country boards, a marked advance being reported, but still it has been at such prices that no advance could be obtained over cable. The English importer still shows no disposition to buy. Local prices are unchanged at 19 to 19 1/2c. for finest goods, and dairy at 11 1/2c. for large lots, smaller quantities being 1/2 to 1c. more. Cheese, though on the decline towards end of last week, has reacted and is high again, factory prices being given at 10 1/2 to 10 3/4c. Jobbing trade is being done at 10 1/2 to 11c. Hides are quiet. Trade in ashes is dull. New hay is coming in more freely, \$9 for large lots and \$10 for carlots of No. 2 were reported this week. New potatoes also are going off well and the trade is good. Reports of rot are discredited, the earlier tubers being the only ones likely to be affected. Honey is arriving freely now. Beans are quiet and easier if anything. Hops are in better demand. Imported apples are opening high, 6 1/2c. being quoted for early new goods. The market for flour is strong and higher prices may be looked for as Western millers have advanced 15c. per bbl. Rolled oats and cornmeal are quiet, receipts in the former being light. In wheat a firm feeling is reported in Manitoba, both locally and abroad.

SUGAR

There is no change in prices to note. Market is firm since last advance of 5c. on hard sugars. Business during the past week among the jobbers has been good. Towards close of last week New York market advanced 1 1/2c. and in face of the strong feeling in beets it is not unlikely that a further advance may eventuate. The London market for beet is very firm. We quote:

| | |
|----------------------------|-------|
| Granulated, bags and bbls. | 84 20 |
| " 1-bbls. | 4 35 |
| " bags. | 4 15 |

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

SYRUPS AND MOLASSES.

Market is firm. Some little business is reported in mixed Barbados at under 28c. though new Barbados holds firm at last week's quotations. Owing to the scarcity of Barbados and inability to secure through local brokers, some offerings have been received from Newfoundland holders at basis of 38 to 38 1/2c. delivered here. Corn syrup has received some impetus owing to the high prices ruling in Barbados molasses, and some fine samples of New Orleans have also been taken up here. We quote:

| | |
|------------------------------|----------|
| Barbados, in puncheons, old. | 0 40 |
| " new. | 0 41 |
| " in barrels | 0 42 |
| " in half-barrels | 0 43 |
| New Orleans | 0 22 |
| Antigua | 0 37 |
| Porto Rico | 0 45 |
| Corn syrups, bbls. | 0 02 |
| " 1-bbls. | 0 02 1/2 |
| " 1-bbls. | 0 03 |
| " 35-lb. pails. | 1 30 |
| " 25-lb. pails. | 0 90 |
| Bbls, per 100 lb. | 2 50 |
| 1-bbls. | 2 65 |
| Kegs | 2 80 |

TEAS.

Teas are quiet, the demand being steady for Ceylon greens. The market for these is better supplied than has been the case for some weeks. Considerable quantities have arrived during the week, prices ranging from 15 to 18c. for natural leaf. Ceylon blacks are quiet. In China greens prices are unchanged, though report point to possibly lower prices in the near future, especially for lower qualities. Finer goods are pretty well taken up for first crop. Second crop does not show up to last season's quality. Pea leaf is running from 21 to 27c. and pin head from 30 to 35c. China blacks are unchanged and trade quiet. In Japans, low to medium are still attracting attention, the better lines of low grade going from 17 to 19c.; fine to choice are only moderately in demand. Formosa Oolongs continue firm and high. We quote:

| | | |
|---------------------------|----------|------|
| Good to medium Japans | 0 18 | 0 20 |
| Fine to choice Japans | 0 23 | 0 26 |
| Ceylon greens | 0 14 | 0 15 |
| Indian greens | 0 16 | 0 19 |
| Japan style China congoes | 0 08 | 0 10 |
| Pealeaf Gunpowder | 0 21 1/2 | 0 23 |
| Common | 0 12 1/2 | 0 15 |
| Ceylon blacks | 0 11 | 0 15 |
| Indian | 0 11 1/2 | 0 18 |

COFFEE.

A quiet market and featureless. Some little business has been done during the week in Maracaibo at 7 1/2 to 8c. New York market is reported as quiet. We quote:

| | | |
|----------------|----------|------|
| Good cuestas | 0 09 1/2 | 0 09 |
| Choice " | 0 11 | 0 12 |
| Jamaica coffee | 0 07 1/2 | 0 10 |

SPICES.

The situation is unchanged since last report. Ginger, cassia and pepper are firm. Pimento is stronger in New York but as little comparatively comes to this market it attracts only passing attention, unless the advance is exceptionally strong. We quote:

THE MARKETS

The Canadian Grocer

| | | |
|--|------|------|
| Butter, per lb., as to size | 0 40 | 0 60 |
| Orange mace, per lb., as to quality | 0 70 | 1 00 |
| Pepper, ground | 0 18 | 0 20 |
| Pepper, ground, black (according to grade) | 0 18 | 0 22 |
| Pepper, ground, white | 0 27 | 0 29 |
| Pepper, whole Cochon | 0 17 | 0 19 |
| Pepper, whole Japan | 0 13 | 0 14 |
| Pepper, whole Jamaica | 0 15 | 0 18 |
| Pepper, whole African | 0 12 | 0 13 |
| Pepper, ground Japan | 0 12 | 0 15 |
| Pepper, ground Cochon | 0 19 | 0 20 |
| Pepper, ground Jamaica | 0 18 | 0 20 |
| Pepper, ground African | 0 13 | 0 14 |

RICE AND TAPIOCA.

Trade in rice is quiet, very little activity at any time during this season being noticeable. In tapioca also, there is nothing to note. A fair average Summer consumption is observable and it is difficult to get jobbers to say there is anything interesting in this product. We quote:

| | |
|---|-------|
| Rice, in bags | 3 40 |
| 1-bags | 3 40 |
| 1-bags | 3 50 |
| pockets | 3 50 |
| In 10 lb bag lots an allowance of 10c. is made. | |
| Glacé rice, in bags | 3 30 |
| 1-bags | 3 30 |
| 1-bags | 3 40 |
| pockets | 3 40 |
| Imported Patna rice, in bags | 4 62½ |
| in 1-bags | 4 75 |
| in 1-bags | 4 87½ |
| In the open territory prices are about 10c. less. | |

"MOUNT ROYAL" FANCY RICES.

| | | | | |
|-----------------------|-------|---------------|------|-------|
| Mandarin Patna | 4 25 | Japan Glacé | 4 50 | 4 60 |
| Imp. Glacé Patna | 4 50 | Crystal Japan | | 4 75 |
| Polished Patna | | | | 3 87½ |
| Indian Bright | | | | 3 65 |
| Lava Caroline | | | | 3 55 |
| Laure | | | | 3 75 |
| Snow Japan | | | | 4 87½ |
| Japan Ice Drifts | | | | 5 25 |
| Tapioca, medium pearl | 0 02½ | | | 0 03 |
| seed pearl | 0 03 | | | 0 03½ |
| flake | 0 04½ | | | 0 05 |
| Imported Italian | | | | 0 09 |

CANNED GOODS.

In canned goods the situation is unchanged from last report. Jobbers still are unable to get quotations on corn, tomatoes and beans from the Canadian Packers' Association. Orders at open prices even are not accepted—the unfavorable weather conditions are the cause of the holding back. As regards salmon, the British Columbia market has reopened with Rivers Inlet Sockeye falls at \$1.25 and Fraser River Sockeye falls at \$1.75 f.o.b. coast, which represents an advance of \$1 per case on the former and \$1.10 on the latter. These heavy advances are turning buyers' attention to the Humpback stock which was carried over from last year and is still obtainable in small quantities in British Columbia. The local trade in general lines of canned goods presents no noticeable feature, the trade is fairly good. We quote:

| | |
|----------------------------|-------|
| Tomatoes | 1 60 |
| Corn | 0 90 |
| Peas | 0 87½ |
| String beans | 0 80 |
| strawberries, preserved | 1 40 |
| tomatosh | 0 85 |
| Blueberries | 1 10 |
| Raspberries | 1 40 |
| Gooseberries | 1 50 |
| Peas, 2s | 1 20 |
| 3s | 2 10 |
| Prunes, 2s | 1 40 |
| 3s | 2 35 |
| Plums, Lombard 2s | 1 30 |
| Green Gage, 2s | 1 40 |
| Cherries, red pitted, 2s | 2 20 |
| Red beans, 3s | 0 90 |
| 1 lb. apples | 0 82½ |
| Golden apples | 2 00 |
| 2 lb. dried pineapples | 2 00 |
| 1 lb. dried pineapples | 2 15 |
| Singapore whole pineapples | 2 20 |
| Pumpkins, per doz. | 0 90 |
| Spinach | 1 40 |
| Sugar beets | 0 95 |
| Salmon, pink | 0 90 |
| spring | 1 25 |
| Rivers Inlet red sockeye | 1 30 |
| Fraser River red sockeye | 1 42½ |
| Labsters, talls | 3 25 |
| 1 lb. flats | 3 75 |
| 1 lb. flats | 2 00 |
| Canadian Sardines, 1s | 3 40 |

FOREIGN DRIED FRUITS.

In Valencia raisins prices have been made within the last few days for direct

steamer shipments and range from 20 to 22s., according to brand, for f.o.s., with selected fruit offered at the usual 2s. advance. Up to the present importers have shown nothing more than an academic interest. Prices in Malaga fruit, both loose and layers, are at about the same limits as per crop of 1902. In some quarters Malaga fruit seems to be getting a preference over Valencia. It is asserted that they show better value, possessing also better keeping qualities, and not so perishable. The jobber strongly opines, in making a comparison between Valencia and Malaga fruit, that unless Valencia packers pay more attention to shipping better goods to this market, they will simply find themselves neglected in favor of their Malaga rival, as the consumers will refuse to buy Valentias as freely when they can get good Malaga Muscatels. It is noteworthy that Malaga growers have taken a leaf out of the Californian raisin packers' book, to seed and pack their fruit in 1 lb. packages this year. In Sultana raisins, prices so far have been very favorable to buyers, but slightly less favorable weather reports have come to hand with a corresponding strengthening in Smyrna. A large percentage of orders placed by jobbers this season have been on very fetching samples of clean fruit. At lower prices the bulk of the business is being placed in the higher grade fruits. The neglect that Sultanas have suffered during the past few years may be remedied during the present season through the lower prices ruling, and the fact that the quality, from samples shown, is very fine, will undoubtedly mean a greater demand. The prices, it is figured, will range at from 6½ to 8½c., as to quality. Valentias it is expected, will open on arrival at about 7½c. for f.o.s., 8½c. for selected, and 8½c. for 1-crown layers. Prices for Comadre figs have passed the speculative stage and the market is settled down to about parity for corresponding shipments from Portugal of last year's figures. Current market is steady locally. New fruit is expected in about three weeks, shipments being on the way now. Prices show a slight weakening in buyers' favor for second steamer. We quote:

CURRENTS.

| | | |
|----------------------------------|-------|-------|
| Fine Filiatras, per lb. in cases | 0 05 | 0 05 |
| " cleaned | | 0 05½ |
| " in 1-lb. cartons | | 0 06 |
| Finest Vostizzas | 0 06½ | 0 07½ |
| Amalias | 0 05½ | 0 06 |

SULTANA RAISINS.

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

VALENCIA RAISINS.

| | | |
|---------------------------|-------|-------|
| Finest off-stalk, per lb. | 0 06½ | 0 07 |
| Selected, per lb. | 0 07 | 0 07½ |
| Layers | 0 07½ | 0 08 |

FIGS.

| | | |
|----------------------|------|------|
| Comadres, per tapnet | 0 90 | 1 00 |
| Elmes, per box | 0 75 | 0 85 |

DATES.

| | | |
|---------------------------|-------|------|
| Dates, Hallowees, per lb. | 0 01½ | 0 05 |
|---------------------------|-------|------|

CALIFORNIAN EVAPORATED FRUITS.

| | | |
|-------------------|------|-------|
| Apricots, per lb. | 0 10 | 0 10½ |
| Peaches | 0 09 | 0 09½ |
| Pears | | 0 12½ |

MALAGA RAISINS.

| | | |
|--------------------------------------|------|------|
| London Layers | 1 75 | 1 90 |
| "Connoisseur Clusters" | | 2 25 |
| "Royal Buckingham Clusters," 1-boxes | | 1 15 |
| "Excelsior Windsor Clusters" | 4 50 | 4 60 |
| 1s | 1 30 | 1 40 |

CALIFORNIAN RAISINS.

| | | |
|---------------------------|--|------|
| Loose muscatels, per lb. | | |
| seeded, in 1-lb. packages | | 0 09 |
| in 12-oz. packages | | 0 08 |

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

TOBLER'S
SWISS CHOCOLATE AND COCOA

will be at the Exhibition, main aisle, Manufacturers' Building.

BROWNE & WELLS, LIMITED
CANADIAN AGENTS.

Carload Lots.

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

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

MILFORD SIPES & CO.,
COFFEE BROKERS,
48 Shelby Street, Detroit, Mich.

CHEAPER AMMONIA

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

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

Winnipeg Brokers.

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

M. B. STEELE
Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
-AND-
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
I
Represent some of the leading houses in
CANADA and the U. S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

PRUNES.

Table with 3 columns: Prune size/quality, Per lb., and Per 100 lb. Includes items like 30-40s, 40-50s, Oregon Prunes (Italian style), and Oregon prunes (French style).

GREEN FRUITS.

The fruit market is showing a little activity. A lot of Canadian fruit is arriving, some eighteen carloads having been received during the past few days, principally plums. Peaches have not come in this week as freely as was expected. Arrivals of California fruits are expected to be heavier this week than last when the United States market was taking it at better prices than were obtainable here. Canadian tomatoes are low in price, in fact too low for any money for jobbers. We quote:

Table listing prices for various green fruits and other produce like Sorrento, Majori seedless lemons, Messina lemons, Cocoanuts, Canadian apples, Bartlett pears, Peaches, Plums, Pineapples, Bananas, Canadian peaches, Tomatoes, Watermelons, and Grapes.

FISH.

The market for fish is improving and dealers look for a better demand now. All kinds of sea fish are plentiful but lake fish continue rather scarce, especially pickerel or dore. Fresh British Columbia salmon are arriving more freely; prices remain about the same, in fact they are higher than usual this year, owing to the very light run of salmon. In pickled fish there is not much new to note as new salt herring have not yet been put on the market to any extent, while green cod is only arriving in very small quantities so far. In boneless or prepared fish there is an improvement to note, in fact the demand is very good, as is usual at this season of the year. In smoked fish such as haddies, fippers, etc., trade is opening up now, and good business is looked for ward to. We quote:

Table listing prices for various fish products including Haddies, Smoked herring, Fresh haddock, Dore, Pike, Halibut, Gaspe salmon, Salmon trout, Steak cod, Brook trout, White fish, No. 1 Herring, No. 1 Holland herring, No. 1 Scotch herring, Holland herring, No. 1 green codfish, No. 1 large green codfish, Boneless cod, Loose boneless cod, Dried codfish, Standard bulk oysters, Marshall's kippered herring, Canadian kippered, Canadian sardines, and Canned cove oysters.

COUNTRY PRODUCE.

BEANS.

A steady feeling is reported this week and prices have stiffened up somewhat. The trade is only fair. We quote:

Table listing prices for Choice prime, Choice, small lots, and Ordinary carlots.

HOPS.

Good to choice hops are in better demand and as they are scarce, a good price, about 23c., is reported, the fair to medium Eastern Townships bringing 15 to 17c. We quote:

Table listing prices for Old hops, Choice No. 1, Fair to good, Yearlings, Choice Eastern Townships, and Fair to medium Eastern Townships.

NUTS.

The local trade is quiet. Importers are paying little or no attention to Marbot, Cornes and Caboes, owing to the attraction of low costs of Mayettes. Offerings that have been made will cost laid down about as follows: Grenobles 11 1/2 to 12 1/2c. as to quality; almonds about the same; filberts 9 to 10c.; pecans have advanced to 13 1/2 and 14 1/2c. This market is a large consumers of pecans, this class of nut being a favorite with French Canadians. We quote:

Table listing prices for Grenoble, Filberts, Tarragona almonds, Brazils, Pecans, large, Peanuts, Valencia shelled almonds, and Bordeaux shelled walnuts.

POTATOES.

Business is showing an improvement. New potatoes are coming in freely and in spite of the reports of rot, show excellently. Growers say that the later varieties in this month will turn out well if weather conditions are not too unpropitious. We quote:

Table listing prices for New, in jobbing lots, per bushel, per bag, jobbing round lots, in bags, and bushel baskets.

HONEY.

Considerable quantities of extracted and comb honey have been offered during the past week. The dealers are not anxious to buy owing to the unprofitable season last year; they are willing to let the producer carry the stock until Fall, in hopes that it might be bought at value. We quote:

Table listing prices for White clover, White, strained, Buckwheat, strained, comb, and New white, in comb.

MAPLE PRODUCTS.

Market remains quiet. Nothing to warrant much change at this season. We quote:

Table listing prices for New syrup, in wood, New syrup, in large tins, Old, Old in wood, Pure sugar, per lb., and Pure Beaure sugar, per lb.

EVAPORATED APPLES.

New evaporated apples are reported as opening high, 6 1/2c. being asked. Ordinary stock is quoted at 5 1/2 to 5 3/4c. in jobbing lots, and 5c. to 5 1/4c. in carlots. Indications point to a much larger production than was at first anticipated and prices are looked to as sure to be easier.

FLOUR AND GRAIN.

FLOUR.

The market for flour is very strong. Western millers have advanced prices 15c. per bbl. on Winter wheat flour. Complaints are made of scarcity of wheat. One carload of 90 per cent. patents sold at \$3.55 on track here, though that is claimed as unobtainable again, \$3.60 to \$3.65 being the general price. We quote:

Table listing prices for Manitoba patent, first bakers, second bakers, Winter wheat patents, Winter patents, Straight rollers, 90 per cent. patents, Extra, 90 per cent. bags, and Straight rollers, bags.

FEED.

Market quiet, sales of Ontario bran being reported at \$16 in bulk. We quote:

Table listing prices for Ontario bran, in bulk and shorts, Manitoba bran, in bulk and shorts, and Mouillie.

CORNMEAL.

No change since last week's report. Market is firm. We quote:

Table listing prices for Gold dust, in bags and bbls., and Ordinary, in bags.

ROLLED OATS.

Receipts this week were very light and trade is quiet. Prices unchanged. We quote:

Table listing prices for Rolled oats, in bulk and in bags.

GRAIN.

WHEAT.—There is a firm feeling in Manitoba wheat, locally and abroad. No. 1 hard is quoted at 90c. afloat Ft. William, and No. 1 Northern at 89 1/2c. Ontario millers are paying 75c. at the mill for new red Winter wheat. We quote:

Table listing prices for No. 1 hard Manitoba, No. 1 Northern, Rye, Peas, Corn, Buckwheat, Barley, Oats, and Malt.

HAY.

New hay is commencing to come in more freely. A barge load of No. 2, about 150 tons, was sold at \$9 delivered here. Good, old No. 2 is fetching \$10 in carlots. Some No. 1 New Ontario changed hands at \$10, a very good figure for the buyer. The port shipments last week were:

Table listing prices for Bales to Liverpool, London, Glasgow, Manchester, and Newcastle.

an increase over same period last year of 7,695 bales. We quote:

Table listing prices for No. 1 timothy, No. 2 timothy, choice, No. 2 timothy, ordinary, and Clover.

ASHES.

There is actually nothing to report. Trade is quiet:

Table listing prices for First pots, Seconds, and Pearls, per 100 lb.

HIDES.

The market shows no change. A fair trade is reported in lambskins, though

MOLASSES.—The stock held is very light for this season of the year. The quantity to arrive is small. Just at present the sale is rather dull. Full figures are asked and the situation is strong. We quote:

| | | |
|------------------|------|------|
| Barbadoes..... | 0 36 | 0 38 |
| St. Domingo..... | 0 40 | 0 44 |
| New Orleans..... | 0 28 | 0 35 |

FISH.—There is a fair movement. Smoked herring are in light supply and prices are held firm at rather higher figures. Pickled herring, as last season, are held at full figures. There is improved sale for finnan haddies. Dry pollock are unchanged. Codfish are firm at full prices. The Fall run of shad was a failure. Pickled shad will be very scarce. We quote:

| | | |
|---------------------------------|-------|-------|
| Haddies, per lb..... | 0 04½ | 0 05 |
| Smoked herring, per lb..... | 0 10½ | 0 12 |
| Fresh haddock and cod..... | 0 02 | 0 02½ |
| Headless fish..... | 0 04 | 0 05 |
| Pure cod..... | 0 08 | 0 09 |
| Pollock, per 100 lb..... | 1 75 | 2 00 |
| Pickled herring, per ½-bbl..... | 2 10 | 2 25 |
| Dry cod..... | 4 00 | 4 10 |
| Pickled shad, ½-bbl..... | 5 00 | 6 00 |
| Headbutt..... | 0 10 | 0 12 |
| Fresh salmon..... | 0 15 | 0 18 |
| Shad..... | 0 12 | 0 15 |

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours higher prices rule. The market is firm. Oats and oatmeal have but a fair sale and prices are unchanged. Cornmeal sells quite freely at even prices. Beans are rather lower and have but a light sale. Hay in this market is very dull. We quote:

| | | |
|-------------------------------|--------|-------|
| Manitoba flour..... | \$4 90 | 5 10 |
| Best Ontario..... | 4 20 | 4 50 |
| Medium "..... | 3 95 | 4 00 |
| Oatmeal..... | 4 10 | 4 25 |
| Cornmeal..... | 2 80 | 2 85 |
| Middlings, in small lots..... | 24 00 | 26 00 |
| Oats..... | 0 38 | 0 44 |
| Hand-picked beans..... | 1 85 | 1 90 |
| Prime..... | 1 80 | |
| Yellow eye "..... | 2 80 | 3 00 |
| Split peas..... | 5 00 | |
| Barley..... | 4 25 | 4 40 |
| Hay..... | 10 00 | 12 00 |

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 29.

THE efforts of the Vancouver Board of Trade, the Victoria Board of Trade and the British Columbia Wholesale Grocers' Exchange, which comprises the wholesale grocers in both cities, have at last been successful in obtaining a concession in freight rates from Vancouver to Calgary. The C.P.R. Co. has notified the bodies concerned in the agitation, which has been on for six months or more, that a reduction of 25c. per 100 lb. on first-class freight from Vancouver to Calgary is the basis of a reduction in rates all around, which the company is willing to put into effect.

The contention of the wholesale trade here has all along been that the rates from here to Calgary as a base should be the same as from Winnipeg to Calgary, the distance being the same, or nearly so. Existing rates on the same classes of freight have been much higher from Vancouver than from Winnipeg, so that the wholesale trade of this coast has been badly handicapped in efforts to do business with the merchants of Alberta and all intermediate points, to which the Winnipeg wholesalers had a better rate.

The C.P.R. some months ago broke off all negotiations apparently, giving the decision that a change could not be made in the rates, because Winnipeg would ask for similar concessions, making the condition

just as before. At that time the wholesale grocers called a practical boycott of the C.P.R. in so far as they were able to control freight. Of course, this applied more to goods being imported than to goods shipped from here. In the latter case it was, perforce, necessary to send by C.P.R. to all points to which that was the only line of transportation.

Evidently, the railway company has reconsidered its position entirely, as the reduction now offered, while not bringing the rate to an absolute parity with Winnipeg, is still such a big cut that the trade feels correspondingly elated. The generally expressed opinion is that the question of doing business in the Alberta country and intermediate points has now been solved. The wholesale hardware trade is equally interested in the concession. A meeting of the Freight Rates Committee of the Board of Trade is to be held this afternoon to discuss the offer. A request to scale the rates on the Crow's Nest Pass line in a similar manner, taking Lethbridge as base point, has not been considered by the company.

The rate for first-class freight to Calgary from Vancouver hitherto in force has been \$2.12 per 100 lbs., so that the reduction is nearly 12½ per cent.

Shipments north to Dawson, which have been very heavy up to date, are showing a material slackening off in some lines. In all lines the withdrawal of the Summer schedule of through rate quotations has had the effect of hurrying up shipments until the last minute. But the last boat to reach Skagway before the end of the month, when the rates go out, has sailed, and next shipments will be lighter. There is another reason for some falling off in trade, and that is the cancellation of some orders from Dawson. This is in produce mainly, as the prices of goods in the north have fallen in some produce lines, principally butter and eggs. This will, however, be but a temporary lull in the movement of goods, for Winter stocks are not yet sent in, and in many staple lines of food supplies the big companies are placing orders to replace the goods which have been hung up on the lower Yukon and cannot reach Dawson this Winter.

In grocery lines there is some activity in dried fruits reported, fresh pack of apricots and similar goods being in the market at high figures. Prunes, which are still last season's pack, have been advanced a little in sympathy. In canned goods the additions to receipts of new season's pack from eastern packers are strawberries and raspberries. The wholesale grocers report having promises of new tomatoes for September 1 shipment from the east. If that is carried out, goods will be here in time to get them into Dawson this Fall before the freeze-up. The recalling of through bills of lading on goods consigned to the north does not by any means convey the idea that goods are not shipped in any more this season. The shippers merely have to take the risk themselves. Shipments north will continue for some weeks yet, but through bills will not be given by the transportation companies.

In the produce markets supplies are very fairly good, demand is also good. Prices show a stiffening tendency. There

have already been two raises in quotations of cheese from the east in the past week. In twins and small sizes a scarcity is shown. Manitoba shipments of cheese are not large. Eggs are scarce and prices are higher. From the east the quotations on Ontario case eggs are 1c. higher than last week. Local fresh are still at prohibitive prices, being as high as 40c. retail. Creamery butter, while very much firmer in its position in the market, shows no quotable change in price as yet. Dairy is in good demand, and prices are fairly easy, though having a tendency to be firmer in sympathy with the creamery goods. Prices may be quoted at 21 to 22c. for creamery and 17 to 18c. for dairy.

THE FOOD VALUE OF SUGAR.

THE virtues of sugar are interestingly discussed in a recent issue of The Literary Digest. The advocates and disparagers of this indispensable staple are heard, and the weight of evidence is on the side of the healthfulness of sweets. We quote:

"Old and famous doctors, like Hufeland and Heim, declare that a moderate use of sugar stimulates digestion and prevents fermentation in the stomach, while an excessive indulgence in the article has an injurious effect on the digestive faculties, as it causes the formation of an excess of lactic acid, which makes itself apparent in the secretions, especially in the saliva, and in this manner produces an injurious effect on the teeth.

"Latter-day physicians, those representing the latest phases of medical knowledge, declare with great positiveness that 'sugar causes acidity of the stomach only when ingested in small quantities into a stomach already acid or inclined to acidity, when the lactic-acid fermentation seizes upon it and carries it along with it. If, however, the sugar is used in larger quantities it overcomes the fermentation and stops it.'

"The latest investigations have in truth demonstrated that lactic acid fermentation is stopped by an excess of sugar; but, to the disappointment of pie eaters and bon-bon devotees, it must be stated that this effect is produced only when the substance is absolutely pure. In this condition it seems to make no difference whether the sugar be eaten solid in the shape of lumps or dissolved in pure water. Sugar excites the secretions of the stomach, increases digestion of albuminous matters and of nutritives containing iron and lime, a fact which proves that under proper conditions sugar is an enemy against anemia, chlorosis and in scrofula.

"This explains the love of a great many children for sugar in the lump, who afterwards, as they grow older, avoid plain

sugar or sugar by itself almost entirely. It seems to be a sort of instinct with children with weak bones and thin blood. As early as 1878 Dr. Bockel recommended in his writings sugar as the best and most powerful remedy in rachitis ('rickets'). According to the theory advanced by him, the sugar given in such cases sets up an alcoholic fermentation, which overcomes the lactic acid present in excess, and thus prevents the escape of the bone-building salts."

According to the writer, the idea that sugar causes bad teeth is an altogether mistaken one.

The teeth of the negroes in the tropics are dazzling white and sound. On our sugar plantations in Cuba, Louisiana and elsewhere all negroes run down with labor or sickness grow sleek, fat and strong again on the return of the sugar harvest solely by chewing the cane. Englishmen and Americans eat more sugar than the French and the Germans, and yet they have better teeth than the latter. He goes on to say:

"After participating in many kinds of food sugar seems to act as a digester, and that heaviness often felt after a hearty meal is frequently relieved by drinking a glass of sugar-water. The famous Hufeland, in his book, 'Makrobiotik' (i.e., on long life), sings a hymn of praise to sugar, and recommends plenty of sugar to all who have to eat coarse, heavy food. It is better, he states, for lean persons than fat ones.

"When we find the cake-bakers and millers habitually have bad teeth it is natural to charge the fact to the use of sugar or of flour. Rather ascribe it to the lack of care of the teeth, habitual with those people, which permits particles of food to remain between the teeth, and thus further decomposition. If they would use the brush frequently and properly they would have as good teeth as anybody.

"In old times our confectioners, bakers, etc., did not employ sugar in their sweet wares, but honey, whose antiseptic properties were known even in remote antiquity, and the Egyptians, Greeks, etc., frequently used it as an application to serious wounds. For that matter, as late as the 17th century our ancestors used sugar as an application to wounds. The practice, however, fell into neglect and was forgotten until only recently prominent surgeons are again bringing the substance into use. Dr. Luke, for instance, professor at the University of Strassburg, recommends it in gangrene, and has used it with excellent results.

"The Frenchman, Claude Bernard,

has demonstrated that the normal sugar-content of the blood immediately commences to rise whenever any disease or injury to the organism commences to grow better. In this case a blood rich in sugar seems to exert an influence on the reparative action. This condition of the blood lasts until the health is restored or until the source of supply (of sugar) is cut short. Normal and healthy blood always contains sugar, which is derived from all nutritive foods and has absolutely nothing to do with the consumption of pure sugar. That a too great indulgence in sugar, by itself or mixed with other things, can have a bad effect and cause sickness is not to be denied, but that its use, either in small quantities or large, can cause diabetes cannot be too strongly denied. Such an idea could be conceived or find defenders only from the fact that the original cause of that only too frequent disease has, up to the present, eluded investigation and remains a mystery.

"Finally, we can assert that the healthiness of sugar is no longer disputed by educated physicians. That it is not only an article of nourishment, but a beneficent one, is demonstrated by the fact of the constant growth of its employment. In A.D. 1700 all Europe used about 100,000,000 pounds of it; in 1870 this had reached 4,000,000,000 pounds, while statistics show that from the end of August, 1900, to February, 1901, 2,000,000,000 pounds of beet sugar alone had been consumed."

MARYLAND AND HER OYSTERS.

THERE have been oyster wars on the Chesapeake, and Virginia and Maryland have called out their fleets more than once to defend the luscious bivalve, but now the dainty is getting so scarce that it is feared all these troubles will disappear with him, says The Florida Times-Union. The problem now is to keep him at whatever cost. Since Florida has a problem like unto theirs we may learn something by studying the experiences of others.

When the scarcity of marketable oysters first grew noticeable a remedy was offered in "the cull law" similar to ours, which prescribed that only oysters of a certain size should be taken and the young returned to the beds. The boats were obliged to "cull" where the catch was taken. But the increase under the operation of this practice failed to satisfy the exports, and in 1902 the "Haman Bill" was introduced. This was to give the state the right to lease the beds to private parties for a series of years, the assump-

tion being that self-interest would secure the planting and care of the beds. But in the counties having a frontage on the bay a violent opposition to the bill was generated and defeated it, the baymen charging that the purpose was to secure a monopoly and then a trust. The bill was defeated, and "planting laws" substituted, giving ownership to beds planted and cared for. But the diggers fought all laws, making the claim that the bottom of the bay was public property and open to every citizen.

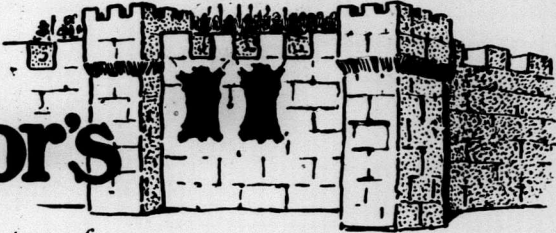
In other sections of the state, however, public opinion has been steadily growing, and there is a fair prospect that the Haman Bill, or something like it, will yet become law, else there will soon be no oysters for anybody. It is not intended to lease any bottoms or beds now proving productive, but to give the "planter" power to protect the crops he may grow on abandoned beds, creating an industry by the method practiced around New York and formerly at Mobile. Why not? Professor Brooks, of the Johns Hopkins University, has made a study of the subject with close observation for a series of years, and he declares that under the bill the bottom of the bay should produce an annual crop worth \$100,000,000 instead of the fluctuating few millions it has been made to pay under the old system that has finally killed the goose that laid the golden egg. Private ownership will not only replant the beds and guard them till the harvest, but insure protection from the starfish and drum that have proved so destructive.

OLIVE STOCKS SHORT ABROAD.

Private advices from responsible sources on the other side, referring to olives, according to The New York Journal of Commerce, say: "The present season is the most dangerous for olives, and as a large amount of them have already been destroyed by the weather, half of the amount estimated will be 'culled' if we have rainy weather in September. The stock of olives in casks is estimated as follows: Number of casks in the United States, 300; No. of casks in the hands of La Exportadora Nuta de Accituna, 1,500. The new crop is estimated at 1,500 casks, making a total of 3,300 casks. On the same date last year the stock in the United States was 1,500 casks. The number of casks sold and for sale in Seville was 3,500, and the number of casks cured last year was 8,500, making a total of 16,500 casks. This shows a deficit for this year of 7,200 casks.

"The crop of Manzanillas is expected to be one-half shorter than that of last year. Prices will be higher, as there has been a strong demand for them these last months. Up to the present the quality appears good."

William the Conqueror's



mother was the daughter of a tanner. So the people of a town he was besieging hung out some hides on the wall. William, stung by the intended insult, soon "tanned" that town to subjection.

Canadians care more for what "is" than for what "has been."

Still, a good record counts, and

Chase & Sanborn's Coffees

are today—every day—all that they have ever been, for they have richly earned their unique and enviable reputation.

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

This Seal is on Every Package



RETURNED

MAY 28 1904

Cat Book 218

Page 25
and.

CORKS CORKS

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

S. H. EWING & SONS Toronto Branch, 29 CHURCH ST.
96 KING ST., MONTREAL, TELEPHONE MAIN 204

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

**GOLDEN
EAGLE
COFFEE.**

A FEW GOOD THINGS

**MANHATTAN
BLEND
COFFEE.**

Every Up-to-Date Grocer Should Handle.

AMERICAN COFFEE & SPICE CO.,

**Lees & Langley's
Worcestershire
Sauce.**

109 Front St., East, TORONTO,
NEW YORK,
—AND—
LONDON, ENG.

**GOLDEN SEAL
BAKING
POWDER.**

Olives

Rowat's

(GLASGOW, SCOTLAND.)

Rowat's Spanish Queens Olives
are marvels of value. There is
nothing on the market their
equal. To try them once is to
BUY them ALWAYS.

Octagon— Small
Medium
Large

Write for Prices.

SNOWDON, FORBES & CO.

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

TEA REPORTS.

NOW, WILSON & STANTON, under date of August 31: Duty payments for home consumption continue to show an increase over those of last year.

Indian. — Supplies have again been moderate and not in excess of requirements, and there has been a continuance of the good general competition noticed last week. Some of the Assam teas are showing promise of good quality to come in the near future. On the other hand, some third invoices of Dooars teas are showing a slight set-back as regards flavor and quality.

Ceylon. — Judging from samples representing the week's offerings it would appear that the bulk of the teas made in the less satisfactory weather prevailing in the Island some two or three months back have now passed through the market. The trade are therefore anticipating improved quality, especially from the districts situated at a high altitude. Samples to hand by mail showing most recent manufacture help to confirm this opinion. The teas met with a good demand and prices ruled steady. Where invoices showed an improvement, a corresponding advance in price was made.

Wm., Jas. & Hy. Thomson's circular of August 20 is, in part, as follows:

The market is showing signs of more general activity and the bidding this week has been brisk for all kinds, while orders for export which have been very scarce for some time were more numerous, and quotations for good medium leaf kinds benefited in consequence. Common tea remains steady at last week's rates, and though medium grades have been somewhat irregular, invoices of desirable character have been well competed for. Fine teas from India, which are gradually becoming more plentiful, continue to realize full rates. The shipments from India to date are heavier than last year, but it must not be forgotten that very favorable tea-making weather was experienced about the end of June, and from late advices it is unlikely that the present rate of increase will be maintained. Exports from Ceylon to this country continue light.

Green teas. — There is little doing in this market, but both from Colombo and Calcutta come reports of an improved demand, as before remarked. The recent depression in prices was unlikely to continue in view of the scarcity and consequent dearth of the supply from Japan. The opportunity for bringing Ceylon and Indian greens more prominently before the public will no doubt be made use of to the fullest extent.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.



Delicious, Healthful
The Ideal Fruit

—FOR—

SPRING and SUMMER USE

ONCE TRIED, ALWAYS USED. ASK FOR IT.

CORONA FRUIT CO., W. B. Bayley, Toronto
Agent.



Capstan Brand Mustard

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FINEST ORANGES GROWN

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

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

PROPOSED HONEY EXCHANGE.

A number of beekeepers from through Oxford met in Woodstock last week for the purpose of forming a honey exchange. The plan works well in the United States, and a number think it would work satisfactorily in Western Ontario. In this way

the quality and price are fixed and everyone's honey is treated on its merits.

The United States Food Company, capital stock \$3,000,000, has been incorporated in Trenton, N.J., to manufacture, buy and sell flour and other food articles, and to manufacture from grain and cereals.

Window and Interior Displays

Timely Hints and Suggestions.

A Winnipeg Grocery Store.

AMONG the thriving business establishments in the bustling city of Winnipeg one of the foremost is the subject of this article and illustration. Its proprietor, Mr. J. A. McKerchar, has been a representative grocer in the Gateway City for many years, during which time, through unflagging energy and a

shelving are the tea and coffee bins, metal lined; above a section of these are 52 closely-fitting spice and sundries drawers on one side; on the other are handsome glass-front cabinets for displaying plain and fancy biscuits. The walls are tinted in a neutral color, forming an effective background for the shelving and its contents, and a finely designed metallic ceiling, painted to harmonize effectively

with plenty of warehouse room in rear of the store proper, for the reception and distribution of goods in wholesale quantities. Mr. McKerchar is working up an excellent volume of business in this direction, in which, being a close cash buyer, and having access to the best sources of supply, he is enabled to cater thoroughly to the requirements of country merchants, contractors, and other large purchasers.



Interior View of the Store of J. A. McKerchar.

thorough knowledge of the trade, he has built up a business from a very moderate commencement to one of the most extensive in the city.

The handsome and substantial building which he has lately built and equipped is situated in the busiest part of Main street, the city's chief thoroughfare. It is of pressed white brick, three storeys in height, with a frontage of 32 feet and a depth of 110 feet, and with a basement of stone and concrete the full size of the building. The store is a model in its interior arrangement, the woodwork throughout, including 140 feet of shelving four tiers in height on each side, being of oak, oil finished. At the base of the

with the accessories noted, completes a store scheme which appeals to the observer at once by its dignified simplicity and thorough adaptability to the requirements of a first-class business. The lighting is perfectly provided for with two plate-glass fronts, 9 x 18 x 6, extending to two feet from the sidewalk, and a service of five combination gas and electric standards, which, with 20 incandescent ceiling lights, forms when in use a picture both pretty and effective.

Mr. McKerchar's trade has, until recently, been confined to that of a high-class family character, but, in addition to this, which is steadily increasing, a jobbing department has recently been added,

Changing the Window.

However effective and carefully planned a window display may be, it loses its efficiency in a few days. The habit that many merchants have of allowing a display to remain for two or three weeks is one of the most disastrous faults in the business. A window that passes fail to stop to look at can be condemned by the dresser without hesitation, and a

A Window Display Competition.

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

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

and \$2 for every picture and description which is considered worthy of publication. The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

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

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

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

ATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

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

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

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, \$2.00; Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

WFESE & CO., 54 Yonge Street, - Toronto.

Stencils

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

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

Hamilton Stamp & Stencil Works,

HAMILTON ONT.
Headquarters for everything in our line.

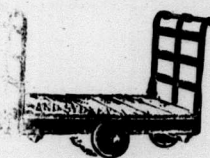
Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Reputation Established.

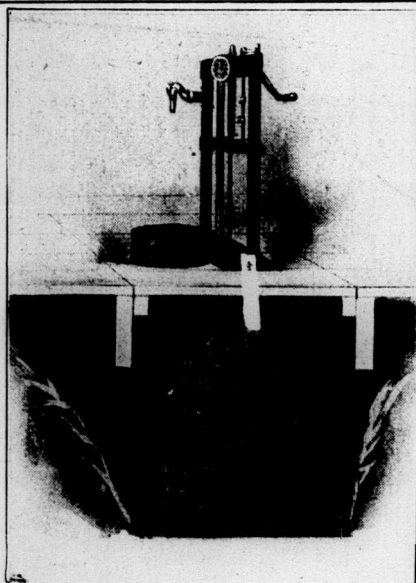
Since the inception of our firm as wholesale grocers we have endeavored to **establish a reputation** for honorable straight-forward dealing, in which we think we have succeeded to a very marked degree, judging from the increase in our business from month to month, which has made it necessary for us to enlarge our warehouse capacity to more than double its former size. Thanks to our many customers for their very generous support in the past. We are equally interested in your success. **WATCH US GROW.**

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

THE PRICE OF A THING



UNDER THE FLOOR OUTFIT

**Is Not Always a Criterion
Of Its Value.**

Were a merchant beginning business to include in his fixtures an old-fashioned "jigger" oil tank or some other "makeshift" simply because the price was low, his investment might really prove an extravagant one. He might go along year after year wasting oil from leaky barrels and sloppy measures, enduring **dirt, inconvenience and waste**, all the time hugging to his breast the delusion that he is saving money thereby, when the fact is, he has

WASTED ENOUGH OIL

in all those years to pay for several good oil tanks and he is just where he began. The small additional cost of

**BOWSER
SELF-MEASURING
OIL TANKS**

is just that part of the whole price that insures subsequent **Economy and Satisfaction**. It is the premium you pay for a high-grade tank that will return to you its cost surely and promptly, beginning the moment it is placed in your store.

**ALL
BOWSER OIL TANKS**

ARE EQUIPPED WITH
Money Computers, Dial Discharge Registers,
Anti-Drip Nozzles, and Double Brass Valves
AND MEASURE ACCURATE

**GALLONS, HALF-GALLONS and QUARTS
AT A STROKE**

FIFTY DIFFERENT STYLES.
CATALOGUE "E" FREE UPON REQUEST.

S. F. Bowser & Co.

Factory: Fort Wayne, Indiana
65 FRONT ST. EAST, TORONTO

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,
365 Richmond street,
London, Ont., Sept. 2, 1903.

speedy change should be made before the public has ceased to expect anything new.

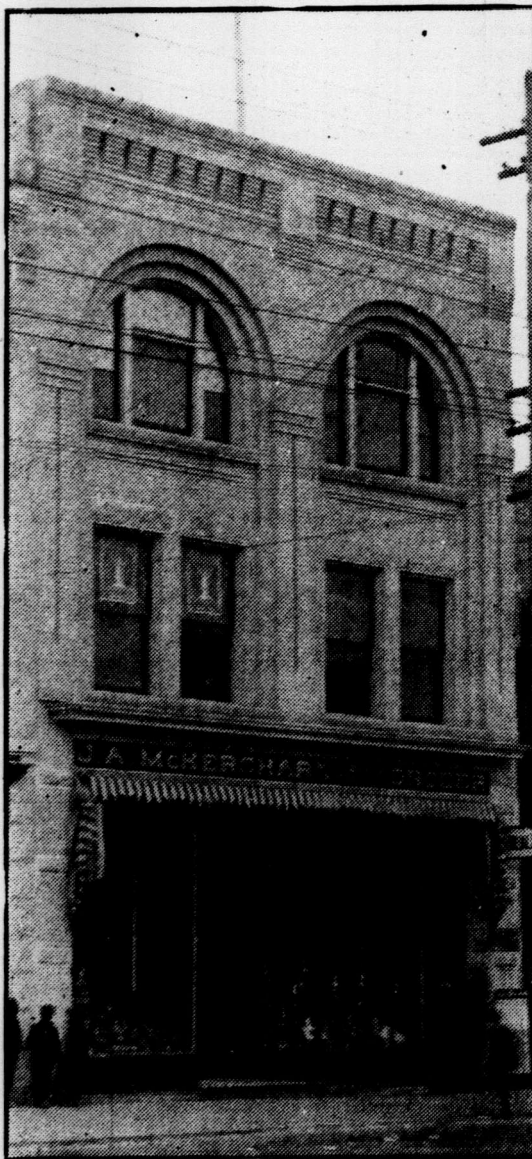
The frequency of the change is a matter of personal judgment, and depends largely upon the size of the town or city. In a city few windows remain over two days, but in a small town a good window may be left a week without having passed its usefulness. More than a week, however, is a loss of window space in any town, however small, and it is to the profit of the merchant that if time can be found more frequent changes are made.

The finding of time for these varied arrangements seems to puzzle and worry many window-dressers, but this time should be considered as just an important as any other part of the business. Time should be made, if it is not convenient. The merchant who has no time to spend on his windows will soon find he has all there is. What store does not find time to wipe the counters, sweep the floor, make up the books? And yet this window-dressing means as much to the success of the business as the everyday necessary duties of the store life. If there is not time with the existing staff of assistants, more are required, just as much as when the size of the business requires more clerks to attend to the customers.

It can be relied upon that a window to which the public have become accustomed will not sell any goods; there is nothing to attract the eye, but rather something to turn customers away. If the public once get the idea that a merchant is careless about his window they soon entertain the closely-succeeding thought that he is careless in every other line. Frequency of change in the display window gives it its principal value, and a poor display, if new, is far better than an old one that was at first a successful salesman.

Fire has destroyed the cannery of The Pacific Packing and Navigation Co. at Kania, B.C. The loss was total, including buildings, stores, provisions and 18,000 cases of salmon.

TRAVELLERS had a good week last week, some very good orders being brought from outside places, while the city trade is also very satisfactory.



Front View of the Store of J. A. McKerchar.

The sales of sugar at the present time are heavy, and are certain to continue so for a couple of months; the fruit season for peaches and plums goes hand in hand with sugar, and economical housekeepers are now making selections of both for their annual supply of preserves, so essential in every Canadian home.

The shipments of early Fall fruit this year exceed anything that was ever known in the business, in this district. This refers chiefly to the Leamington or Erie

district, where there has been a great abundance of peaches and other fruits. The transportation companies have been kept going night and day handling the traffic. Mr. Sharp, of the Dominion Express, says the shipments will treble those of last season. The lower prices for peaches, etc., have created the greater demand for granulated and paris lump sugars.

Mayor Beck was the recipient on behalf of the corporation last week of an illuminated address at the hands of visiting members of the Chambers of Commerce Congress, and the merchants, manufacturers and business men generally are naturally much elated and gratified on account of it. It was presented, on behalf of the Mayor of Canterbury, by three of the business men of that city. Printed on vellum, it made a very attractive document.

Chairman Gerry presided on Saturday at a meeting of the Manufacturers' Committee. Two manufacturing firms had sent communications to the City Council about establishing factories in the city. These companies have now been formally dealt with by the committee, and the result will be awaited with interest.

At a meeting of the hospital trust of this city last week the following tenders were awarded to London business houses: W. T. Strong, drugs; George Arthurs, ice; F. S. Orm, fish; Scandrett Bros., wines and liquors; J. H. Marshall, milk; Parnell-Dean Co., bread; George Jackson, meat; A. McCormick & Son, groceries; W. Buchanan, coal.

The Civic Improvement Society was brought into existence at a meeting held at the City Hall last week. The object of the society is to bring about a betterment of London's streets and boulevards, and at the same time establish a desire on the part of every citizen to beautify both lawn and garden. Many of the leading merchants are enthusiastic supporters of the society.

Deliveries of dairy produce in this market continue to be good, and oats and wheat are well supplied. Hay is only limited in quantity, while straw is scarce. Wholesale dealers are paying 12½, 13 and 13½c. per dozen for eggs, and retailers sell them at 14 and 15c., as to size and appearance. Rolls of butter range 18 to 20c. per lb.; crocks, 17 to 18c.

EXHIBITION NEWS

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

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

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

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

and 7 Market St., HAMILTON

WE KEEP ALL CODES.

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

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

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

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

creamery, 21 to 23c. Poultry, as before ; chickens, 50 to 75c. a pair.

London's consumption of fruit has already been noted in these letters; the quantity brought into the city is enormous, and the wonder frequently given expression to is "Where does all the stuff go to?" At last Saturday's market it was in evidence everywhere, and large quantities were disposed of at very moderate figures. Peaches, 12-quart baskets, ranged from 40 to 65c.; 8-quart baskets, 25 to 30c.; 6-quart baskets, 15 to 20c. Plums, in 12-quart baskets, 25 to 35c.; by the peck, 20 to 25c., and by the bushel, 80c. to \$1. Pears, by the peck, 25 to 30c., and by the bushel, 50 to 75c. Crab apples, 20 to 25c. by the peck and 80c. to \$1 by the bushel. Roots and vegetables in galore at reasonable figures.

It turns out, since last week's rain and stormy weather, that there were a great many more peas and oats unhoused than was at first expected in the London district and over Western Ontario. Considerable loss is being reported. These grains have been damaged by rain.

W. H. L.

A WATERMELON PALACE.

One of the chief events that will occur in Knox county, Indiana, this Summer will be the watermelon carnival that will soon be held in Oaktown, Ind., says The Chicago Inter-Ocean. According to the arrangements, the affair will be on a gorgeous scale, and will be a novelty. It is planned to build a palace of watermelons, and to arrange the melons in many different styles of architecture. As Oaktown is in the heart of the melon district, it is believed the carnival will be a most interesting sight.

The crop this year will be the largest ever known, judging by present conditions. More than 1,000 acres above last year's acreage have been planted, and preparations are making to handle hundreds of cars. Last year entire melon trains left Oaktown, and hundreds of melons were wasted because the railroad company was unable to supply the demand for cars. There was no bank in Oaktown last year, but one was established last Winter for the purpose of assisting the shippers in their business transactions.

The butchers of Winnipeg organized a union last week. The charter roll contained 40 names. The union will be affiliated with the Trades and Labor Council.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

SITUATIONS WANTED.

GROCERY CLERK desires position—age 21; experience 5 years; knowledge of bookkeeping; come September 1. Box 138, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

BISCUIT BAKERS—Two assistants as brake hands, etc.; at once; state wages. Box 139, CANADIAN GROCER, Toronto.

BAKER—First-class on bread and cakes; steady job. Box 141, CANADIAN GROCER, Toronto. f

BAKER—Good on bread; night work; steady job; machine-made doughs; state wages. Box 142, CANADIAN GROCER, Toronto. f

BAKER at once—First-class on bread and cakes; steady job and good wages to good man. Box 143, CANADIAN GROCER, Toronto. f

SALESMAN—For first-class grocery store in Toronto; state particulars. Box 144, CANADIAN GROCER, Toronto. f

WANTED—Assistant miller; in custom mill; one used to plate chopper; steady job; state wages. Address Box 145, CANADIAN GROCER, Toronto. f

WANTED at once—Second oatmeal miller in a 200 barrel mill; night shift; must be steady; state wages. Box 146, CANADIAN GROCER, Toronto. f

FOR SALE.

CHEESE AND BUTTER FACTORY for sale; in first-class locality; make this year to date, 90 ton; good reasons for selling. Box 140, CANADIAN GROCER, Toronto.

AGENCIES WANTED.

WANTED—Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

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.

FLOUR AND CEREAL FOODS

Cereals in Retrospect.

WHEN one looks at the crude stone mills used by uncivilized peoples for grinding grain into meal, and then regards the complicated and highly-perfected machinery of the present day for performing a similar work, one is made to consider the tremendous advance made in science, in meal quality, and in the social conditions from primitive times to the present order.

Hundreds of years of history are suggested by the contrast. Conquests; the intrusion of higher, more forceful races; peace, with the inevitable development from rough-and-ready modes of living to gentler, more highly organized forms of domestic life; the tilling of the soil; the levelling of forests; the tribal advance; fresh conflicts; added victories; beneficent, enlarging peace,—all these pictures of the past go flitting through the mind.

The little patch of land about the pioneer's log house—the millions of acres in our glorious West: what of history lies between is the suggestion of the stone mill that is found now only in our museums.

Indulging still more in the pleasures of retrospect, one finds some amusement in considering the highly-developed form of cereals of to-day and the imperfectly-crushed grain our forefathers produced. In this day of world-wide advertising, when whole pages of a nation's newspapers proclaim in huge type the surpassing merits of a new breakfast food; when bright artists turn their talent to the production of commercial illustrations, and poets (?) manufacture jingles; when the digestive properties of scientifically-prepared, semi-cooked cereals are printed on brilliantly-colored cartons, the poor, simple, common meal of the past is ludicrous in contrast. Yet children thrived on this form of food, and grew into sturdy men and women. The primitive meal and flour may be laughed at to-day; but the men and women who found in them their sustenance might, could they be recalled to life, deem our daintiness and faddishness subjects for answering mirth.

The stone mill suggests much. It is a question whether its modern successor represents in evolution a better type of men and women than those whom we delight to honor as the pioneers of Canada.

Advertising Canada.

Advices from London, Eng., say that the exhibit of Manitoba cereals in the win-

dow of the Canadian Emigration Offices at Charing Cross is attracting much attention. As an advertisement for Canada and the resources of the Dominion it is a great success. Hundreds of the pamphlets prepared by the Department of the Interior for the use of intending emigrants are given gratuitously daily to enquirers.

Unless there is some unexpected drawback during the coming Winter the emigration to Canada next season will excel even that of this year. As it is, the Board of Trade returns continue to show a phenomenal growth in the exodus to Canada. The figures are commented upon in many papers, and cannot fail to prove another great advertisement for the Dominion.

Canadian Route a Favorite.

UNDER the heading, "American Ports in Danger," The Record-Herald says:

"Exporters at the Atlantic seaboard ports are greatly alarmed over the rapid decadence of grain receipts and a corresponding increase at the port of Montreal.

"Statistics gathered by The Wall Street Journal show clearly that the alarm is well founded, and that something must soon be done if the prestige of the American ports is to be maintained.

"It is shown that the receipts and exports of wheat, for example, at and through Montreal for the month of July, 1903, almost equalled the entire volume going by the way of the combined American ports. During the first seven months of this year the decrease in volume of export wheat through New York as compared with the same period of 1902 amounted to 29 per cent., and the decrease through the port of Boston was 60 per cent., while the increase through the port of Montreal amounted to 21 per cent. The growing importance of the port of Montreal is further shown by the total grain shipments for 1902, which amounted to over 21,000,000 bushels, placing that city on a par with Boston.

"The condition of the American ports is further emphasized by the corn exports for the past seven months, during which the increase at New York reached 1,111 per cent., at Boston 701 per cent., and at Montreal 6,410 per cent. In view of this showing it is not to be wondered at that the grain interests at Buffalo and the seaboard are urging the railroads to reduce their grain rates sufficiently to prevent a further loss of business.

"The rapid stride made by the port of

Montreal is due largely to the Act of Parliament making the Canadian canal free. This port has a further advantage in an all-water route from Duluth, the distributing grain centre of the great Northwest, and from Chicago, the distributing centre of the West.

"Grain can now be shipped from Chicago to Liverpool through Montreal about three cents a bushel cheaper than through Boston or New York. Only a fraction of a cent a bushel is sufficient to divert an enormous volume of grain.

"The problem is plain and the solution is simple. The Canadian route has outbid the American route, and unless this competition in rates is met by the latter the grain of the West and Northwest will continue to seek the Canadian outlet in a rapidly increasing volume."

The Granary of the Empire.

The current number of The Nineteenth Century contains an excellent article from the pen of Robert Machray on the grain-producing capacity, present and future, of the Dominion of Canada. He criticizes at length the claims of the Dominion to the title she placed on the Coronation Arch, "The Granary of the Empire," and comes to the conclusion that, although at present she is not entitled to the distinction, she will soon have demonstrated to the world that the inscription she placed upon the arch was no empty unmeaning boast. He says: Suppose that in the course of a few years—it is as inevitable as anything well can be—suppose there are 380,000 farmers in the Canadian West, what then will be the wheat yield of the Dominion? What will it be when there are 1,000,000 farmers? And there is room, plenty of room, for more than 1,000,000 farmers. He also tells us that the enormous rush of settlers into the country during the last two years, a great number coming from the United States, furnishes the most convincing proof that the slow growth of Canada will soon be looked upon as an interesting phase of our past.

H.-O.

To meet the requirements of their increasing trade in Canada The H.-O. Co. have decided upon opening an office in Toronto, from where in future all their Canadian business will be transacted. In the meantime all orders directed to their representative in that city will receive immediate attention.



The Tillson Scot Made Quite a Hit at the Toronto Exhibition.

The Tillson Scot is quite a favorite with the public, because he represents their favorite breakfast—

Tillson's Pan-Dried Oats.

The best of Canadian oats, prepared by our exclusively controlled process, perfectly clean, in sealed packets, from our mills to your customers' kitchens.

Have we received your order for Fall trade?

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.

TELEPHONE { MAIN 1257.
" " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Canada's Cereal Exports.

From an interesting trade and navigation return issued by the Department of Customs and compiled up to the end of last June we learn that 86 per cent. of the wheat, flour and bran exported from Canada last year went to Great Britain. During the year the total exports of wheat and its products amounted in value to \$29,507,816 of which Great Britain took \$25,431,704 worth.

The exports of wheat alone amounted to 32,986,745 bushels, valued at \$24,566,703, of which 30,726,947 bushels valued at \$22,997,745 went to Great Britain. The exports of flour amounted to 1,287,776 barrels valued at \$4,699,143 of which 633,250 barrels valued at \$2,338,667 went to the British market.

The exports of bran amounted to 351,641 cwt. valued at \$241,970, of which 130,596 cwt. valued at \$93,292 went to Britain.

The United States took 892,904 bushels

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

THE CANADIAN GROCER

of wheat valued at \$536,264. Belgium took 707,733 bushels of wheat valued at \$555,198. Germany took 237,063 bushels valued at \$187,147. The remainder of the wheat exported, amounting to 423,098 bushels valued at \$288,349, was distributed among the British colonies and other countries.

In addition to the amount of flour exported to Great Britain, Newfoundland took 223,210 barrels valued at \$843,956. Australia took 167,112 barrels valued at \$571,336, and the British West Indies took 43,624 barrels valued at \$152,668. The United States imported 18,940 barrels valued at \$68,216, and other countries 201,630 barrels valued at \$724,300.

Cereals at the Exhibition.

The people of Canada should feel proud of the magnificent display of package cereals in the main building of the Dominion Exhibition.

The Tillson, McIntosh and American Cereal companies deserve very great credit for the artistic arrangement of their exhibits, and all three are attracting the attention they undoubtedly deserve.

Wheat Shipments to Europe.

The actual shipments to Europe from each country during the twelve months ended July 31 in the past three seasons have been as follows, in quarters, hundreds omitted:

| From— | 1902-3. | 1901-2. | 1900-1. |
|---------------------------|---------|---------|---------|
| | qrs. | qrs. | qrs. |
| U.S. and Canada | 23,860 | 27,590 | 26,450 |
| Argentina | 5,970 | 2,650 | 4,900 |
| Russia | 16,875 | 19,250 | 9,100 |
| Roumania, Bulgaria, etc.. | 5,500 | 5,100 | 5,000 |
| India | 3,385 | 1,965 | 600 |
| Australasia | 1,250 | 1,790 | |
| Sundries | 1,220 | 1,240 | 1,400 |
| Total | 56,750 | 50,005 | 49,330 |

The past twelve months' shipments have thus been unprecedentedly large, but still the stocks and visible supplies at the close of the season are unusually small, as the following return of the world's visible supply on Aug. 1 will show:

THE WORLD'S VISIBLE SUPPLY.

The world's visible supply of wheat in quarters (480 lbs.) hundreds omitted:

| | Aug. 1, 1903 | July 1, 1903 | Aug. 1, 1902 |
|-----------------------------|--------------|--------------|--------------|
| Atfloat for U. K. | 2,065 | 2,200 | 1,885 |
| Atfloat for Continent | 1,000 | 1,765 | 1,060 |
| U. K. port stocks | 1,900 | 1,675 | 1,675 |
| French port stocks | 375 | 390 | 175 |
| Paris stocks | 59 | 46 | 80 |
| Antwerp stocks | 90 | 210 | 90 |
| German stocks | 100 | 75 | 90 |
| Russian port stocks | 400 | 450 | 200 |
| Total Europe | 5,980 | 6,811 | 5,255 |
| American visible | 2,900 | 3,240 | 4,225 |
| Argentina visible | 250 | 285 | 160 |
| Grand total | 9,130 | 10,336 | 9,640 |

—By J. W. Rush in Northwestern Miller.

D. D. Mann, vice-president of the Canadian Northern Railway, says: "We will have 100 per cent. more rolling stock this year to handle the crop, and anticipate no difficulty."

Worth Sending For.

The "Force" Food Co. are distributing a very handsome button to their friends. The button has a splendid reproduction in colors of the now celebrated Jim Dumps, with the expression "Be Sunny" inscribed on the margin. It is really a very clever and attractive little ornament, and certainly the best thing of its kind yet issued. Any of our readers who have not yet received one can get it by sending a card to The "Force" Food Co., Toronto, and mentioning the name of THE CANADIAN GROCER, as they are for the trade, who can, in addition, if they wish, secure a few for presentation to their customers.

Cereal Notes.

The handsome new offices of The Parkinson Cereal Co., Thornbury, will soon be ready for occupation.

W. D. Robertson, secretary of The Tillson Co., Tillsonburg, was a visitor at the Exhibition on opening day.

The William McCann Milling Company, Toronto, purposed making an extensive exhibit of their "Peerless" brand of cereals at the Exhibition, but pressure of general business prevented their making the necessary arrangements.

The C.P.R. are making great efforts this year to handle effectively the crop of the Northwest. Already new engines have been brought from the east and empty cars are in every siding waiting for the grain carrying season to commence.

The Oatmeal Cocoa Company, of Minneapolis, has been incorporated with \$50,000, capital stock. The incorporators are F. J. C. M. and H. J. Kost. It is understood that the object of the company is to turn out a certain food product.

A representative of THE GROCER, in sampling Quaker Oats on opening day at the Exhibition, complimented the lady in charge on the excellence of her goods and received the assurance "They should be good—they were grown in your own State."

P. Haines & Son, proprietors of The Beaver Valley Flour Mills, Clarksburg, are having a good export demand for their high-grade flour. They have already ground considerable for export this Summer, and are now shipping a consignment to Europe via New York.

It is reported from Keewatin that a company is being formed to establish another large export flour mill at that point. The scheme is to convert the buildings and power plant of the reduction works, which have been standing idle since the mining boom burst, into a mill. This building has only been idle a short time and is a most substantial one.

A. N. Reay, the Canadian representative of The "Force" Food Company, reports that the sales of the goods of their manufacture are increasing so rapidly that both their Canadian and American factories, although working to their fullest capacity, are unable to supply the present demand. The additions now in course of erection at the Hamilton factory will enable them to handle 1,000 cases per day.

The first shipment of wheat from the Northwest of the 1903 crop was made from Altona on August 26. The consignment was made to The Ogilvie Flour Mills Co. and The Lake-of-the-Woods Milling Co., these firms receiving one car each. In 1900 the first shipment was made from Saskatoon on August 26; in 1902, from Dominion City on August 19, and last year from Plum Coulee on September 1.

THE ATTENTION of the trade is called to the magnificent display of SWISS FOOD

and other cereals manufactured by **P. McINTOSH & SON**, in the **Manufacturers' Building** at the **Dominion Exhibition**. They are advertising their goods well. Call and see them when there.

OLIVES! OLIVES! OLIVES!

We have just received per S. S. "Tretonia"
a consignment of **Olives**, in puncheons,
hogsheads and casks.

| | | |
|-------|---------|--------------------------------------|
| Sizes | 90/100 | Manzanillas, in $\frac{1}{4}$ casks. |
| | 100/110 | 240/250 |
| | 110/120 | 300/320 |
| | 120/130 | |
| | 150/160 | |

Stuffed OLIVES (with pimento) in 20-gal. kegs.

— We repack all these goods and sell to the
jobbing trade in

1, 5, 10, and 20-gal. kegs, also in 6-oz.,
10-oz., 12-oz., 18-oz., and 40-oz. bottles.

— We are the largest importers and
packers of **Olives** in the Dominion
and can give low quotations to the
wholesale trade.

— Write for Prices.

Henri Jonas & Co.

Importers of Grocers' Specialties,
MONTREAL, P. Q.

THE WALL PAPER TRADE

A MAN WHO DID MUCH FOR THE WALL PAPER TRADE.

TWO years ago, when The Continental Wall Paper Company of the United States ceased to exist, the American manufacturers began to sell at what is known as flat prices, that is, side wall, ceiling and border all at equal price. Mr. S. S. Boxer, vice-president and managing director of The Watson-Foster Co., Limited, Montreal, saw at once that this would seriously harm, if not ruin, the retail wall paper trade, not only of the United States, but of Canada also. Many retail dealers in Canada, without going into the matter, came



Mr. S. S. Boxer.

Vice-President and Managing Director of The Watson-Foster Co., Limited.

to the conclusion that if they bought their borders at the same price as side walls from American factories they would be buying their goods cheaper than if they bought from Canadian factories, paying the usual advance price for borders. Mr. Boxer knew that this was not the case, but that the retailer in reality paid from 15 to 25 per cent. more for his American goods on a flat price than he would pay for Canadian goods with a border price, and he issued a most comprehensive comparative statement to the wall paper trade of Canada, which clearly showed that American wall papers at a flat price cost, as before stated, considerably more than Canadian. This comparative statement was so thoroughly

correct that it was at once appreciated by the Canadian wall paper trade, and Mr. Boxer received letters from buyers from all parts of Canada thanking him for putting this matter so clearly before them.

Had the Canadian manufacturers followed the idea of flat prices inaugurated in the United States the retail wall paper dealers of Canada would to-day be selling their borders at the same price as side walls, and their business would have become as unprofitable as it has in the United States, as every dealer knows that the bulk of his profit lies in the borders.

No one can overestimate the credit due to Mr. Boxer for his foresight in this matter. He is probably without a superior on this continent in his knowledge of the wall paper business, and is personally and favorably known to nearly all the wholesale and retail trade of Canada, and the company with which he is connected has prospered under his management.

THE COMING SEASON.

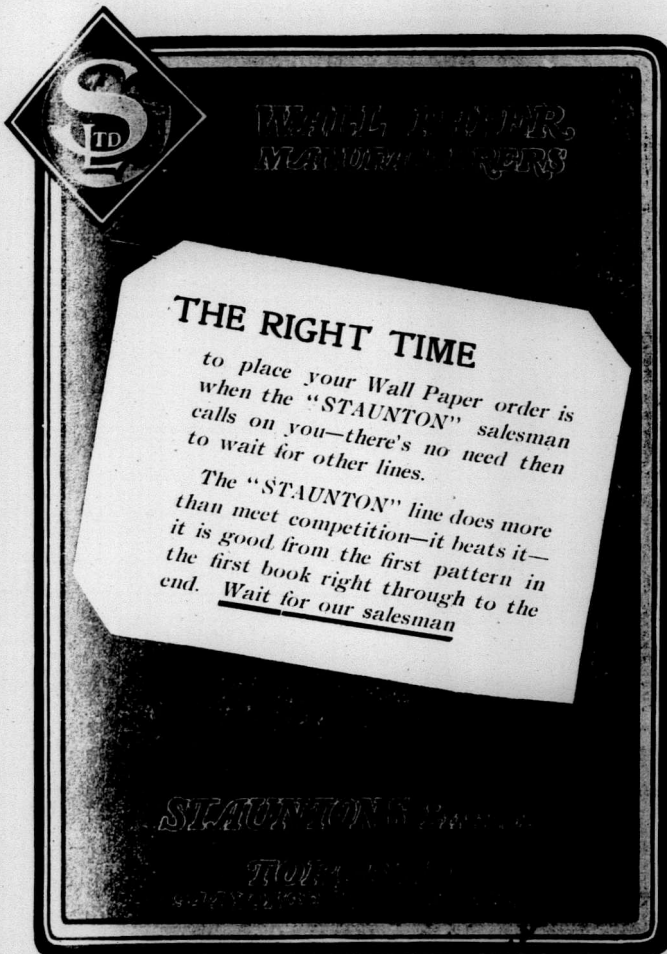
THE business for the coming season promises a volume that will be entirely satisfactory to the manufacturers and will repay them for the trouble and expense which they have been put to in preparing the beautiful patterns which they are showing. One and all they state that never have they been able to show samples equal to what are now in the travellers' hands. Great pains have been taken with the high-grade papers, and the results merit the close consideration of buyers. But this does not mean that the lower priced papers have been neglected. This year patterns similar to those previously used in the more expensive lines are being turned out in cheaper qualities, and thus a merchant is enabled to show a really expensive looking pattern in a cheap paper.

Reports are that orders taken thus far are encouraging the manufacturers to continue making the rapid advances in style that have characterized this year. Orders are large, and customers generally are expressing the greatest satisfaction in the new things.

Buyers should not postpone too long the sending in of orders. With the promise of an immense business factories will be very busy later on, and orders cannot, perhaps, then be filled as quickly as desired. Orders now and have the choice of the best patterns. They will sell first, and if oversold, will have to be taken out of the travellers' hands. A merchant knows the possibilities of his business just as well now as four months hence, and by ordering now he runs no chance of having to wait for his stock, nor of missing the best patterns.

VARNISHING WALL PAPER.

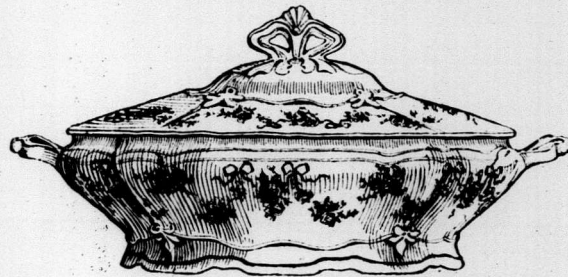
VARNISH, when applied to wall paper, will soak in, unless prevented by the surface being well sized. It will be found necessary to use two coats of size, as there may be some skips in the first coat. When dark colored papers are to be varnished a pale glue should be used, and made up in the proportions of one pound of glue to a gallon of water. For the lighter shaded papers, a mixture of gelatine, glue and white paper varnish is the best. A difficulty often met with when sizing on paper is the frothing; for after the bubbles burst, there are spots that have not received the size. This can be avoided by mixing into the size a little turpentine.



THE RIGHT TIME
 to place your Wall Paper order is when the "STAUNTON" salesman calls on you—there's no need then to wait for other lines.
 The "STAUNTON" line does more than meet competition—it beats it—it is good from the first pattern in the first book right through to the end. Wait for our salesman

Chinaware

Open stock patterns in
Finest Quality German
 and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO.

MONTREAL, 301 St. James St.,

Here's the Right Kind

When a merchant selects goods without a blemish it means that every transaction must please the customer. These are the good goods that keep your clerks busy:—

Boeckh's Standard Brushes and Brooms,
Bryan's London Brushes,
Cane's Newmarket Woodenware.



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

UNITED FACTORIES, Limited,

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

Head Office: Toronto.

When you come to Toronto Fair
 look in and see us.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS

Manufacture of Stone Pipes.

THE little village of Mogadore, in Ohio, supplies five-sixths of the United States' smokers with what is known as the stone pipe. The industry began 25 years ago, on a small scale, and has increased until it is the largest plant of its kind in America, and gives employment to 50 men, women, boys and girls. The adjoining hills furnish an abundance of a peculiar kind of clay used in the manufacture of the pipe. It is ground in a clay mill until perfectly smooth and then submitted to a piece of machinery which shapes the tully colored earth in long, sausage like rolls, which are cut in two inch length bars, or wads, and given to the men called "punchers," who, by placing them in a machine, form the shape of the pipe. The dexterity of these workmen in all the departments is wonderful. It is not an unusual thing for a boy to make 16,000 pipes in one day.

FINISHING AND BURNING.

The mining, grinding, running wads and punching is done by male help, but when the pipes leave the puncher's table there are bits of ragged clay clinging to them, which are trimmed off by girls, who are styled "finishers." The only tools required for their trade are a knife and a grain bag. The latter is fastened across the lap, and after the pipe is trimmed with the knife it is rubbed on the bag until it is smooth. One finisher can smooth as rapidly as a puncher can make them. When the pipes are partially dry they are placed in a sagger, which resembles a straight butter pot with numerous holes punched in it, and then burned in a kiln about forty eight hours. Shortly before the fires are allowed to go out, salt is thrown in the fire to give the pipe its gloss. Kilm burning is a trade of itself, and requires considerable experience to temper the heat to the proper degree. It is the all important part of the work, as it is in the kiln that the pipe receives its color, gloss, smoothness and hardness.

STEMMING AND POLISHING.

The stems are made of a cane from the Southern States, and come in bundles five feet long. The joints are sawed out on circular saws and the length made by little boys, who run great risk of losing fingers. The next machine is also man-

aged by boys, who sharpen the end of the stem.

They are then subjected to an immense wooden cylinder, resembling a land roller, and rolled and whirled constantly, which gives the stem a very respectable polish.

Passing to the next room they are treated to the bending process. Long, regular rows of stems are placed on a grooved block of wood, and on the top of the hollowed part is a hollow iron tube reaching across a row two yards long. A red hot iron bar is inserted in the hollow, and in a very few minutes the heat will bend the cane the shape of the groove. This completes the manufacture of a stone pipe and stem.

Tobacco in Greece.

According to an Athens correspondent, says The Scottish Trader, tobacco culture is rapidly extending in Greece. This year's crop promises to be twice as large as that of last year, and British, Dutch, and other European buyers are already in the market to prevent the competition of Americans, who last year sent up prices through their desire to lay in big stocks. The experiments carried out of late years have proved that many districts in Greece are eminently suited for the growth of tobacco, and that the best Turkish brands can be cultivated with perfect

success there, and not be distinguishable from those produced at Xanthi and Kavalla.

Aged 102; Uses Tobacco.

John McNabb, of Lundyville, Man., celebrated his 102nd birthday recently, and is looking forward eagerly to the Fall, when he expects to enjoy his customary sport of duck hunting. Mr. McNabb was born in Kildonan, and is of Scotch parentage. He has been a user of tobacco from his youth, and believes the constant use of the weed has tended to lengthen rather than to shorten his life.

All leading Wholesale Grocers
handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

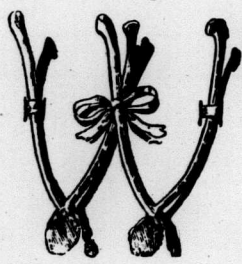
BOBS is well advertised.

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

**BOBS is A BIG PLUG FOR
LITTLE MONEY**

Made by

THE EMPIRE TOBACCO CO.
LIMITED
MONTREAL, QUE.



Would
you
accept

an assortment
of a thousand or more of my Cigars if
sent you "on trial," without even express
or freight charges?

I make you that offer to-day, if you'll
give them a good test in your show case.

State colors wanted. You may have
30 days in which to discount your bill.

And any time within
6 months afterwards

I'll send you your
money back if you

wish to return the cigars.

**Payne's
"Pharaoh"**

Accept?

J. Bruce Payne, Limited
Granby, Que.

Our constant aim is to make

Harold H.
Kim and
La Fama

Cigars

indispensable to the critical
smoker.

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



Tuckett's "Marguerites"

are Royal in Their Excellence.

In Cigardom they stand out distinct. You are always safe in
offering "**Marguerites**" when 10c. cigars are called for.

Tuckett Cigar Co., Limited, Hamilton.

The
Canadian Grocer



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

TOBACCOS AND CIGARS

UNION JACK



TOBACCO.

This space belongs to

T. J. Horrocks,
TORONTO

Known in connection with the

RONTO
CIGAR

and as the only wholesale tobac-
conist in Canada outside the
trust. Back him up.

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand-Made



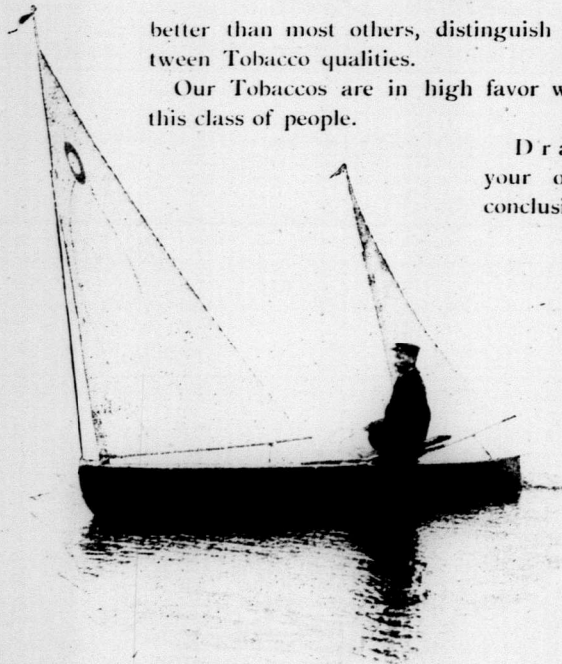
UNION MADE.

Water Dogs

better than most others, distinguish be-
tween Tobacco qualities.

Our Tobaccos are in high favor with
this class of people.

Draw
your own
conclusion



CHEWING

British Navy
King's Navy
Beaver
Apricot



UNION MADE.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

TOBACCOS AND CIGARS

London Tobacco News.

ALL the London manufacturers report business fairly good. At this time of the year, when the farmers are their busiest, the effect is felt in no line more than the cigar trade. This statement may be a surprise to some readers, who may have had the impression that the agriculturist swears by a pipe, but it is a fact and an indication of the growth of consumption and popularity of the soothing cigar in the rural districts.

The strike which has disturbed to a certain extent the cigar industry in London is now happily settled, at least so far as the factory of McNee & Sons are concerned, they having conceded to all the demands made. Theirs was the only factory who really were inconvenienced, but a small proportion of employes from the other establishments having gone out.

It may be the popular impression that while other manufacturers of various articles, merchants, milliners, etc., find it necessary to visit the large trade centres for new ideas, the cigarman just makes cigars year in and year out in the same old way, using the same old methods, etc. This is an erroneous impression, as the manufacturer of cigars who wants to keep abreast of the times can always benefit by a visit to centres where the goods are made on a larger scale. There are constantly appearing new ideas in boxes, labels, shapes, etc., which, if taken advantage of, mean increased and growing trade. Several of the London manufacturers, among the number Messrs. Harry Line, Bert McDonald and A. H. Brener, have just returned from a visit to the large American cities, whither they went in search of novel and up-to-date ideas. The results from said visit will no doubt appear shortly.

It is rumored that The Tuckett Cigar Co. are negotiating for the purchase of a certain block which will be converted into a cigar factory.

Mr. Wm. Ward, who was so seriously ill some months ago, and afterward appeared to have quite recovered, has suffered a relapse which will necessitate his complete retirement from business. It is understood that in the event of a purchaser not appearing very shortly the business will be wound up by The Western Trusts Co.

As an evidence that business is not altogether dead in Dawson, Y.T., it might be mentioned that Brener Brothers have shipped in August alone about 250,000 cigars to that place.

Now that the American yacht, Reliance,

has proven her superiority to Sir Thomas' craft, we may look for a rush of applications to register for a new cigar, the name "Reliance." We believe a "Shamrock" is already on the market.

PUFFS.

Guest—Waiter, bring me a cigar.

Waiter—Yes, sir; five or ten?

Guest—One, I said. A cigar.

In the snowy regions of the Himalaya mountains, it is said, little smoking funnels are made in the frozen snow, at one end of which is placed some tobacco, along with a piece of burning charcoal, while to the other the mountaineers place their mouths and, lying flat on their stomachs, inhale the smoke of the glow-weed. This is at least a cooling story for Summer reading.

Balloonist Lands on Chimney.

THE Quebec Mercury gives a thrilling account of the last of the series of balloon ascensions which The B. Houde Co. have been conducting in that city to advertise their "Red Cross" brand of smoking tobacco. The ascension, which took place from Parent Park at seven o'clock in the evening, drew a great crowd, which awaited the rise of the balloon with open-mouthed interest. Professor Trussel, the 22 year old aeronaut, wore a white suit, on the back and breast of which were large red crosses, fac-similes of the trade-mark on the packages of "Red Cross" tobacco. The flight of the balloon was signalled by a shower of packages of "Red Cross" tobacco from the hands of the ascending balloonist.

There was a craning of necks as the crowd watched the balloon and aeronaut drift higher and higher and in a southerly direction. Finally the parachute drop was made, the balloonist dropped out of sight and the balloon became smaller and smaller as the smoke left it, and finally sank.

When the aeronaut dropped out of the sight of the crowd at the park, it was thought that he had landed on terra firma, but such was not the case. High up on the roof of a house in St. Sauveur he landed and sat gracefully on the top of a brick chimney. There was much excitement in the vicinity, but the daring young man has evidently been in worse places before, and he clambered down quite easily. Meanwhile, the balloon dropped in a garden near the Sacred Heart Hospital.

The island of Formosa imported last year from Japan, chiefly, tobacco amounting to \$65,000, being 15 per cent more than in any previous year. The ad valorem duty is 150 per cent. there.

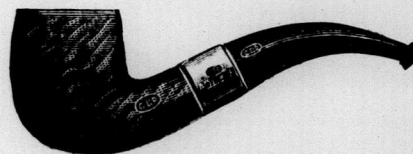
The Canadian Grocer

Pipes

The Largest Pipe House in Canada



Write for Prices.



THE W. H. STEELE CO., Limited

40 SCOTT ST., TORONTO.

Tobacco Notes.

Gus. Fenwick, formerly with The W. H. Steele Co., is now travelling for W. B. Reid.

There are 175,000 people engaged in making cigars in Germany, mostly in villages.

Fred Spires, the representative of The J. M. Fortier Co., Montreal, was in Toronto last week.

E. F. Stiles is taking the northern ground for The W. H. Steele Co., Toronto, and can now be heard sounding the virtues of the "Security" cigar.

The business of Andrew Wilson & Co., Toronto, has increased to such an extent that they have been compelled to enlarge their factory.

The display of The McAlpin Tobacco Co. is one of the features of the exhibition in the main building. The crowd around their exhibit show that it is appreciated.

T. J. Horrocks, of Toronto, has a very attractive exhibit of cigars and tobaccos at the Exhibition. The arrangement is very artistic and commands a great deal of attention.

As showing the lively interest the retail trade are evincing in the cigar trade we may mention that the prominent and widely known firm of Playfair, Preston & Co., Midland, have added a handsome "silent salesman" showcase for the display of their tobacco and cigars.

The W. H. Steele Co., 40 Scott street, Toronto, are placing a new idea on the Canadian market, which is certainly very neat and of great use to the retailer of cigars. A metal contrivance opens and then regulates the angle of the lid, giving much uniformity of display. A connection also shows the price of the cigar to the customer. The company are now in a position to fill Canadian orders at 81 per dozen. Very large sales have been made in the States, and it promises a very ready sale in Canada.

DAWSON CITY PRICES.

THE CANADIAN GROCER does not regularly publish the Dawson City market reports, but the following summary of prices recently prevailing there, received from a party lately arrived from the north, will be of interest to our readers. Prices, although no longer comparable with fabulous rates of the early boom days, are sufficiently high to enlist interest. Our correspondent writes:

Most of the commodities in the Dawson market have reached a normal price level, or fallen below normal, but cream (condensed) still remains several notches too high. Some predict that cream will drop a couple of dollars within the next ten days.

A large supply of cream arrived in Dawson the past week, but it sold quickly. The price list, however, suffered to some extent. Jersey, family size, dropped from \$9.50 to 88, to \$8.50 per case. The hotel size fell from \$10 to \$9, to \$9.50 per case. St. Charles, family size, dropped \$1.50 per case. The hotel size went from \$10 to \$9. Carnation was pretty well shot to pieces. The quotations for this cream fell \$2.50 per case. More cream is constantly coming into the market and the point will soon be reached where the demand and supply will be at an equilibrium, and a normal price prevail.

Some vinegar arrived, but soon disappeared and the market is practically out of this commodity again. Jelly is also practically out. None has arrived this season.

Butter is becoming short again but traders believe that there is enough to supply consumption until the arrival of more shipments. It is not thought that there will be an actual shortage like what prevailed earlier in the Summer.

Potatoes are jobbing at 5½ and 6c. Last week they were held at 6 to 6½c. Traders account for the tumble with different explanations. Some believe the arrival of new potatoes, which are selling at 7 to 8c. wholesale, had a weakening effect on the potato market generally. A considerable quantity of new potatoes arrived this last week or so. Traders declare that it costs 5½c. to land potatoes in Dawson and by the time they are handled the cost has risen to 6c. Consequently, they state, the present wholesale price is not a normal one, and is due to over-competition.

It is claimed that \$9 oranges and \$11 lemons are not normal quotations, but are caused by the competition. Since last week the oranges have changed from \$11 to \$9, to \$11, and lemons from \$12.50 to \$11, to \$12.50. Some dealers are holding out for the higher figure.

Beef and mutton have fallen 5c. a pound wholesale, the quotations now being, beef, 30c. and mutton 35c. The veal market is in a peculiar condition. Only thirteen calves have arrived in the city this season and they were cornered, it is stated, by one dealer. They were killed and are now in cold storage. Other dealers refuse, it is said, to handle the veal and the owner has the market to himself.

The supply of lard is fair. Selling prices are 21 to 22½c. This commodity was very short all last winter, but the situation has been relieved to a considerable extent by the arrival of shipments from the outside. Lard, it is claimed, costs 17½c. to 19c. laid down in Dawson. Sliced hams fell from \$12.50 to \$9.50, and sliced bacon from \$9.50 to \$9.

Nearly all dried fruits took a 1c. tumble this week, dropping from 16c. wholesale to 15c. All dried fruits are now held at that figure. They are rather high on the outside and from all appearances the present quotation will remain in force until the arrival of the first consignments of the new crop. These will come in the Fall.

Lots of hay arrived the past week, and as a result the price is cheaper. Hay is now held at 4½ to 5c. wholesale. Last week it brought 6½c. The fall is in the natural course of affairs and was expected. Hay costs \$78 to \$80 per ton to lay down here, it is stated. In large lots it is going at \$90 to \$100 per ton, the lower figures being given on big sales.

As a general thing, business in the markets has been good, and no complaints have been heard. The only trouble encountered by dealers is in securing enough stock to carry on their trade. A shipment of some commodity arrives but sells so quickly that it is out of the market before the coming of the next consignment. This condition, however, is rapidly disappearing as traffic on the river becomes more settled, and in a few weeks normal prices should reign in all lines.

Some wholesale quotations are: butter, Agents' 60 lb. case, \$33; New Westminster, \$21 to \$28; Eden Bank, 12½c. per lb.; fresh ranch eggs, \$11 to \$11.50 per case; Canadian creamery cheese, 25c.; flour, \$3.50 per 50 lb. sack; oats, 5½ to 5¾c. per lb.; hay, 4½ to 5c. per lb.

CARRYING OUT THE SUGAR CONVENTION ACT.

A supplement to The London Gazette, issued recently, contains two Orders in Council with respect to the recently passed Sugar Convention Act. The first puts into force the penal clause of the statute, which is directed against the foreign countries giving bounties on the production of

sugar, and prohibits from September 1 the entrance into the United Kingdom, except in transit, of all sugar from Denmark, Russia, and the Argentine Republic, but not including molasses and sugar sweetened products. The second Order places under the supervision of the Customs or the Inland Revenue from September 1 every sugar factory and refinery in the United Kingdom.

INTERESTING TO FAIR VISITORS.

United Factories, Limited, will keep open house to their numerous friends visiting the Toronto fair. All merchants and their friends will be made welcome. The sample-room and offices have been remodelled in order to handle the rapidly growing business. A new telephone system has been installed, with a switch-board connecting all departments. Here can be seen a magnificent display of brushes, embracing over 5,000 kinds, of every known variety, also brooms, whisks, woodenware and sundries, the product of their own factories. Owing to the pressure of business the firm is unable to make exhibit at the fair, but it will repay anyone interested to visit their sample-rooms. Travellers will be pleased to show the trade through the offices and sample-rooms and give full information regarding goods, prices or processes of manufacture. The address is 80 York street, close to the depot and wharves. Their illustrated catalogue may be had for the asking.

ESSEX FRUIT FOR ENGLAND.

A special meeting of the South Essex fruit growers was held in Kingsville town hall on Saturday afternoon, August 29, for the purpose of considering the advisability of shipping fruit to the Old Country. A Mr. Harry Howard, of Bristol, England, who was visiting Mr. C. S. Miller, was surprised to see the quality and quantity of fruit in this section, and said that there would be a ready market for it in England. He was so anxious to secure shippers that he said the commission merchants there would make advance on shipments. California fruit was being shipped there in large quantities, he said, and peaches were sold at 5c. each. Mr. C. S. Miller addressed the meeting on behalf of Mr. Howard on Saturday.

BURLINGTON CANNING FACTORY.

The work on the Burlington canning factory is about complete. The engine will be placed and the machinery given a trial at an early date. Work will be commenced as soon as the tomato season opens. Prospects are bright for a successful season.

Flett's

A PICKLE SMILE

spreads o'er the face of the dealer who handles Flett's Pickles—and it's the "smile that won't come off," too. He thinks of the satisfaction they give his customers—and his profits.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

FOR HUNTING AND FISHING TRIPS

A BOTTLE OF

PATERSON'S CAMP COFFEE ESSENCE

is unsurpassed for quick good coffee.

ROSE & LAFLAMME, Agents, MONTREAL.



A1 Sauce

represents the climax of sauces.

TRY A1 SAUCE

—pleases the most epicurean palate, and pays you a good profit.

WRITE FOR SAMPLE AND QUOTATION TO

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

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

Don't you want the Best Vinegar for your trade?

The Best is

Grimble's PURE MALT



Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

The Business Man who does not Advertise is mighty apt to go home tired at night, but not from overwork.

A VERY successful retail advertiser has said, "I do a great deal of advertising, yet never make two ads alike."

Changing the style of one's regular advertising space is undoubtedly a profitable plan. I have said, "adopt a good style and then stick to it," but I might have added, "until you strike a better."

A retailer should never allow the same copy to run twice in a newspaper, any more than he should distribute the same handbill or circular to day that he used a week ago or last month. Advertisers should learn to look upon an advertisement as business news. As soon as he gets that idea well impressed upon his mind he will see the inadequateness of yesterday's ad. to today's needs. Frequent change gives a sense of newness to a regular size space which is oftentimes very refreshing.

By this I do not mean that if you should be publishing a store paper, for instance, you should issue it only once and then substitute some other style of advertising. The very fact that you adopt a newspaper form for your advertisement is a tacit announcement to your public that they may expect other issues at stated intervals, either weekly or monthly. A newspaper is a "periodical," that is, it issues periodically or at certain periods. If you adopt a "periodical" form, you should make it fulfil the expectations aroused by it. If you place simply the month upon your store paper, the reader naturally thinks that next month will see another paper issued. If the contents of this one are such as to arouse his interest, he will look forward to the next "periodical" issue with a curiosity and expectation which will be of distinct value to the advertiser.

The change that is necessary in this class of advertising is in the contents of the store paper and not in its form. Something bright, something catchy, something interesting, but always with a direct bearing upon the business in hand in the store paper.

In some localities the store paper can be made to do all the work of advertising the store and its merchandise. In others it can be made to do only a part of the work. Newspaper advertisements, mailing cards and other approved methods of reaching

the public should be used in conjunction with it. It is impossible for anyone to prescribe exactly what kind of advertising a man's business needs, in general terms. There are certain general principles which apply to all good publicity, but the merchant must study his public and local circumstances and modify general plans to fit local needs.

Advertising is by no means simple; neither is it a mystery. It requires just as much thought and common sense as any department of successful merchandising.

Study Your Own Convenience

If it isn't convenient for you to come to the store, we'll bring the store to you in the form of a solicitor who will attend to your wants as intelligently as though you called at the store.

Or, if you have a telephone a clerk can call you up at any time you name.

Or we'll supply you with postal cards and you can order by mail.

We're on our mettle when orders come this way, and use our best judgment in making selections for you.

Study your own convenience—you are the one to be pleased.

How shall we do it?

It's a good scheme to have post cards printed with a list of staple articles thereon, leaving space to indicate quantity and price, and also some space for remarks and extras, with name and address blank at the bottom. If an ordinary postal isn't big enough, use a private card, taking care to have them all stamped. Give these to customers who live at a distance from the store.

To this fact must be attributed the opinions which some merchants entertain, that advertising is useless and does not pay. They are wrong, of course—the testimony of their more successful follow-merchants who do advertise is proof enough—and the reason, as stated above, is to be found in their inability to do the advertising right.

They may say, "we have copied carefully the methods of people who are sup-

posed to be good and clever advertisers." That may all be, but the man who copies blindly an ad. or a series of ads. from another merchant may miss seeing the very essential point which has made the other man's publicity successful.

And this leads me to remind my readers that it is not all of advertising to write an ad. and place it in the paper. In the Springtime the apple blossoms are among the most conspicuous of the beautiful things, but it would be a wide guess if anybody supposed that the blossom alone is responsible for the fruit which always follows. The apple began far down in the ground, where the roots are busily preparing for both the blossoms and the ripened fruit.

Oliver Wendell Holmes said, "to make a cultured man you must begin with his great grandfather." In the same way you must begin far back of the ad. itself to make it effective. To be successful the ad. should begin with the buying of goods, with the arrangement of it, with the instructions to the clerks, with the trimming of the window, all these should fit in and lead up to and support the announcement which you make with printer's ink. Then it must be followed up with intelligent salesmanship. Not one merchant in a hundred ever thinks of all this, and yet it is the meat in the cocoon of advertising.

Study good advertisements and thus form a good taste in that line. Not all ads. which are found in the magazines are good, any more than are all retail grocers' ads. in the daily or weekly papers good, but you will generally find that at least the typographical work in the magazine publications is worth studying. In studying these ads. you should not take it for granted that all are good and therefore to be copied. Study them rather with a critical eye; put yourself for the time being in the attitude of the casual reader and notice what ad. appeals to you. Then study it and see what it is that has arrested your attention and interested you. The ad. may have faults, but if you can find out what the particular thing about the ad. is that has made you stop and study it, you will certainly have found at least one merit.

THE CANADIAN GROCER



Established 1845

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

High-Grade COFFEES

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT**. Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE**." That is the kind we have to offer. We have helped hundreds of grocers to make that reputation; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

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

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



Hires'

Root Beer

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

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

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

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

Setna & Co., "Chutneys"

INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows:
SQUIRREL, FOX AND TIGER.

ASK TRAVELLERS FOR

"DOVE" BRAND COCOANUT.

FEATHER STRIP } —Finest on the market made with latest improv-
SHREDDED } ed machinery by skilled workmen.



PURNELL'S

MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Ave.

Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

FINANCE

Canada Permanent Mortgage Corporation

(Formerly The Canada Permanent and Western Canada Mortgage Corporation).

TORONTO STREET, TORONTO.

PRESIDENT: **GEORGE GOODERHAM.**
First Vice-President and Managing Director:
J. HERBERT MASON,
Second Vice-President: **W. H. BEATTY.**

**ABSOLUTE
SECURITY**

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

**YOUR SAV-
INGS SAFE.**

Paid-up Capital.....\$ 6,000,000.00
Reserve Fund.....\$ 1,600,000.00
Invested Funds\$23,600,000.00

Money

**CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.**

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

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

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CENTRAL CANADA LOAN & SAVINGS COY., 26 KING ST. E., TORONTO.

HON. GEO. A. COX,
PRESIDENT.

E. R. WOOD,
MANAGING DIRECTOR.

| | |
|--|--------------------|
| Total Assets | \$6,579,324 |
| Uncalled Capital | 1,250,000 |
| TOTAL..... | \$7,829,324 |
| Amount Due Depositors and Debenture Holders | \$4,651,549 |
| SURPLUS SECURITY | \$3,177,775 |

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,800,000.
Reserve Fund, \$ 2,900,000.
Total Assets, \$24,000,000.

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

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

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

THE CANADIAN BANK OF COMMERCE.

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

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

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, are able to offer to those engaged in mercantile business of any kind increased facilities for any legitimate banking business.

LIST OF BRANCHES: BRITISH COLUMBIA:

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

MANITOBA AND NORTHWEST TERRITORIES:

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

ONTARIO AND QUEBEC:

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

MARITIME PROVINCES:

| | | | |
|-------------|-----------|-------------|------------|
| Amherst | Canning | New Glasgow | Springhill |
| Antigonish | Halifax | Parrsboro' | Sydney |
| Barrington | Lockeport | Sackville | Truro |
| Bridgewater | Lunenburg | St John | Windsor |
| | Middleton | Shelburne | |

IN THE UNITED STATES:

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

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

A general banking business transacted. Foreign exchange bought and sold.

EFFICIENCY, SECURITY, ECONOMY,

Are the requisites for the proper administration of a trust estate. It is a duty which every man owes to his family to make a will and to select as his executor some one of proven integrity, ability and experience.

No private executor fulfils these conditions in the same degree as the Corporation.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

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

Correspondence and personal interviews are invited.

FINANCE AND INSURANCE

THE sale by London of over 100,000 shares of stock on the New York market recently, when there was no balance to the account of New York bankers with foreign correspondents, had the effect of putting up the price of sterling to 1c. per lb. above the rate at which gold can be bought in at a profit. But this state of affairs cannot last long, as the commercial bills in connection with the cotton and grain industries will now begin to come in and will last well on into Spring. These bills will put a balance in the hands of the foreign correspondents that will lower the price of exchange by making it of no volume, and America can then, if necessary, reimport part of the gold which she exported during the early Summer.

These commercial bills play a conspicuous part in the money markets of the world, and "documentary commercial acceptances" are papers of great influence on the possibilities of gold importation. Such acceptances are simply drafts drawn by the cotton or grain shippers in this country on the English or continental firms to which they have sold cotton or grain, or on banks upon which they have been authorized by these firms to draw. To these drafts are attached the bills of lading and perhaps a certificate of insurance and, in the case of grain, of inspection. When these drafts are drawn on a reputable firm or bank, the New York bankers readily buy them and discount them on the foreign market where the firm or bank is situated. These bills are usually 60 or 90 day bills and the discount at present in London amounts to about 3 per cent. Of course, the possibility of gold importation depends upon the amount of these commercial bills, and although at present exchange is too high to favor importation, the entry into the market of the cotton and grain bills is looked forward to as of sufficient volume to lower the rate of exchange more than the cent by which it now overtops profitable importation.

Recently discussing the situation as far as the issues of new capital are concerned, Bradstreet's says that it must be admitted that all announcements that industrial or railroad corporations contemplate an increase of their share capital or funded debts or that they have borrowed money temporarily on their credit in the loan market are not only received unfavorably, but have a positively chilling effect on the financial situation. It can, of course, be readily understood that a corporation like The Consolidated Lake Superior Company should meet with but scanty encouragement in response to its management's appeal for subscriptions by the stockholders to an issue of \$12,500,000 4 per cent bonds at 60 per cent. of their par value, even though it is plainly stated and is perfectly understood that failure to supply the \$7,000,000 or more which it is hoped can be raised in this way means that the embarrassments of the company will be increased to an extent which would endanger the \$26,000,000 of cash which has been invested in the enterprise through its stock. New industrial undertakings, or those like the Consolidated Lake Superior, which are in an incomplete state, and therefore need additional capital to place them in a position where they can prove their earning capacity, find, in fact, no favor whatever at present.

Railway earnings continue to be of a most gratifying nature. The earnings in the United States and Canada during

the first seven months of the year aggregated \$449,355,044, an increase of 13.7 per cent. compared with the same period in 1902. It is significant that out of 35 enumerated railways on this continent, two of the Canadian railways stood second and third respectively in regard to increases in earnings during July, as compared with the same month last year. The Canadian Pacific showed increased earnings of \$750,000 and the Grand Trunk of \$603,186.

The officers of the International Association of Accident Underwriters elected recently are: President, Edward S. Lott, United States Casualty Co., New York; vice-presidents, Arthur L. Eastmure, vice-president Ontario Accident Insurance Company, Toronto; George S. Dana, Commercial Travelers' Mutual Accident Association of Utica, N.Y.; treasurer, A. E. Forrest, North American Accident Co., Chicago, Ill.; secretary, G. Leonard McNeill, Massachusetts Mutual Accident Association, Boston, Mass. Executive Committee, W. B. Smith, Hartford, Conn.; W. H. Jones, Boston, Mass.; H. G. B. Alexander, Chicago, Ill.; F. E. Haley, Des Moines, Iowa; F. J. Moore, Philadelphia, Pa.; R. A. Kavanagh, Chicago, Ill.

WHEN A MAN DIES.

"HE left no will,"—familiar words to us all, and tomorrow's newspapers will almost certainly record the death of some prosperous business man who left no will. There are even distinguished lawyers who neglect to do for themselves what they have insisted times without number upon their clients doing. The making of a will is unfortunately one of those things that do not appear urgent, one of the things we are "going to do some day," and so postpone until we are in the valley of the shadow of death, or defer forever.

With many men the reason for not making a will is that the estate to be disposed of is so small, consisting of a home and some life insurance. With others it is a natural distaste to deal with those things that relate to the dissolution of the body. There is, however, another reason that operates powerfully in causing precise and prudent business men to neglect the all-important matter of leaving their affairs after their decease well ordered, and in the custody of trustworthy and competent executors; namely, the disinclination to name executors from among their acquaintances and friends. Most men do not care to act as executors themselves. The time an executorship requires; the troubles involved; the possible lack of sympathy between them and the beneficiaries; the responsibilities incurred; the uncongenial association with fellow-executors; these and other considerations make the office of executor not always one to be desired. In view of these things many men are reluctant to ask a service of others they themselves would be unwilling to render.

That there should be organized bodies of men willing to act as executors, governed solely by business considerations, belonged to the evolutionary processes of our times. Thus arose trust corporations. From the very nature of their operations these companies demanded men of the highest personal character, conspicuous alike for business ability and integrity. The rise and growth of trust corporations has been remarkable. The courts of the land have endorsed them and have committed to their charge many vexatious, but important, estate matters in which wills, investments, guard-

FINANCE

ianships, and trust funds demanded skilled and responsible management.

Lawyers in cities, in towns, in villages learned to appreciate the services of such an organization. Another of the influences at work to make trust companies prosper is the record of criminal or careless conduct on the part of executors by which funds have been wrongfully or wastefully dealt with.

There is extreme satisfaction in knowing that one's estate after one's death is safeguarded by a competent body, familiar with every process of the law affecting wills and trusts, to whom the investing of funds, or the custody of property, or the guardianship of minors is an impersonal matter, protected by stringent legislation. These trust corporations are made up of men of the highest stamp, whose wealth and honor are pledged for the fulfilment of the fiduciary obligations the company assumes.

The fear may be entertained by some that the cost of appointing a trust company as executor of one's estate is excessive. Such a fear is without foundation. The charges are all regulated by legislation, and are declared just. Quite apart from the question of expense it is worth a good deal to know that the conditions, bequests and requirements of the last will and testament are discharged with the utmost of business wisdom and legal exactitude.

In this limited consideration of the advantages of trust corporations as executors, only one of the several functions of these institution has been dwelt upon. The intention has been to impress upon our readers the importance of attending to a matter of great moment, and to point out to them that one of the chief objections for not leaving their earthly affairs well ordered in view of inevitable and certain death is removed through the establishment of trust institutions.

A FAVORABLE FORECAST.

IN spite of large purchases from Europe of securities by American investors and operators in recent years, the American excess of exports over imports of gold in August, September, October and November of last year amounted to £4,400,000. In the corresponding months of the previous year the amount of gold imported on balance reached four millions. This year, with America selling instead of buying securities, and with Europe buying instead of selling, with probable large shipments of cotton as soon as the new crop comes forward, and with heavy exports of general produce, it is quite possible, indeed probable, that the quantity of gold imported by the United States in the three months up to the end of November may be twice as great as last year—a sum which, added to the surplus cash balance of New York bankers, would enable them to meet the usual Autumn demand for cash amounting to some ten millions with ease and with a considerable surplus. Further, it must be borne in mind that after the beginning of November cash usually returns from the interior to New York, and although there is an increased demand for currency at the end of December, in January the

return of cash is very rapid. So far as it is possible to gauge the outlook, we anticipate that the cash reserves of the New York banks will show some further increase before the Autumn demand is experienced, that by the aid of gold imports the Autumn demand for currency will be met with comparative ease, and that early in the new year the supply of money in New York will be excessive. Under these circumstances investors on this side having command of resources will probably make considerable profits by purchasing securities during the present month with a view to holding them into the new year. That American railroad securities at their present prices are intrinsically cheap cannot be doubted.—London Statist.

GOLD PRODUCTION AND PRICES.

"The world's gold production is increasing now and bids fair to pass all records," says The Wall Street Journal. "The Transvaal output is not so large as it was in the record months of 1899, but on its present ratio of increase promises to reach the total of \$45,000,000 for 1903. Alaska is a factor now, and, altogether, it is plain that we have entered upon a series of years in which gold will increase in supply, and commodities will advance as its purchasing power becomes less." Continuing its analysis of the subject of increasing gold production and its effects, our contemporary reasons that "the average rate for time money will be higher in the next five years than it has been in the past period of the same length, even allowing for its special dearness at present. Equities, on the other hand, and railroad stocks, as a concrete instance, should sell at higher figures. If commodities are higher, wages should be higher; railroad supplies of all kinds should be higher, and the railroads would be able to charge a higher rate, which should naturally show in increased gross earnings. Although industrial corporations should have to pay more for the expense of their output they would require and receive a greater price for it."

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

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

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

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

BONDS

PROTECTION
PROGRESS
PROSPERITY

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

Because we always lead and never follow.

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

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

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

J. E. ROBERTS, General Manager,

Cor. King and Yonge Sts

TORONTO

WESTERN Incorporated 1851 ASSURANCE COMPANY.

**FIRE
AND
MARINE**

Head Office

**Toronto,
Ont.**

| | | |
|---------------|---|----------------|
| Capital | - | \$2,000,000.00 |
| Assets, over | - | 3,333,000.00 |
| Annual Income | - | 3,536,000.00 |

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

A Wrapping Paper That Tears Easily

is a source of trouble. Insure the safe delivery of your parcels by using our brown and manilla Canadian made wrapping papers.

—All orders promptly filled.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use. Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO.



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

**"ACME"
TABLE SALT**

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

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

**Modern
Merchandising**

demands modern methods. The ALLISON Coupon Book is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:



IF A MAN WANTS CREDIT

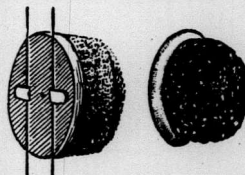
for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.**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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

BROCK'S BIRD SEED



Convenient,
Economical
and pays
to sell.

NICHOLSON & BROCK, TORONTO.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

—when you sell your customers



CROWN Brand SYRUP

you sell them The Best. Remember the brand "**Crown**," it is pure, flavory and has the body. Costs no more than inferior grades.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. Tins.
Also barrels, ½-bbls. and kegs.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

| | |
|---|--------|
| Caracas tablets, 100 bundles, tied 5's, per box | 3 00 |
| Soluble chocolate (hot or cold soda) | 0 42 |
| 1-lb. cans | |
| Vanilla chocolate wafers, 48 to box, per box | 1 65 |
| Cocoanut. | |
| L. SCHEPP & CO. Per lb. | |
| 1-lb. packages, 15 and 30-lb. cases | \$0 26 |
| 1-lb. " | 0 27 |
| 1-lb. " | 0 28 |
| and 1-lb. packages, assorted, 15 and 30-lb. cases | 0 26½ |
| and 1-lb. packages assorted, 15 and 30-lb. cases | 0 27½ |
| packages, 4 doz. in case, per doz. | 0 45 |
| Condensed Milk. | |
| Anchor brand, cases 4 doz., per case | \$5 00 |
| evap. cream, cp. 4d. | 4 65 |



Borden's Condensed Milk Co.
Eagle brand... \$1 65
Eagle Seal brand... 1 30
Peerless brand evaporated cream... 1 02

Canadian Condensed Milk Co.



Dominion brand, cases 4 doz. (48 lb. net) 5 50

| | |
|---|---------|
| Coffee. | |
| THE EBY, BLAIN CO., LIMITED. | |
| In bulk— | Per lb. |
| Club House | 0 32 |
| Royal Java | 0 31 |
| Royal Java and Mocha | 0 31 |
| Nectar | 0 30 |
| Empress | 0 28 |
| Duchess | 0 26 |
| Ambrosia | 0 25 |
| Fancy Bourbon | 0 20 |
| High Grade package goods— | |
| Gold Medal, 2-lb. tins | 0 30 |
| Gold Medal, 1-lb. tins | 0 31 |
| Kin Hee, 1-lb. tins | 0 30 |
| Cafe Des Gourmets, ground only, 1-lb. glass jars | 0 30 |
| English Breakfast, ground only 1-lb. tins | 0 18 |
| JAMES TURNER & CO. Per lb. | |
| Mecca | \$0 32 |
| Damascus | 0 28 |
| Gairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. Per lb. | |
| "Old Crow" Java | \$0 22½ |
| "Mocha | 0 22½ |
| "Condor" Java | 0 27½ |
| "Mocha | 0 27½ |
| 15-year-old Mandehing Java and hand-picked Mocha | 0 50 |
| 1-lb. fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's coffee, 1-lb. tins | 0 31 |
| 2-lb. tins | 0 30 |
| 100 lb. delivered in Ontario and Quebec. | |

| | |
|--------------------------------------|--------|
| Cheese. | |
| Imperial—Large size jars... per doz. | \$8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size | 2 40 |
| Small size | 1 40 |

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

| | | | |
|--|--------------|------------------------------|------|
| In lots of less than 100 books, 1 kind assorted | 4c. | Covers and Coupons numbered. | 4c. |
| 100 to 500 books | 3½c. | | 4c. |
| 100 to 1,000 books | 3c. | | 3½c. |
| Allison's Coupon Pass Book. | | | |
| \$1 00 to 3 00 books | 3 cents each | | |
| 5 00 books | 4 | | |
| 10 00 " | 5½ | | |
| 15 00 " | 6½ | | |
| 20 00 " | 7½ | | |
| 25 00 " | 8 | | |
| 50 00 " | 12 | | |
| Cane's Clothes Pins. | | | |
| UNITED FACTORIES, LIMITED. | | | |
| Clothes pins (full count), 5 gross in case, per case | \$0 62 | | |
| 4 doz. packages (12 to a case) | 0 75 | | |
| 6 doz. packages (12 to a case) | 0 95 | | |



The Davidson & Hay, Limited, Toronto

| | |
|-------------------------------------|---------|
| Cleaner. | |
| 4-oz. cans | \$ 0 90 |
| 6-oz. " | 1 35 |
| 10-oz. " | 1 85 |
| Quart " | 3 75 |
| Gallon " | 10 00 |
| Wholesale Agents: | |
| HENRI JONAS & CO. Per gross. | |
| 4-oz. London extracts | \$ 6 00 |
| 2-oz. " (no corkscrews) | 5 50 |
| 2-oz. " | 9 00 |
| 2-oz. Spruce essence | 6 00 |
| 2-oz. " | 9 00 |
| 2-oz. Anchor extracts | 12 00 |
| 4-oz. " | 21 00 |
| 1-oz. " | 36 00 |
| 1-lb. " | 70 00 |
| 1-oz. flat | 9 00 |
| 2-oz. flat bottle extracts | 18 00 |
| 2-oz. square bottle | 21 00 |
| 4-oz. " (corked) | 36 00 |
| 8-oz. " | 72 00 |
| Per doz. | |
| 8-oz. glass stop extracts | \$3 50 |
| 8-oz. " | 7 00 |
| 2½-oz. round quint essence extracts | 2 00 |
| 4-oz. jockey decanters | 3 50 |

| | |
|---|--------|
| Food. | |
| Robinson's patent barley 1-lb. tins | \$1 25 |
| " " 1-lb. tins | 2 25 |
| " " groats 1-lb. tins | 1 25 |
| " " 1-lb. tins | 2 25 |
| Jams and Jellies. | |
| SOUTHWELL'S GOODS. Per doz. | |
| Frank Magor & Co., Agents. | |
| Orange marmalade | \$1 50 |
| Clear jelly marmalade | 1 80 |
| Strawberry W. F. jam | 2 00 |
| Raspberry " | 2 00 |
| Apricot " | 1 75 |
| Black currant " | 1 55 |
| Other jams " | \$1 55 |
| Red currant jelly | 1 90 |
| T. UPTON & CO. | |
| Pure Fruit Jams— | |
| 1-lb. glass jars, 2 doz. in case, per doz. | \$0 95 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 06½ |
| 5 and 7-lb. tin pails, 8 and 9 pails to crate | 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 | 1 50 |
| 5 and 7-lb. tin pails, per lb. | 0 09 |
| 7, 14 and 30-lb. wood pails, " | 0 09 |

| | |
|--|--------|
| Licorice. | |
| NATIONAL LICORICE CO. | |
| 5-lb. boxes, wood or paper... per lb. | \$0 40 |
| Fancy boxes (36 or 50 sticks)... per box | 1 25 |
| " Ringed " 5-lb. boxes... per lb. | 0 40 |
| " Acme " pellets, 5-lb. cans... per can | 2 00 |
| " " (fancy boxes 40) per box | 1 50 |
| Tar licorice and Tolu wafers, 5-lb. cans | 2 00 |
| Licorice lozenges, 5-lb. glass jars... | 1 75 |
| " " 20 5-lb. cans... | 1 50 |
| " Purity " licorice 10 sticks... | 1 45 |
| " " 100 sticks... | 0 73 |
| Dulce large cent sticks, 100 in box... | |

