

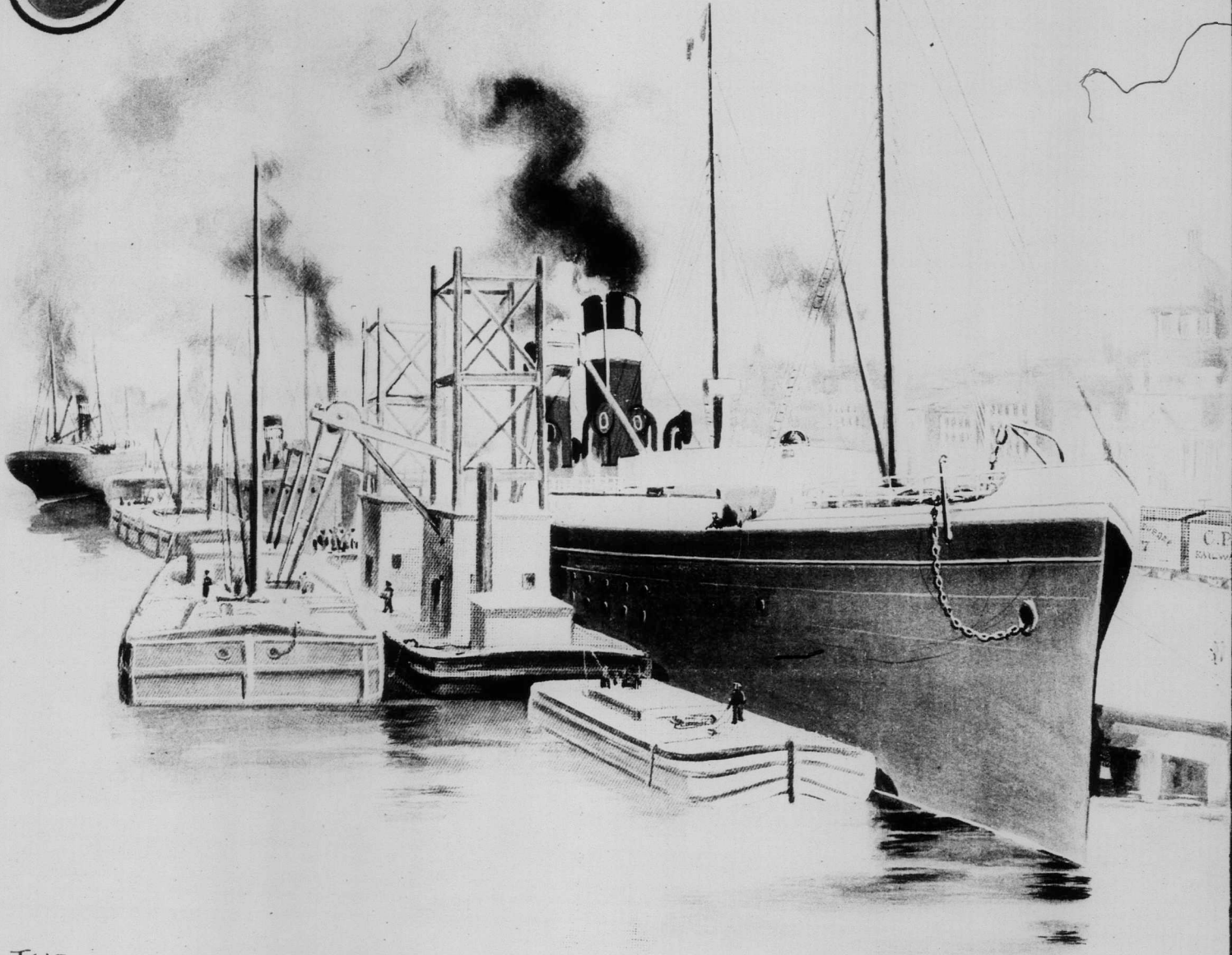
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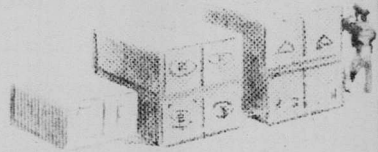
MAY 30TH

1902

The Canadian Grocer



THE
MACLEAN PUBLISHING CO. LIMITED.
MONTREAL, TORONTO,
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The name of McIntosh on Breakfast Foods is a guarantee of quality.

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WOULD IT NOT BE WISE TO SORT UP SOME
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—OR—

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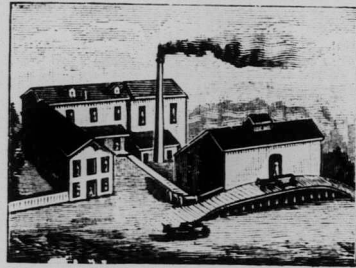
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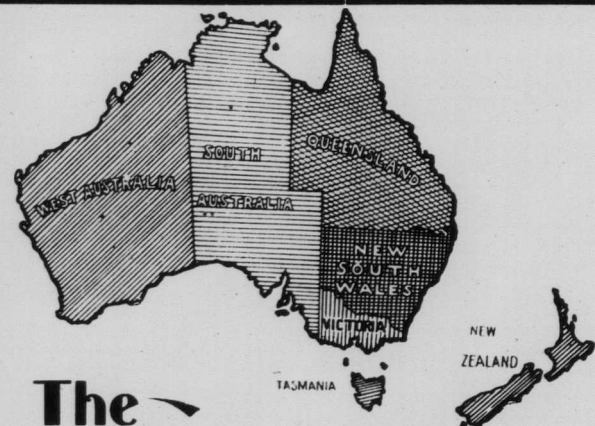
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ALLISON COUPON CO., Makers,
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Kent Mills Flour awarded Gold
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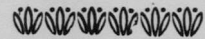
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Workmanship, Material, Quality.

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The Fittest Survive!

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PURE

SALT

For Table or dairy.



PROPRIETORS:

R. & J. RANSFORD,

Established
1868

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Aaron Wenger

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Gold Medal, Ottawa, Ont.,
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Challenge Silver Trophy,
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Total joint output 600,000 pounds.

Butter packed for export in 112-lb. casks and
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Butter packed for home trade in any style wanted.

Pound blocks a specialty.

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WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE
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"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.

For Sale by all Wholesale Grocers.

ROBERT CROOKS & CO.,

STOCK EXCHANGE BUILDING,
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Established 1820

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25,000,000 FEET PER YEAR

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SAW MILLS, PATENT LUMBER, DOOR, SASH, BOX AND VENEER FACTORIES

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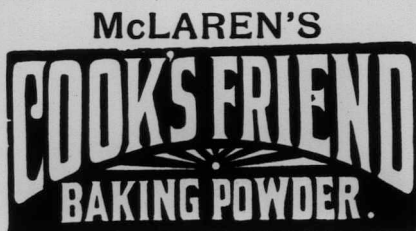
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ORDERS PROMPTLY FILLED

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IF THE QUESTION ARISES

“Where can we purchase our

FISH STUFFS,

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to the very best advantage?” your best plan is to write or dictate a letter to us and we can settle the question for you. We have the very best facilities for shipping. The large and extensive business we are doing attests to the high quality of our goods.

We want your orders, because we know we can fill them to best advantage.

N. & M. SMITH

Exporters of Fish Stuffs of all grades and qualities.

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 OF THE FINEST GRADES OF

Oatmeal
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FEED OF ALL KINDS.

CORRESPONDENCE SOLICITED.

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ALSO . . .

Flake Wheat
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 AND
 Cornmeal.

NONE BETTER.

TRY ❁ ❁ ❁

**WALTER THOMSON
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**Maple Leaf
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and all grades of Oatmeal.

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APPLES.

Cable Address, "Hub"

Jamaica and Cuban Pineapple and Banana Imports.
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Direct Mediterranean Imports of Oranges and Lemons.
Florida Tomatoes and all Southern Vegetables.
We are also direct receivers of all lines of Nuts and Dried Fruits.

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BELLEVILLE, ONTARIO, CANADA.

The John H. Allan Seed Co.

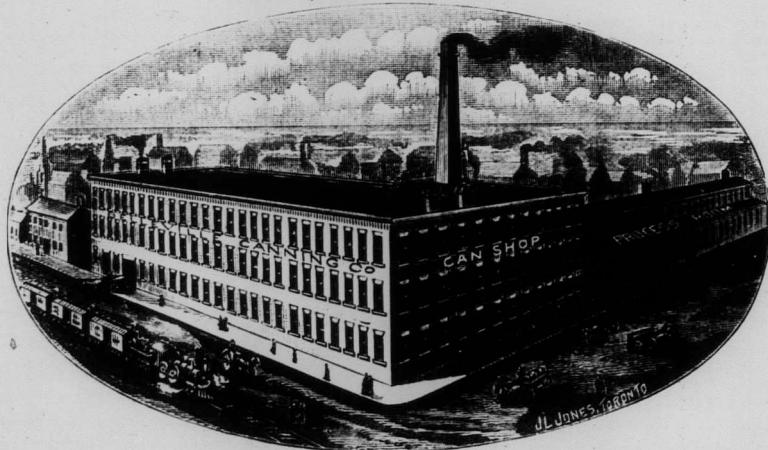
FANCY VARIETIES OF
PEAS and BEANS

Contract Growers for the Seed Trade only.

PICTON, ONT.

Belleville Canning Co.

Trade Mark "Queen Brand."



Belleville, Ont., Canada.

High-Class
Vegetables and Fruit

JAMS and JELLIES

EQUAL TO ANY ENGLISH MAKE.

Try Our Special Line of Boneless Chicken, Turkey, Duck, and Chicken Soup.
Gallon Apples, Fruits, and Fruit Pulps, Tomato Pulp, and Tomato Catsup in Glass or Tin.

"Queen Brand" Peas are known everywhere for their excellent quality, for climatic conditions give Canadian Peas an unequalled flavor.

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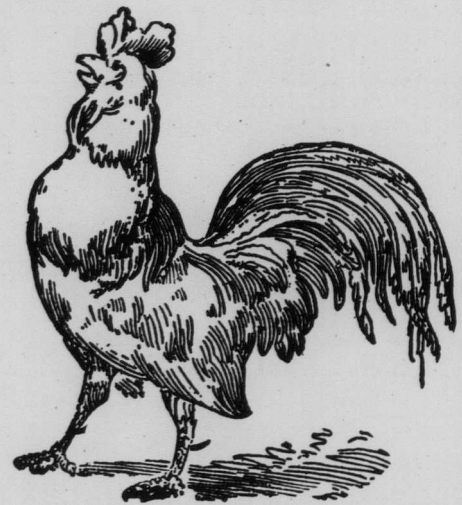
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CANADIAN PRODUCE

FOR

BRITISH BUYERS



WE ARE LARGE BUYERS AND EXPORTERS OF

BUTTER
EGGS

CHEESE
POULTRY

Correspondence Solicited.

Cable: "Eggmac, Toronto." A.B.C. Code.

We have in our Warehouse

60,000
Cubic Feet
COLD STORAGE.

The J. A. MacLean Produce Co.

Limited

75 and 77 Colborne St.

TORONTO

THE FOOD SUPPLY OF CANADA.

ITS EXTENT AND ITS POSSIBILITIES.

JUST what the annual value of the food supply of Canada is it is not possible with any degree of certainty to say. The value of the farm products of the country was a year or two ago estimated to be \$600,000,000. If these figures were correct, then they must certainly be below the actual value of to-day, for, in the industrial development of the country, agriculture has kept well in step with the manufacturing arts since then. And the food product branch of it has by no means been the least progressive.

Large as may be the supply of food products which Canada already annually produces, there are relatively few people who have given time to the consideration of the possibilities of the country.

OUR ENORMOUS FOOD BELT.

Prof. James W. Robertson, in his evidence a year ago before the Parliamentary Committee on Agriculture and Colonization, said: "Our country stretches one-sixth of the way around the globe at this latitude, and we have a belt known to be suitable for the production of foods, not less, on an average, than 250 miles wide."

Just imagine if you can what that means! A stretch of territory 3,500 miles long by 250 broad! And yet a population insignificant in comparison therewith.

On that food belt we last year produced something like 280,000,000 to

285,000,000 BUSHELS OF GRAIN,

by far the greater part of which consisted of raw material from which the food of man is manufactured.

Then we have taken no account of the live stock that graze on the farms east of

Lake Superior and on the ranches of the Far West. Nor have we considered the surplus certain gentlemen in Ontario send to the ranches of Dakota. The success of Canadian live stock, cattle, sheep and hogs at the Pan-American Exhibition is too recent to be forgotten.

Province's list was exceeded by that of no other State, Territory, or country. But even in general quality Ontario surpassed New York, winning the gold medal for its "general display of fruits of superior excellence." Ontario fruit secured 20 gold medals, 32 silver medals, 38 bronze medals, and 89 honorable mentions. Such well-known fruit-producing States as Florida, California, and Delaware were away below Ontario in the list of awards obtained.

FOOD FISHES.

Besides the product of the field and farm, there is the enormous value of the food supply which the lake and the river annually yield, whose value cannot be computed to the full. According to the report of the Fisheries Department, the catch of fish in Canada in 1900 was over \$21,500,000. But in this no account is, of course, taken of the catch annually made by the disciples of Isaak Walton. At any rate, the yield as shown by the official figures is of such importance that it is not necessary for one to run the risk of being charged with telling fish stories in order to establish a case for the fish-food supply of Canada.

\$69,000,000 OF EXPORTS.

While, at any rate, until the census gives some light upon the matter, it is practically impossible to give even an approximate value of the products of Canada grown and made for the food of man, the conditions are more favorable in regard to the export trade in the same. The value of that trade is nearly \$69,000,000. As will be seen from the accompanying table, this is an increase of over 119 per cent. in 10 years.

Compared with the total export trade of the country, that which is exported in the

CANADIAN EXPORTS OF HUMAN FOOD SUPPLIES IN FIVE-YEAR PERIODS.

	1891.	1896.	1901.
Salt	\$5,706	\$707	\$11,238
Cod, dry salted	3,119,530	3,076,192	2,761,481
Mackerel, fresh	156,419	100,915	18,134
" canned	14,299	916	240
" pickled	773,780	281,297	283,157
Halibut, fresh	22,550	84,681	34,099
Herring, fresh or frozen	193,517	39,592	103,079
" pickled	334,157	291,997	250,929
" canned	350	39	818
" smoked	109,563	106,536	50,970
Lobsters, fresh	179,425	340,928	391,447
" canned	1,750,750	2,146,309	2,283,430
Salmon, fresh	130,838	222,420	141,628
" canned	1,745,140	2,530,755	2,880,480
" pickled	43,547	42,680	78,661
Fish, miscellaneous	674,143	1,009,473	1,440,990
Butter	602,175	1,052,089	3,295,063
Cheese	9,508,800	13,950,571	20,690,951
Eggs	1,160,359	807,080	1,601,640
Lard	3,174	12,872	58,602
Bacon	590,852	3,802,135	11,493,868
Beef	16,951	21,158	813,343
Hams	37,617	579,833	284,578
Mutton	23,993	7,458	5,712
Pork	4,089	64,916	51,374
Poultry and game	26,179	18,992	143,080
Tongues	1,342	2,080	80,060
All other meats	14,916	50,221	331,202
Canned meats	271,184	819,388	419,959
Fruits, green and dried	1,530,365	1,029,523	1,844,797
Fruits, canned or preserved	30,772	86,755	181,438
Beans	495,768	258,449	418,161
Peas	2,032,601	1,299,491	2,674,712
Rye	220,470	18	424,877
Wheat	1,583,084	5,771,521	6,871,939
Buckwheat .....	.....	.....	227,717
Flour	1,388,578	718,433	4,015,226
Oatmeal	45,195	394,655	467,807
Rice meal .....	.....	17,891	18,849
Other meal	13,943	5,922	32,769
Hops	19,586	13,686	37,970
Malt	88,176	9,479	3,563
Maple sugar and syrup	22,095	51,499	74,290
Vegetables, canned	13,616	2,707	43,528
Potatoes	1,693,671	227,600	304,387
All other vegetables	89,138	104,109	150,308
Biscuits and bread	13,898	19,208	28,500
Ice	261,861	3,155	32,667
Liquors	65,021	380,016	411,645
Sugar	13,944	3,008	41,252
Miscellaneous	1,276	2,071	7,383
	\$31,779,994	\$43,428,209	\$68,626,240

CANADIAN FRUITS.

The fruits of our orchards have a reputation unsurpassed anywhere, and at the Pan-American Exhibition high honors were obtained. While the State of New York secured more awards than Ontario, that

shape of human food is 39.16 per cent. of the whole.

OUR BEST CUSTOMERS IN FISH.

Our chief customer for cod fish is the British West Indies. Next in order comes the United States, followed by Brazil, Porto Rico, and Cuba. Indeed, if we count Porto Rico a part of the United States, which it is politically, the latter country is our chief customer, Porto Rico and the United States taking last year between them \$915,840 worth, against \$749,958 worth to the British West Indies. Of pickled mackerel, the bulk of it goes to the United States. The same is to be said of fresh halibut. But of pickled herring the British West Indies take the largest quantity, with the United States next, and other countries nowhere in comparison. More than half the smoked herrings go to the United States. The latter country also ranks first among our customers in canned lobster, the exports last year to the three largest purchasers being as follows: United States, \$840,237; Great Britain, \$697,743, and France, \$608,343. Fresh salmon goes nearly altogether to the United States. When, however, it comes to canned salmon Great Britain is preeminently our best customer, the exports to that country last year being 28,107,945 lb., while the next best customer, the United States, took but 4,510,848 lb. Our three best customers for fish, according to last year's returns, were: United States, \$4,129,385; Great Britain, \$3,101,198; West Indies, \$961,306.

OUR DAIRY EXPORTS.

Of all our food exports the most important is that of dairy products. Cheese and butter alone contribute one-third of the total. Great Britain, as our readers are aware, takes nearly the whole of the cheese we export, of a total of 195,926,397 lb., 195,125,317 lb. going to that country. In butter, the proportion is almost as great, 15,602,445 lb. being shipped to Great Britain out of a total exportation of 16,335,528 lb. The same thing is to be said of eggs, for of our exports of 11,363,064 dozen, all but 89,612 dozen went to Great Britain. And yet, in 1890, the year the McKinley tariff went into force, putting eggs from the free list to the dutiable list at 5c. per dozen, Great Britain only took 3,600 dozen.

ASTONISHING GROWTH OF HOG PRODUCT TRADE.

Of all our food products, none have developed in such an astonishing manner as hog products. During the past year, owing

to the scarcity of hogs, the output was not so large as in 1899 and 1900. Of bacon and hams alone, however, 105,549,505 lb. were exported in 1901, while in the preceding year the quantity was 135,031,874 lb. In 1891 the total was only 7,554,237 lb., showing an increase of 1,400 per cent. during the 10-year period. And all this increase has been due to the development of the trade with Great Britain, the quantity taken by that country in 1891 being 7,529,529 lb., and in 1901 105,130,008 lb.

RELATIVE POSITION OF GREAT BRITAIN AS A CUSTOMER.

Great Britain is by far the most important customer we have in food products generally, only in a few lines being she exceeded by any other country. In the following table is given the value of the chief food products exported to Great Britain, the United States, as well as the total to all countries:

VALUE OF THE CHIEF ARTICLES OF FOOD EXPORTED TO GREAT BRITAIN AND THE UNITED STATES IN 1901.

	To Great Britain.	To United States.	Total to all countries.
Fish	\$3,101,198	\$4,129,385	\$11,077,765
Butter	3,142,353	5,839	3,295,663
Cheese	20,609,361	37,601	20,696,951
Eggs	1,677,727	6,529	1,691,640
Bacon	11,458,235	33,343	11,493,868
Beef	725,737	1,334	815,343
Hams	274,550	5,508	284,578
Canned meats	357,047	3,657	419,959
Fruits	1,605,026	189,612	2,006,235
Beans	11,049	338,261	418,161
Buckwheat	93,798	1,689	227,717
Peas (whole)	1,991,247	117,614	2,482,249
Rye	327,472	4	424,877
Wheat	6,112,250	34,989	6,871,939
Flour	2,702,132	43,579	4,015,226
Oatmeal	453,326	330	467,807
	\$54,642,608	\$4,952,234	\$76,689,978

This is quite a change since 1891, when the total export trade with Great Britain in the articles enumerated was only \$17,781,176, against \$54,642,608 10 years later. In spite of the 10 years that had elapsed, our exports to the United States in the same food products were nearly \$1,000,000 less in 1901 than in 1891, the year after the McKinley tariff was trained against the food products of the Dominion. A comparison of the following table with that given immediately above clearly shows this:

VALUE OF THE CHIEF ARTICLES OF FOOD EXPORTED TO GREAT BRITAIN AND THE UNITED STATES IN 1891.

	To Great Britain.	To United States.	Total to all countries.
Fish	\$2,260,569	\$2,825,468	\$9,157,508
Butter	440,060	10,051	602,175
Cheese	9,481,373	13,485	9,508,800
Eggs	83,589	1,074,247	1,160,359
Bacon	589,599	118	590,852
Beef	740	699	16,051
Hams	36,398	57	37,617
Canned meats	267,959	3,155	271,184
Fruits	1,255,197	288,741	1,566,133
Beans	493,486	493,768	495,768
Peas (whole)	1,439,747	358,267	1,858,319
Rye	68,444	95,131	226,470
Wheat	969,134	613,690	1,583,084
Flour	851,912	55,249	1,388,578
Oatmeal	35,455	1,900	45,195
	\$17,781,176	\$5,833,747	\$28,508,093

In 1891, the proportion to the total of the food products enumerated in the above tables that went to Great Britain was 62.40 per cent. Last year it was 71.50. To the United States the proportion was 20.45 per cent. in 1891, and only 6.40 per cent. in 1901.

That the McKinley tariff accomplished to some extent its purpose is only too evident. But the aggregate foreign trade of Canada in food products is over 119 1/4 per cent. larger notwithstanding.

And while the growth of our export trade with Great Britain has been so large, there is no reason to believe that it has reached its limit. In wheat, flour, oatmeal, peas, cheese, butter, pork, bacon, hams, eggs, and apples Great Britain imports about \$405,000,000 annually. There is, consequently, every encouragement for us to persevere.

PRESERVATIVES IN FOOD.

A circular issued by the Federation of Grocers' Associations of Great Britain has the following in regard to preservatives in food:

"Will you please call the attention of the members of your Association to the following recommendations of the parliamentary committee upon this subject:

The committee considered at some length the report of the Government Committee on Preservatives, and it was resolved to recommend the general purpose committee to authorize a circular to be sent to the associations urging them to ask their local members of Parliament to support Government permission for the using of 0.5 per cent. of boracic acid in butter and cream, this being justified by the experiments of Professor Tunnicliffe, the member of the Government committee who made experiments on behalf of that committee. It was also recommended that associations should call the attention of their local members of Parliament to the anomalous position of the report in relation to the presence of sulphate of copper in preserved vegetables. The parliamentary committee note that the only member of the Government committee who made experiments on the subject of copper has absolutely declared in favor of the permission to use such an article, and has presented a minority report upon the subject: whilst the other members of the committee, who do not appear to have made any practical experiments, and, therefore, cannot be said to have reported upon personal knowledge, have recommended the abolition of copper in the preservation of vegetables. The remarkable result is that, though the scientific member of the committee, Professor Tunnicliffe, has declared in favor of copper, the proposed abolition has resulted in prosecutions being brought, followed by convictions, in cases where less than the amount of copper admitted by the Government expert was found in the vegetables. The committee have already approached the president of the Local Government Board upon this matter, and they recommend the general purpose committee to authorize the issue of a circular to all the affiliated associations calling their attention to this anomalous position.

GROCERY WINDOW DISPLAYS.

SUGGESTIONS BY AN EXPERT.

An Attractive Display.

A NEAT window idea for grocers was noticed by the writer in a prominent grocery store. The bottom or floor of the window was covered with floor oilcloth, the pattern of which was a mosaic effect in pale blue and white. This is easily washed and looked clean and nice. The window was about 12 ft. long and 4 or 5 ft. wide. Towards the front of the window, about 1 ft from the glass, square upright stands (permanent) were placed. The tops were made of glass, and the uprights supporting them were made of nickel. The stands were screwed to the floor. Behind this was another row of stands about 6 in. higher than those in front, and behind this row still another row 6 in. higher than the second row. On these were shown bottled goods, squares of honey, etc. On the floor were shown fancy groceries of different kinds. Each line was ticketed. A nickel rod was arranged across the back of the window, on which was hung a curtain of green plush or velour. This curtain was about 4 ft. in width. The display certainly looked neat and clean and dignified, and anyone contemplating the purchase of groceries could not help feeling inclined to buy in this place. A window opposite was fitted up in the same way, and in it were shown meats and fancy vegetables only, everything bearing a price card. The stands as described were, no doubt, costly, but the same idea could be carried out in a less expensive way by having them made of hardwood and varnished.

Fancy Soap Display.

The illustration No. 1 gives an idea of how an attractive and business-bringing display can be made out of fancy toilet soaps in boxes. The different brands of soaps are always put up in attractive boxes, and this affords pretty color schemes in decorating with them. In order to keep the soaps from falling out, small rubber bands can be stretched across the boxes.

A framework is first placed in position and covered with some bright-colored paper or cambric. The boxes of soap are just tacked on with pins which are easily removed without injury to the boxes. The lids of the boxes could be used to cover the framework and the soaps could be used on the floor. Notice how each line of soaps is ticketed. This is a most important factor in inducing sales through the window. At a first glance one would think there was an

immense stock of soaps in this window, when, in reality, there is not. The lids of the boxes form the best part of the circular design in the centre. The pyramids for displaying fruits, as described elsewhere on this page, would serve nicely to display soaps on.

Crepe Paper Backgrounds.

Very pretty backing for displays of groceries can be made with crepe paper. It comes in all colors, and the cost of it is very small. It can be cut in widths of about two inches and twisted in corkscrew effect down the back and sides of the window from the ceiling to the floor. It also makes good floor-coverings for displays of fancy groceries.

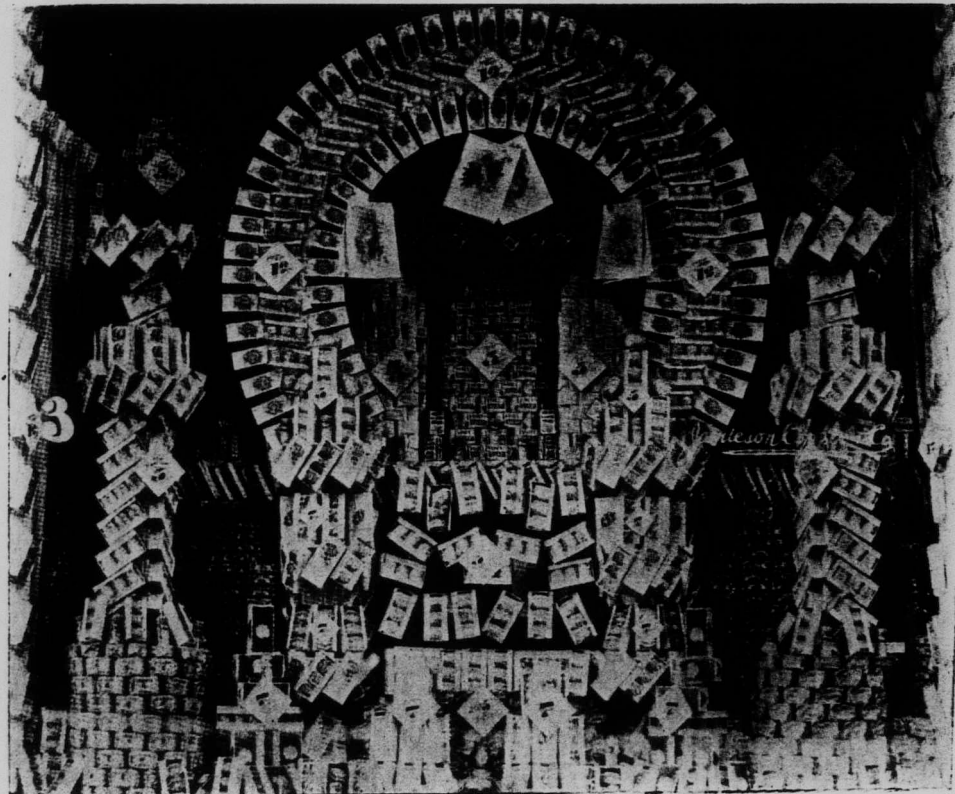
Design For Sectional Display.

A window design which is suited to almost any size of floor is in the following: It is begun by making a chalk line on the floor after the design (see sketch) No. 2. The lines can then be covered over with loaf sugar, packages of gelatine or any kind of small stuffs. Each section of the design is

filled in with a different kind of goods. For instance, the star in the centre could be filled in with, say, prunes; the square outside the star could be filled in with apricots or dried apples; in another section could be shown figs, dates, raisins, peels, nuts, cranberries, etc.

For Pyramids of Fruit, etc.

A neat display of apples, oranges or lemons may be made by nailing together four boards so as to form a square pillar, 3, 4 or 5 feet in height. For a medium-sized window, five or six of these in different heights would be sufficient. Set them so the corners face the window pane, the smaller ones in front, and the taller ones in the rear. Drive long pins into these uprights, as indicated in drawing No. 3, and cut off the heads with a pair of snips. Cover the pillars entirely with the fruit, and on top of each stand a glass bowl or jar filled with the same fruits as on the pillars. A palm or two placed on top of the pyramids would set the display off. Place a price ticket on each pyramid. The small hole will not hurt the fruit in the



No. 1—Fancy Soap Display.

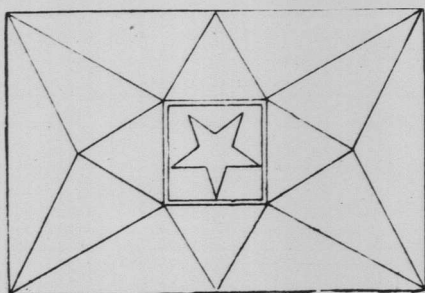
slightest, and a display of this kind will be very attractive and out of the "everyday style" of showing these goods. The floor could be filled in solidly with same goods.

H. H.

Spring Time Window Displays.

The spring windows should, next to the holiday shows, be the finest exhibitions of the year. It is the beginning of a new season, the merchandise now in hand is bright, fresh and new, the styles are radical departures, and so, too, your window settings should be something different, something far better than you have ever done before.

Imagine, remarks Dry Goods Economist, a person who has a beautiful painting, a new and master effort of some great artist, putting it into an old, dusty, dingy frame. Would he do it? Rather would the frame be something that would, if possible, add new beauties and bring out every perfect



No. 2.—Design for Sectional Display.

line of the painting. As with the painting so with the master creations of the garment makers' and milliners' art you are now called on to display.

BEGIN AT THE ROOT.

Begin your spring efforts, too, at the root. Is the window carpet old and threadbare? If so, get a new one. Are the window casings scarred and full of pin holes? If so, putty up the pin holes and scars and give the casing a new coat of paint and varnish.

Is the window curtain ragged, frayed and dirt begrimed? If so, get a new one. Are the nickel fixtures tarnished and green for want of the polishing cloth? If so, have the porter spend a couple of days in bringing back their shine and glitter.

INVENT SOMETHING NEW.

Having seen that your windows and fixtures are in spick and span condition, start the machinery of your brain working toward something bright, fresh and new in the window-setting line, something that will reflect credit on your decorative ability.

Do not rest content with the idea which seems to satisfy so many window-decorators, that all the changes have been rung and there is nothing new. There are fertile fields of window display as yet untilled.

METHODS OF WORK.

It is the custom with many decorators—and these men claim it the best method of

work—to enter a window with their brain barren of ideas, to take a piece of goods and pin it up, another piece in another section of the window and so on letting the form of the window exhibition work itself out, as it were. Now, while this method of work has many able advocates, we believe it to be radically wrong, one of the prime causes why we do not have finer windows and a tremendous bar to progress in the art.

Suppose an artist in painting a picture were to start with no formulated plan, but were to place a house here on the canvas, a tree on the other side to balance the house, a group of cattle in the foreground to break that up, and so on until the canvas was full, would the result be creditable? Hardly, and no artist ever thinks of going about his work in that manner. Before he touches the brush to canvas the perfect picture is in his mind's eye and his labors with paint and brushes are but the mere mechanical transference of that mental picture to the surface of the canvas.

So, too, the window artist should imagine the completed display before he drives a pin or places a single piece of merchandise. Better even than this is to sketch with paper and pencil your plan of the window.

Good Window Cards.

We provide new bargains daily.

We can fit your form, pocketbook and fancy.

Our tools are made to use. There is another kind made only to sell.

If low prices make a bargain, high quality doubles it, and that is why this offer is extraordinary.

It is well to remember that only the best and most reputable makes are permitted to enter Blank & Co.'s store.

Small things—important because you need them, more important because so cheap.

A store where honest values are wedded to truthful words.

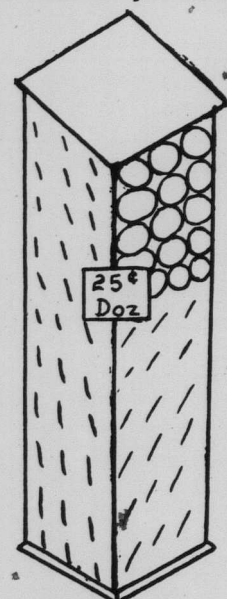
Make Displays Interesting.

The merchandise on display along the busy retail streets seems specially interesting considering the crowds of people in front of the well-dressed windows, remarks an exchange. How about your windows? Do they do justice to the character of the merchandise on sale in your store? You know that during these pleasant out-door days people give less time to reading newspaper advertising and more to rambling along the streets. Your window ads. will be responsible to a large degree for the results of the season's business from now on. If you neglect this important branch of your advertising and later find yourself loaded with a lot of merchandise that you

bought because it was so attractive you thought people could not pass it by, you will have the satisfaction of knowing somebody was negligent and not up to possibilities. It will be too late to mend matters then, except by merciless price cutting and wiping out of profits.

CLEAN, ATTRACTIVE FRONT.

Possibly the entire front of the store needs a cleaning up and a coat or two of fresh paint. Times are so good now and everybody feels so liberal that it is almost a disgrace to allow the store front to appear shabby for the want of a little paint. Possibly you have grown accustomed to looking at the front of your store, which may be shabby and you not take special notice of it. It is better to figure it out yourself than to wait until your next door neighbor treats his front with a new coat and have your customers tell you to do likewise. Only recently the writer was walking along a big retail street with a friend where one entire block with the exception of two store fronts had just been treated with a double coat of white paint from sidewalk to roof, and these two dull, grimy fronts presented rather a back number appearance and caused our friend to remark, "Those two fellows look pretty seedy; they better get in line and do a little



No. 3.—Design for Sectional Display.

painting." Step out on the sidewalk and take a look at the store front and see if a little painting is needed in your case. The store front which presents a fresh, clean, appearance carries considerable influence with the average mind. May be a new, attractive sign would improve your chances of getting the lion's share of the season's business. Look into these matters; it pays and pays well.

COMMERCIAL TRAVELLERS IN SWITZERLAND.

The following table shows the number of commercial travellers that visited Switzerland in the last two years:

Country.	1901.	1900.
Germany	3,937	3,848
France	1,182	1,145
Italy	355	332
Austria	204	203
Belgium	41	37
England	36	34
Holland	13	15
Spain	10	13
Russia	2	1

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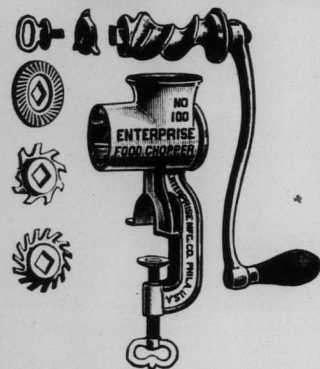
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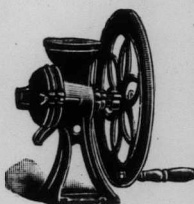


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No. 300, chops 3 lbs. per minute, \$2.25

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San Francisco Branch
105 Front Street

THE SEAL ^{AND} FISH INDUSTRIES OF.... NEWFOUNDLAND..

An
Interesting
Sketch

SEAL CATCHING is one of Newfoundland's chief industries. How this industry is carried on is told in an interesting manner by the St. John's correspondent of The Halifax Chronicle. When successful, the sealers' return is the occasion of a demonstration. Hundreds of the population gather at the docks and greet the inward-bound vessels with the cheers due conquering heroes, and answering cheers come from the crowded decks of the sealers.

The seal catch is one of burning interest at St. John's. The men make their \$40 or \$50 for a three or four-weeks' trip at a time of the year when they are doing nothing else. One-half or three-quarters of a million dollars are divided between the owners and the men. About 4,000 men are employed. The young seals are born on the ice from February 15 to 20. They grow in size with great rapidity, and by the first of April they are able to take care of themselves, and then they take to the water. Before this occurs it is necessary for the sealers to push up north and meet the floating fields of ice coming down.

HUNTING THE SEALS.

When they are reached, the hunters land on the ice and the carnage commences. A blow on the nose kills a young seal. A knife at once detaches the skin with 2 or 3 in. of fat from the carcass, which is left on the ice. If a fog or storm prevents the pelts being gathered in, they are panned—that is, gathered in heaps on the ice, with a flag denoting the ship planted in the centre. Sometimes the flag is not respected, and a rival vessel surreptitiously seizes the pans.

Some of the sealers complain of robbery this last trip. When a vessel is loaded down she leaves for St. John's, entering the harbor bedecked with bunting and receiving and answering cheers. She is a brave and gay spectacle. But close inspection dispels the illusion—it is contrary to the unwritten code for seal hunters to wash from the time they leave until they return. One can well believe this law is never violated. Their clothes and boots, their skin, hair and ears are so begrimed and filled with fish oil that if they were not animate one could readily believe them to be merely trunks of fat.

When the pelts are landed, the skins are ripped from the fat, which is tried out by steam heat and run into barrels. The skins are salted and sent to Europe, where they are manufactured into leather. Occasionally, a heavily-coated skin is dressed, dyed

and made into a coat. The pelt of a hood (that is, an old seal that has grown a covering much like a hood) weighs, ordinarily, 80 lb.; a harp (a young seal) weighs 40 lb., and a white coat (a still-born one) may weigh 10 lb.

THE COLONY'S EXPORTS.

The colony exports annually about 5,000 tons of seal oil, valued at about \$450,000, and 350,000 sealskins, valued at \$300,000. Last year's figures fell slightly below these, the total exports of both being \$707,527. The sealing fleet consists of 18 steamers having an aggregate tonnage of 6,000. There are two whaling companies—The Cabot Co., doing business at Notre Dame and Hermitage Bays, and The Newfoundland Co., at Rencoutre. Both are prosperous.

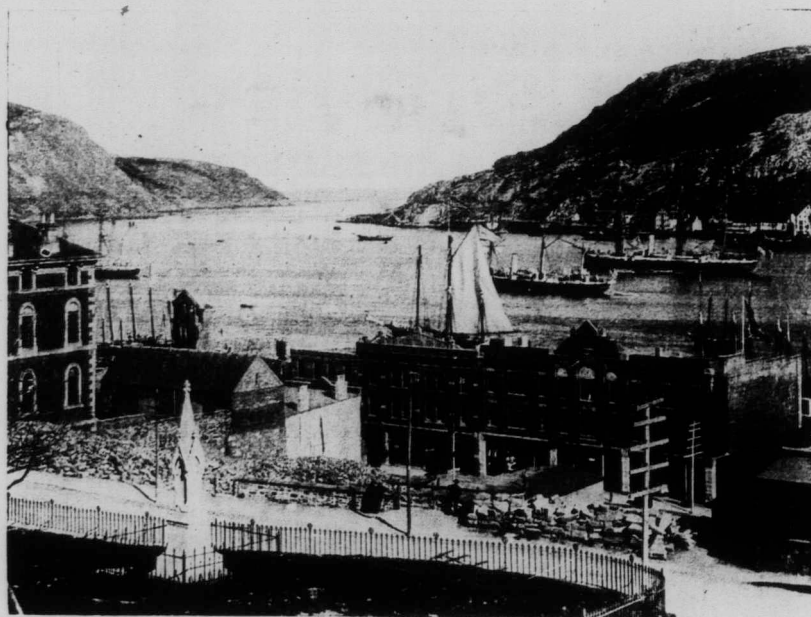
The lobster business along the Newfoundland coasts, as along the Gulf shores,

supply. This plan of propagation has been extended to cod. A hatchery at Dildo is in successful operation.

The herring fishery at Labrador has ceased to exist. The catch in Placentia Bay last season was a failure. At Fortune Bay, it was also a failure. It was very successful at Bay of Islands and Bonne Bay on the West Coast. Herring are now cured for the United States market after the Scottish method with greater profit to the fishermen, while the product finds a much more ready sale among our cousins, who are excellent judges of everything that is good in the shape of table delicacies. The Newfoundland herring stands at the head of the list and an ever-widening market is provided for all the fish that Britain's oldest colony can supply.

To protect the fisheries, the colonies employ 50 wardens, 2 steamers, 1 schooner, 3 yachts and one boat. By this means the illegal selling of bait to French fishermen is prevented. As a result, the French cod fishery has been greatly hampered and the catch reduced.

The fishermen complain that while Newfoundland is put to much expence in protecting her fisheries and preventing bait being shipped to St. Pierre, the French bankers were able to obtain herring bait at Sydney and Magdalen Islands. Every



St. John's, Newfoundland, and its Land-Locked Harbor.

is overdone. Lobsters have been fished to death. They have not only grown small, but scarce. Last year, there were 1,440 factories, having an approximate catch of 33,000 cases. The Government has provided artificial incubators. Spawn is collected from the factories and artificially propagated. This is considered an economical and effective method of keeping up the

French vessel calling for bait would leave at these places \$100.

THE COD FISHERIES.

The seal fishery over, the owners and men are next preparing for the cod fisheries, which are prosecuted either along the coasts or off on the Banks. There is good shore cod fishing all around the Island.

Cod is the great staple. Three-quarters of the population is interested in it. It forms five-eighths of the exports. The following are the exports for the past year:

Country.	Quintals.	Value.
Brazil.....	458 249	\$2,099,901
Portugal.....	276 647	1,187,626
Gibraltar.....	181,625	583,501
Spain.....	84,112	364,213
United Kingdom.....	95,559	358,784
British West Indies.....	67,425	298,994
United States.....	37,594	154,749
Canada.....	21,921	78,783
Italy.....	6 500	30,000
American West Indies.....	1,941	8,275
Colombia.....	1,276	5,653
Costa Rica.....	183	1,038
Others.....	75	313
Totals.....	1,233,107	\$5,171,910
Cod oil, tuns.....	512	385,329
Cod liver oil, gals.....	22,970	12,710
Fresh codfish, lb.....	34,995	579
Codfish, pkd., qtls.....	108	288
Cod roes, bbls.....	5	20
Grand total.....	.....	\$5,570,756
Haddock, qtls.....	782	252,508
Hake, qtls.....	8	27
Halibut, lb.....	22,449	1,529
Frozen herring, bbls.....	40,058	62,132
Pickled herring, bbls.....	72,037	109,281
Kipperd herring, boxes.....	179	88
Ling, qtls.....	593	1,888
Lobsters, cases.....	36,271	448,501
Salmon, canned, cases.....	54	255
Salmon, fresh, lb.....	91,103	6,710
Salmon, packed, tins.....	6,647	139,101
Trout, bbls.....	922	6,048
Turbot, bbls.....	12	63
Turbot, fresh, lb.....	200	5
Walrus skins, No.....	26	200
Whalebone, tons.....	41 1/2	13,550
Whale oil, tons.....	635	54,221
Whale skins.....	2	14
Total product of the fisheries.....	.....	\$6,907,949
Total for 1900.....	.....	7,015,964
Total for 1899.....	.....	5,889,135

THE FRENCH SHORE.

Very little expansion to the cod fishery can reasonably be expected until the French Shore difficulty is ended. The chief market for this fish is in Brazil, Portugal, Gibraltar, Spain, etc., where competition with French bounty fish is most nearly met. The bounty paid on fish sold to other countries is almost equal to the prime cost, so that the French fishermen can export at almost any price. This condition of things most seriously affects the value and profits of the Newfoundlander. But little advance has been made in the shipment of fresh fish—not over \$7,000 worth per annum finds its way to the Canadian or American markets, and yet the continental cities ought to afford an almost illimitable demand.

This is a business for the future to develop. At the present rate of progress and development, it may be confidently predicted that within a few years the capital and skill will be forthcoming to create those quick transportation facilities that will place the great fish-producing waters of Newfoundland in close contact with the teeming continental populations. When fresh salmon, cod and lobsters from these waters are placed on the breakfast tables in New York and Montreal, a new era of prosperity will have set in for the fisherman.

MOST EXTENSIVE FISHERIES IN THE WORLD.

THE fisheries of Canada are the most extensive in the world, comprising an immense seacoast line, besides innumerable lakes and rivers. The eastern sea-coast of the Maritime Provinces from Bay of Fundy to the Straits of Belle Isle exceeds 5,600 miles, while the western coast of British Columbia is given at 7,180 miles, that is more than double that of Great Britain and Ireland.

While the salt water in-shore area, not including minor indentations, cover more than 1,500 square miles, the fresh water area of the part of the great lakes within Canada is reckoned at 72,700 square miles, not including the numerous lakes of Manitoba and the Northwest Territories all stocked with excellent species of food fishes.

Over 80,000 men were engaged during the season of 1900 in our fishing industry, using boats, nets and other implements, aggregating a value of \$10,990,125. About 1,200 schooners, manned by over 9,200 sailors, besides 71,859 other fishermen, using 38,930 boats and 6,295,000 fathoms of nets, all found employment in this vast industry.

The lobster plant alone is valued at \$1,419,100, comprising 919 canneries, dispersed on the seaboard of the Maritime Provinces. No less than 18,200 persons were engaged in this preserving branch of the industry.

The salmon-canning industry of British Columbia in 1900, comprising 71 establishments, valued at \$1,420,000, gave employment to 19,787 persons.

The sealing fleet in the same Province for the year 1900 consisted of 37 schooners, 114 boats and 316 canoes, valued at \$147,200, and manned by 1,052 sailors and hunters.

For the season of 1900, the sum of \$158,802 was paid as fishing bounties to the deep sea fishermen of the Maritime Provinces. Of this amount \$68,721 was divided amongst the crews of 802 fishing schooners and the balance shared by 22,031 boat fishermen. These different amounts entailed the payment of 13,776 claims.

For the last year, Nova Scotia received about two-thirds of the bounty fund, amounting to \$101,448; Quebec, \$33,203; New Brunswick, \$13,462, and Prince Edward Island, \$10,589.

For the last 19 years the distribution of the fishing bounties to the deep sea fishermen of the Maritime Provinces would aggregate a sum of over \$3,000,000.

LOBSTER FISHING IN CHILI.

The Island of Juan Fernandez, lying 600 miles west of Valparaiso (made famous by the story of Robinson Crusoe), promises, according to an exchange, soon to develop industrial interests.

The island belongs to Chili, and the Government is now arranging to make it a part of one of the provinces and establish a local civil government. The island is about 15

miles long and 8 miles in width. There is a good harbor on one side, where large ships can anchor with safety.

A large canning factory has been established on Juan Fernandez, and the fishing industries are attracting the attention of capitalists. There are good quantities of lobsters, crabs and excellent food fishes in the waters. The lobsters are large, of excellent flavor and especially suited for canning. They are easily caught, the supply seems inexhaustible, and the cost of securing them is nominal. There are also large numbers of fur seals on Fernandez and other islands near by, the taking of which might be profitably included in the lobster and fish business. The laws of Chili permit the killing of seals from March 1 to November 1. There is a ready market for the sealskins in Fernandez, whence they are shipped to Europe.

There is plenty of fresh water on the island; land can be acquired by settlers without cost; fruit and vegetables grow wild and are easily cultivated, which makes the cost of living comparatively low. The company now engaged in business is enlarging its plant and increasing its output. An American company could engage in this trade with reasonable assurance of securing large profits on the investment.

FISHING WITH A JUG LINE.

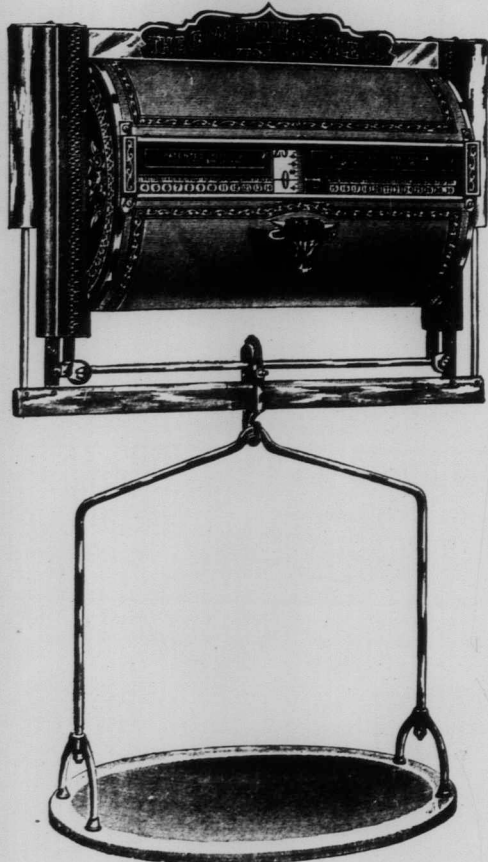
An interesting method of catching fish is in vogue on the Lower Mississippi River. The operator, says an exchange, secures as many empty gallon jugs as he can and corks them tightly. Then he fastens the jugs to a strong line at intervals of about 30 ft. To the jug line are attached numerous short fish lines about 10 ft. long, at the end of which are the usual lead sinkers and baited hooks. This done, the outfit is put in the water, and, taking one end of the jug line, he rows out into the middle of the stream. The jugs float down stream taking the bait lines along, and thus several hundred feet of river are fished at one time. When a jug goes down the boatman rows to the place and pulls in the fish. The river fisherman frequently floats several miles in this manner, or until he has caught a good boat load.

TAGGED CODFISH.

A report of the United States Fish Commission recently issued shows that during the last four winters 4,019 codfish were tagged, and that 140 were subsequently captured by commercial fishermen up to December 31, 1901. This experiment has proved very beneficial, for it shows that the captured fish range over a large section from New Jersey to Nova Scotia.

A brilliantly written ad. sometimes falls short of the mark while one that is a plain statement of attractive facts reaches the goal. Brilliancy appeals to the fancy, but attractive values always find the way to the pocketbook.—The Ad-Writer.

THE MONEY-MAKER



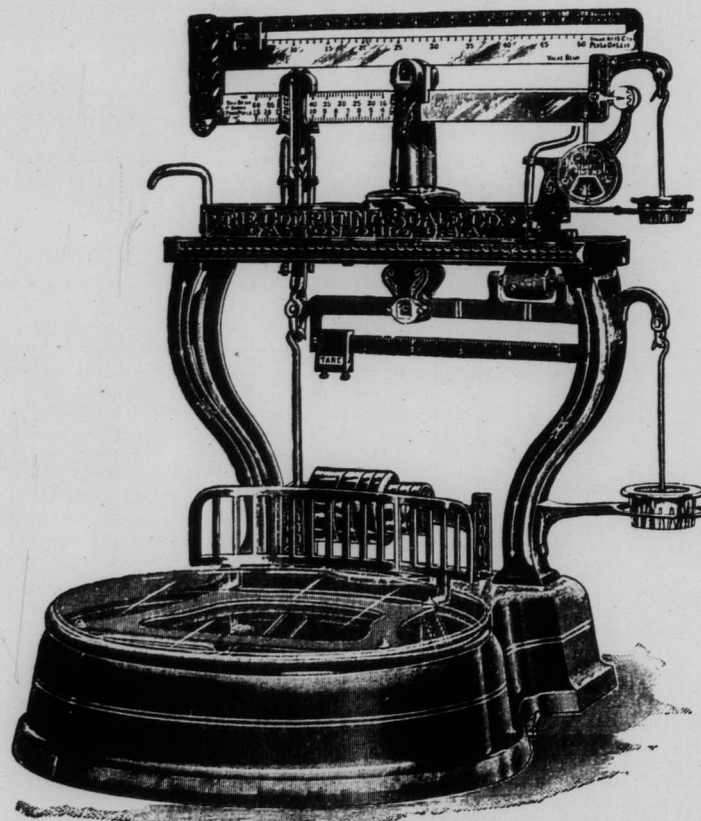
eating away millions in profits ever convinced the merchants that something must be done.

The Computing Scale Co. finally came to the rescue, and hundreds and thousands of up-to-date merchants are now using the Money-weight System with the highest degree of satisfaction and saving

Down Through the Ages

For nearly eighteen hundred years the similarity in principle and construction in weighing devices remained almost unchanged.

Not until the last decade have these old heirlooms of the dark ages begun to disappear. It was a hard battle to fight down a custom established and in vogue for so many centuries. Only the most positive proof that these old relics were



The Computing Scale Co. of Canada,

164 King St. West, Toronto, Ont.

LIMITED

MANUFACTURERS

BRANCH OFFICES:

Halifax, N.S. Quebec, Que.
Montreal, Que. Winnipeg, Man.
Vancouver, B.C.

Dayton Computing Scales
Money-weight Scales

The Cheese Export Trade of Montreal.

ITS IMPORTANCE, AND HOW IT IS CONDUCTED.

IF the export trade in all other branches of commerce were withdrawn from the port of Montreal, leaving it nothing but its immense business in cheese, it would still remain an important point of export, furnishing, as it does at present, the standards in quality, weight and price in cheese for the great markets of the world.

A HEALTHY GROWTH.

The cheese business in Montreal has had, on the whole, a very healthy growth since its commencement, and has steadily made progress under all sorts of conditions, sometimes favorable, and at other times very much the opposite, until it now stands preeminent among lines of export in that city. The building up of the city's cheese trade has not, of course, been all plain sailing. Those engaged in it have had many a hard struggle with natural difficulties and with municipal, provincial and national lawmakers to bring it up to its present basis. The great dairying country surrounding Montreal for miles and miles and the situation of the city as the natural seaport for all the smaller points of shipping have been powerful factors in favor of making its cheese trade what it is to-day. But to take advantage of these conditions required the work of the energetic and determined business men engaged in the export trade of Montreal, and to them largely belongs the credit.

CHEESE SOLD ON THE C.I.F. BASIS.

Cheese in Montreal is handled on a c.i.f. basis; that is, it is sold outright at a price which includes cost, insurance and freight, delivered at the point for which it was sold. The exporters are in reality handling cheese as brokers between the farmers in Canada and the distributors to consumers in England, for so great is the proportion of our cheese which goes to the Mother Country, that beside it all other export business is insignificant and scarcely worth taking into account when one speaks generally of the export trade. During the five or six months which constitute the busy season of the year in this trade, immense quantities of cheese are shipped from Montreal; and these transactions are completed on a very small margin for the operators in Montreal, owing to the exceedingly keen competition, the ownership of the cheese being thrown on the shoulders of the English merchant, whether the goods are for storage here or for immediate shipment.

THE INSPECTION OF CHEESE.

It must be admitted that a great deal of the success of the export cheese business in

Montreal—or, for that matter, in Canada—has also been owing to the excellent system of inspection through which the goods must go before they are permitted to be sent into a foreign market to stand as representatives of the Canadian product. This business of inspection has been one of the matters of great interest to operators in the cheese market, which frequent representations to the authorities were necessary in order to bring about.

Formerly cheese was purchased and inspected then and there at the factory by the buyers, but for obvious reasons there were many objections to this method. More recently boards have been established at every point of collection throughout the country for this purpose, and now the principal portion of the cheese sold for export is subject to inspection at the port of Montreal. In order to facilitate the workings of the export business, there is a Government inspector at Montreal who acts as a sort of referee between the factory-men and the dealers. This system has nothing in it to be objected to by any in the trade, and the inspection of cheese now runs as smoothly as could be desired.

SUBJECT TO MONTREAL WEIGHTS.

All cheese is subject to Montreal weights, under a weigher appointed by the Butter and Cheese Association. This rule places all the factories in the Dominion on one common level when their makes are consigned to that city, and the competition in quality, weights and price is in this way all centralized in Montreal. The importance which the city has thus derived in the cheese trade now places that market in a position to practically govern the price of cheese for the world; and London and Liverpool merchants, as well as those in New York and other smaller markets, take their cue in this regard from the Canadian metropolis.

COLD STORAGE AND REFRIGERATION.

The system of cold storage in the city and refrigeration on board the transatlantic steamers has been continually improved upon until it has reached a degree of excellence that only perfection can surpass. There are complaints, of course, now and then, but they come in every case from those who expect too much from the cold storage operation. There are three opinions in regard to cold storage. One is held by those who do not know half the benefits to be derived from such; another by those who are fully aware of the value of cold storage as well as of what it will

not do for goods, while a third opinion comes from a certain class which appears to be under the impression that the products placed in cold storage came out fresher and better than when they went in. It is from this last class of persons that the "kicks" come; and when, after goods have been kept in good condition for months, and are then taken out, and begin to depreciate in value as rapidly, or a little more so, than they would have before, these gentlemen fail to see the use of cold storage.

SUMMER AND AUTUMN CHEESE.

Some years ago, owing to the lack of proper protection for the cheese by cold storage, to keep it from deteriorating from the exposure to the heat, there was always a difference in the price of summer cheese, and cool weather, or autumn make. The former could not be relied upon to withstand the heat on board the steamer, and in many cases reached the purchaser in anything but a good condition. This, however, has all been remedied, and the great improvements in the construction of cheese factories, in the kind of cars used by the railways for conveying cheese and other perishable products, in the cold storage system at the port of Montreal and in the refrigerating chambers in the steamships, have revolutionized the trade; and when all parties handling the cheese, from the factory men to the steamship companies, do so under the most favorable conditions, the quality of the goods consumed in England or other place of import is practically the same all year around.

COLD STORAGE CAPACITY.

Besides many smaller and private ones, there are three large public cold storage warehouses in Montreal, all fitted with the most improved machinery and working under the latest and best methods. In these cheese form an important portion of the goods in storage. They have an average capacity of about 15,000 boxes, though there is nearly always much less than this carried. Very often cheese is allowed to remain in the warehouse for a long period, it being not at all uncommon to keep such goods from June till the following March. Transactions between dealers and shippers take place often in the warehouse where the goods are kept, and at such times quite an active market exists within the walls of the building, both for butter and cheese.

A MATTER OF TEMPERATURE.

There are improvements continually being brought forward in cold storage

methods, though it is not likely that the duration of time which goods can be kept in good condition can be very much extended. Indeed, at present, a well-appointed storage can keep perishable products for almost any length of time—certainly longer than anyone would require them to be preserved—and in excellent condition as well. Great care must be exercised to keep the air fresh and pure; and this can only be accomplished when the refrigerating rooms, where the goods are stored, are kept perfectly clean. The slightest variation in the temperature of such rooms makes a good deal of difference, though not as much in the case of cheese as with more delicate articles, such as butter, fruit, etc. Cheese is preserved at a temperature of about 35 degrees.

Not only have the goods to be protected from the heat in summer, but the cold of winter is also harmful with certain commodities, and in these rooms, where the goods most susceptible to a varying temperature are stored hot water coils are installed to keep up a sufficient warmth

DESCRIPTION OF REFRIGERATION SYSTEM.

The system of refrigeration in general use in Montreal is that known as the Linde System of cold-air circulation. This has been found to answer all purposes satisfactorily, and it is doubtful if any improvements in other methods make up for the excellencies of this. Huge fans are used to clear away the gases and warm, foul air, always given off by goods in store, drawing them over coils of iron pipe filled with ammonia gas. This is kept at a very low temperature, and a spraying of brine is continually turned on them, producing such an extreme cold that all the foul air from the goods is quickly absorbed. The flow of the cold air current can be regulated by valves, so that it is a very simple thing to secure the exact temperature required.

HANDLING FACILITIES.

The arrangement of everything about an up-to-date cold storage warehouse is designed with a view to handling the goods in the shortest possible time, as well as with the greatest convenience. When large consignments are to be received or sent out, it would be a serious matter to keep the more delicate products standing in a temperature wholly unsuited to them for any length of time. To prevent anything like this most storages have large receiving rooms, usually extending almost the whole length of the building, situated so that the very least time may be spent in getting the goods in or out of the warehouse. In one or two storages a long slide inclines from the upper floors, and down this the cheese is run very rapidly and loaded on the wagons for conveying to the steamers, thus saving a good deal of time.

From the warehouse to the wharves is usually but a short distance, it being an important item in the cold storage business to be located as near to the shipping points

as possible. At almost any time, after the opening of the St. Lawrence route from Montreal to the sea, one may see strings of wagons laden with cheese from all over the country, take their way to the wharves, where the steamers are ready to receive the goods.

PUTTING CHEESE ON BOARD SHIP.

From the wagon to the trucks, up the gang-planks and down the slide into the vessel's hold makes a rapid advance and equally sudden drop in cheese, and, if it is firm when it reaches the bottom, the fault doesn't lie with the muscular gentleman who rams it down the slide. But if he were as sparing of his brawn as of his regard for the feelings of the cheese it would take a very long time to get the cargo on board. The slide is just wide enough for a box with room to spare for a very thin board along the side, which is pressed against the box to keep it from going down too fast. But very often a box is slightly wider than others, and it gets stuck half way down. Then another is sent banging against it from the top of the slide, which usually has the effect of loosening it. If not, a third box is sent down. Three forms the limit to the patience of the man at the top, and, if all stick, he takes his weight and a load of strong language down and presses the whole of it against the boxes. He always succeeds; but it is no fun for the cheese, and many boxes have to be tied up with twine when they reach the bottom of the hold. They are then packed in tiers as high as the hold of the ship will permit of, and the cool chambers, with which every well-appointed steamship which engages in such work is provided, keep the cheese in the best of condition until it reaches the British market.

LARGE EXPORTERS OF CANADIAN PRODUCE.

Scott, Ashton & Co., Montreal, are large buyers, handlers and exporters of all kinds of Canadian produce, making a specialty of chilled and frozen poultry, and last year they were one of the heaviest exporters from Canada of both turkeys and chickens.

This business was started by Mr. Ashton in a small way some years ago; in fact, he was one of the pioneers in the business, and finding it very successful he went into it more extensively, after entering into partnership with Mr. Scott.

Last year the firm's dealings were very extensive, something like \$35,000 to \$40,000 worth of turkeys and chickens being bought and packed in their London, Ont., packing house alone; besides having several large orders which it was quite impossible to fill.

The firm are also extensive handlers of apples, butter, cheese and eggs, and have first-class connections in these lines in the United Kingdom, being Canadian representatives of some of the best known and oldest-established houses there.

Last year, with a greatly restricted apple crop, the business in this article was not very large; but with an expected large crop this coming season, they are making arrangements to handle greatly increased quantities.

THE JONES, MARSHALL, RUTHERFORD CO., LIMITED.

The above firm, whose advertisement appears elsewhere in our advertising columns, opened up business in Montreal last year. The operations of the gentlemen identified with it were up to this time confined to Toronto and the Province of Ontario. The results of the new venture have been satisfactory, and it has demonstrated beyond a shadow of a doubt that for an export business you require to be established at the seaboard, to insure your products leaving the country in the very best possible condition by supervising their departure on shipboard, and establishing agents in all the Provinces.

The president of the company is the Hon. Charles Drury, who for a great number of years was Minister of Agriculture for the Province of Ontario; vice-president, Mr. John Stark, the well-known financier and stock broker of Toronto; managing-director, Mr. Arthur Jones, who, previous to identifying with the above company, was manager of a large produce firm in Toronto for a great number of years, and is thoroughly acquainted with the requirements of the export business. The local manager is Mr. W. J. Marshall, member of the firm of Rutherford, Marshall & Co., of Toronto (with which this company is identified) who has been connected with the produce business for 25 years, and has a thorough knowledge of the export as well as the local requirements. The secretary, Mr. W. A. Rutherford, has also been in the produce business for a number of years, and helps to form a strong combination.

As all the gentlemen connected with the Jones, Marshall, Rutherford Co., Limited, are thoroughly experienced, we can prophesy for this firm a successful career. We learn that they have an important clientele in Great Britain, and sell to some of the best houses there. The Toronto house of Rutherford, Marshall & Co. is confined to the local business exclusively, and do one of the largest local trades in that city. This business was established in 1892, and has made steady progress ever since.

The Jones, Marshall, Rutherford Co., Limited, have added mechanical cold storage to their premises at Toronto, and leased a cold storage for their egg business at Belleville, so as to insure their pickled eggs being equal to the best stock marketed from this side. Intending purchasers might do well to put themselves in communication with this firm, as they can rely upon everything done by them being straightforward and upon the best and most economical lines.

CABLE ADDRESS: "BUTTER."

EXPORTERS
Eggs

A.B.C. and Private Codes.

-THE-

EXPORTERS

Cheese

Jones, Marshall, Rutherford
Co., Limited

EXPORTERS

Butter

Address all correspondence and cables Head Office

27 William Street, MONTREAL.
(Telephone Main 4407)

68 Front Street East, TORONTO.
(Telephone Main 422)
(Telephone Main 4227)

Pinnacle Street, BELLEVILLE.
 COLD STORAGE AND EGG WAREHOUSE.

BROKERS AND COMMISSION MERCHANTS.

CORRESPONDENCE INVITED FROM IMPORTERS CANADIAN PRODUCE.

REFERENCES: Dominion Bank, Montreal; Canadian Bank of Commerce, Toronto; and Mercantile Agencies.

B
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DO YOU WANT
BUTTER?

DO YOU WANT
CHEESE?

If so, we are in a position to offer for export the best quality at lowest market prices. We are situated in the centre of one of the finest Butter and Cheese districts in the Maritime Provinces—fifteen factories within a radius of fifty miles. There is every reason why we can look after your orders most satisfactorily. We want to hear from you, so

WRITE TO US NOW.

F. P. Reid & Co.

MONCTON, N.B.

C
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S
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WILLIAM NIVIN & SON

EXPORTERS OF

BUTTER *AND* CHEESE

General Commission Merchants.

47 WILLIAM STREET, ——— MONTREAL.

REFRIGERATOR STORAGE.

Agents for the Preservaline Mfg. Co. of New York.

CORRESPONDENCE INVITED.

EGGS

W. MELDRUM & CO.

EXPORTERS

BUTTER

MONTREAL.

Salesmen for

MELDRUM & DUCLOS

Successors to H. S. Swan & Co.

ST. HYACINTHE, QUE.

CORRESPONDENCE SOLICITED.

Butter-Making Methods.

IMPROVEMENTS NEEDED.

THE butter business in Canada has a great future. But better methods of butter-making must be adopted, especially in the sections of Western Ontario where creamery butter is manufactured by the gathered-cream system. Instead of the milk being collected from the farmers and the cream separated at the factory, only the cream is received at a central station ready for churning.

GATHERED CREAM NOT REGULAR.

The butter produced from this cream is neither as regular nor as satisfactory in other ways as that produced by the separation of the cream from the milk at the factories. So well known has this irregularity of Western butter come to be that at certain seasons of the year, and when the market is dull, buyers for it are found with difficulty and sales are only effected on an active market.

NO REGULAR BUYERS.

There are no regular buyers, in fact, for the butter made by the so-called gathered-cream factories, but each buyer in turn seems to experiment with it. He then decides not to touch it again and only does so when the demand is brisk and the supplies of butter on hand are short.

This cream-gathered system is, of course, the cheaper way of producing butter, but so marked is the difference in prices all the year around between butter made at these factories and that produced by the other system, that it remains a mystery why a change is not made.

Sometimes in this way there can be made butter of as good a quality as that made from

SEPARATED CREAM,

but to get it uniform and regular is difficult. No two days' churning seems to be alike. But in butter made from separated cream, a uniform quality can be had throughout the season. And once a customer gets a sample of this butter he knows what he is going to have all the year around.

BETTER METHODS IN BUTTER-MAKING.

Better methods also will have to be adopted in Canada in the making of dairy butter. The loss to the Canadian trade has been large, owing to the inferior qualities of dairy butter produced and the want of care in packing.

An improvement adding to the value of the butter would be the adoption of

A UNIFORM PACKAGE.

For this the Australian square box is preferable. These boxes are now in use at

the creameries, and just as much care should be exercised in the packing of dairy as of creamery butter. Parchment paper ought to be used. Its cost is nominal, while it often adds $\frac{1}{2}$ c. to 1 c. per lb. to the value of the butter.

Indeed, Canadian dairy butter has been in disrepute on the British market for some years past, and until the quality and methods are improved it cannot regain its favor. It is fast being supplemented on the English market by

SIBERIAN BUTTER,

which is being imported in large quantities and is giving good satisfaction. The Russian Government has undertaken to look after the making of this Siberian butter, and is giving encouragement to the establishment of creameries. This oversight is having a beneficial effect.

Elaborate instructions are being distributed broadcast by the Russian Finance Minister. Three dairy schools are being formed; a number of instructors are being engaged to teach the farmers how to prepare butter for long distance transit; laboratories are being established in Siberia for scientific research in all matters concerning dairy produce, and steamers, cars and all the principal stations on the Siberian railways are being equipped with cold storage appliances. An extra number of fast trains will be run from Siberia to the harbors of the Baltic Sea for the carriage of butter, and credit with the Russian Government Bank will be opened up for the buttermen; not only for their working capital, but also as loans upon their implements and upon the invoices of their butter consignments.

A line of steamships is also being put on the route from Riga to Hull, to make one trip a week. This is in addition to the provision made in 1901 for the carriage of butter and other perishable products from Siberia to Riga and from Riga to London by fast trains and steamship lines. No less than \$100,000 will be spent at once by the Russian Government, and a permanent credit of \$35,000 per annum established for the furtherance of that industry.

BUTTER TRADE REQUIREMENTS.

To the Editor of The Canadian Grocer:

TWO years ago merchants and producers were asking themselves the question "Have we not reached the outside limit possible as regards the quantity of cheese we can profitably produce and export to Great Britain?" and there were many who answered in the affirmative; but what are the facts in the light of to-

day? Our market is about cleared of stock and the quantity in Great Britain is very light. It is a question if there is sufficient to meet the requirements until the new make comes in. This is the result of having a somewhat reduced make and the fact that there has been very little falling off from the demand in Great Britain; which country we depend upon to take our cheese, a comparatively small portion being consumed at home. The quality, owing to the higher standard for export goods, is steadily improving. Our system of education along these lines through our Dominion and Provincial Dairy Schools, and Butter and Cheese Special Circulars giving the results of numerous experiments, is steadily educating our makers, so that they are able to overcome all natural and artificial conditions that militated against their producing the fine, silky, meaty, clean flavored cheese demanded by the best trade in the Old Country centres.

Whilst these are the days of specialties, there is an old proverb which says that it is "never wise to put all your eggs into one basket," which is true even as regards the dairy industry. Our country is preeminently adapted for dairying, and we can manufacture butter as well as cheese, and whilst we contribute nearly three-quarters of the total imports of cheese into Great Britain, we only contribute a little over 5 per cent. of their imports of butter. Now, the by-products from the creamery are much more valuable than those from the cheese factory, and the improved condition of manufacture from our creameries, and the uniformity of make has resulted in a very much larger demand for this article at enhanced prices, so that it is as profitable, and sometimes more profitable, to manufacture butter rather than cheese, and, in consequence of this, the value of our exports last year was the greatest in the history of our Dominion, and next year there is a possibility of the quantity manufactured being still further augmented.

The trade badly needs more cold storage steamers, and we are convinced that our Government cannot be indifferent or lukewarm on this question. It is a shame that butter from the antipodes can command a higher average price than our goods; due, we believe, to the better cold storage facilities and the Government's personal supervision, inspection and grading; not that we advocate this. All we desire from our Government is to see that we have the facilities of the very best to enable us to market our goods in the very best condition possible. We wish the Government to influence our factorymen, either by legislation or education, into using a uniform package, and producing a uniform article of the very best quality possible, and, instead of Canada contributing about 5 per cent. of the imports of butter into Great Britain, she will contribute 50 per cent. and not reduce the quantity of cheese she sends either.

Dairying is one of the most profitable industries we have, therefore, let us give it special attention, and let the Britisher aid the Imperial idea by giving our goods preference, and our country will be both prosperous and happy.

THE JONES, MARSHALL, RUTHERFORD CO., LIMITED.

Letter received by The Cowan Company, Limited, manufacturers of Cocoa and Chocolate, Toronto, Canada, from G. Sterling Ryerson, M.D., British Red Cross Commissioner in South Africa.

COWAN'S COCOAS and CHOCOLATES

being absolutely pure will stand any climate.

Cowan's Cocoas
Chocolates
Cake Icings
Cream Bars
Chocolate Ginger
Chocolate Wafers,
Etc.

The Cowan Company
LIMITED
TORONTO.



FROM THE BRITISH RED CROSS SOCIETY.

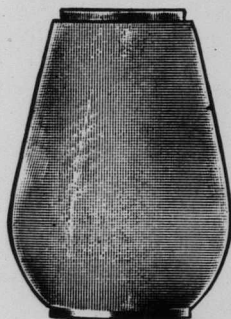
Blaeuwfontein
Orange River Colony
June 28. 1900

Cowan & Co
Toronto

Dear Sir,
I feel that
I ought to write to thank
you for the gift of chocolate
to the Contingent -

It has proved most
useful and acceptable
and I would further state
that it is the only chocolate
which has come into our
stores which has withstood
the hot weather. Most chocolate
melts, yours remain firm
Yours faithfully
G. Sterling Ryerson M.D.
British Red Cross

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.

Established 1862.

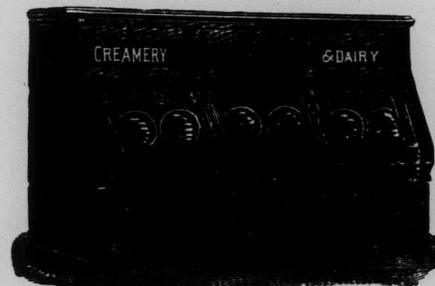
E. THOMPSON & CO.
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.



C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3189 Notre Dame St., MONTREAL.

Opportunities for Canadian Trade in the West Indies.

By . . .
W. D. Taunton,
of Halifax.

THE visit of the delegation from the Canadian Manufacturers' Association to Demerara and the West Indies was one of the best "moves" yet made by Canada in the direction of improving trade relations between the countries mentioned. It was my good fortune to follow in their wake, and as my mission was specially among the mercantile community, I had a good opportunity to judge. To Mr. Munro and Mr. Stewart especially do we Canadians owe a debt of gratitude. They succeeded in interesting the people of the Islands and South America in things Canadian, and I have no doubt they were not only interested in turn, but secured a lot of information which will be of value as trade between both parties increases.

And the West-Indian trade is bound to increase. For matter of convenience I include British Guiana under the heading of West Indies. It is true the great market for West-Indian products is in the United States, and it is true the Americans have been nursing the West-Indian markets for years. But the people are British and they want to trade with Canada if they can. And we can. But we must buy more from them and when they order goods from us remember that they are the best judges of their own markets.

British Guiana.

I had a very interesting interview with Smith Bros., Demerara. They conduct a large departmental store which has few equals in Canada, if, indeed, any. They complained that our flour barrels were

NOT FILLED AND HOOPED PROPERLY.

They want a barrel of regular size and they want it filled. This, I found, to be a standing complaint everywhere. There is a preference for a round hoop and a full barrel—though smaller than the present size—and this they are bound to get. It may be laudable on our part to educate them up to the fact that our barrel, though there may be room for a few more lb. of flour in it, contains the regulation weight and that a flat hoop is as strong as a round one. While we are teaching, the Americans are doing the business.

SAMPLE SHIPMENTS WANTED.

The manager of Smith Bros. said: "We would like to deal with Canada. But, in order to introduce her products, Canada

should send sample shipments, in small lots, and if the goods are satisfactory and the prices right large orders will follow. The Canadian manufacturer should do the business direct. I cannot emphasize this too strongly."

PREJUDICE PASSING AWAY.

J. I. Chapman & Co., large wholesale and retail merchants, said the prejudice against Canadian flour was passing away, and that the prospects for an extension of trade were very bright.

CANADA AND DEMERARA SUGAR.

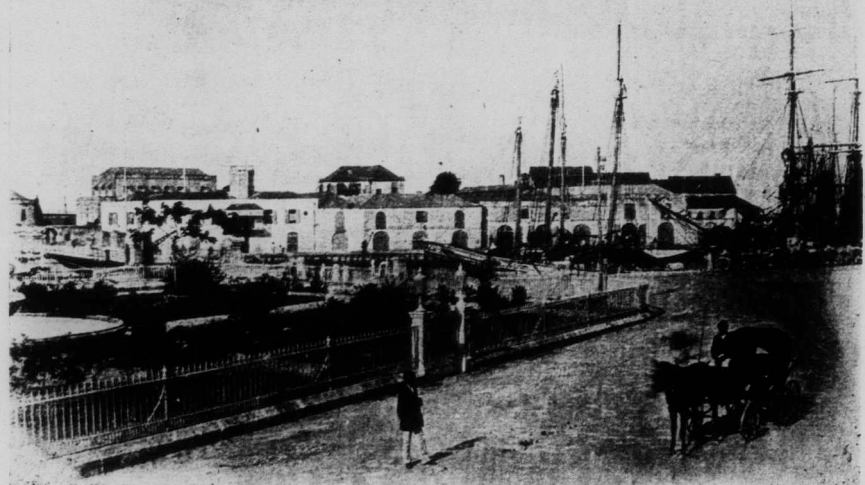
Another gentleman whom I conversed with, and who seems to take a lively interest in trade matters between Canada and Demerara, was J. H. De Jonge, of De Jonge & Smith, consignees. Mr. De Jonge said: "Careful attention to the wants of the Islands and Demerara, prompt despatch and the sending of exactly what is ordered will do wonders. Canada must do better with

our imports from Canada mainly consist of potatoes, fish, lumber, butter, some flour and a few other things. There is no reason why nearly every article of manufacture should not come from Canada. A few years may see wonders in this respect if the Canadian producers and manufacturers are careful what they send us."

DEMERARA AUTUMN EXHIBITION.

Sandbach, Parker & Co., steamship agents, expressed themselves in very hopeful terms as to the future trade relations between the two countries. They are greatly interested in the West-Indian exhibit for the Toronto Fair this autumn, and, as there is to be a Canadian exhibit of machinery for making cotton at the Demerara autumn exhibition, they thought Canada might profitably send some other lines and make a general exhibit.

The total population of British Guiana is 278,328, including Georgetown, Demerara,



Scene in Barbados—Vessels loading Sugar.

our sugar. The preference is still five cents under the American and as Demerara buys and sells in the best markets the United States has the advantage. This desire to expand trade on the part of Canada is hopeful. There is a big market in the West Indies and there is no reason why Canada should not secure it entirely. At present

which has 48,192. The colony is about 100,000 sq. miles in extent.

The revenue for 1900-1901 was £509,950, and the expenditure £505,492.

IMPORTS OF BRITISH GUIANA.

I cannot do better than give a comparative statement of the chief articles of

Samuel Glenn & Son

Grain and Seed Merchants.

BEANS

A SPECIALTY.

CHATHAM - - ONT.

The J. D. MOORE CO.

Limited

St. Marys, Ont., Canada.



"Wapiti" Brand

EXPORTERS OF

Eggs

AND



"Moore" Brand

Correspondence
Solicited.

Apples

THE WM. RYAN CO., LIMITED

Wholesale Provision Merchants

... EXPORT AND HOME TRADE ...

70 and 72 Front St. East,

SPECIALTIES:

TORONTO, CANADA

Butter, Eggs and Cheese

"CANADA FIRST"

CANNED GOODS

Gold Medals and Diplomas
awarded at Colonial and Indian
Exhibition, London, England.

The most popular brand in Canada

Apples, in gallon and 3-lb. tins.
Apples, evaporated, 50 lb. cases.
Tomatoes, in gallon and 3-lb. tins.
Peaches, in 2 and 3-lb. tins.

Preserved Strawberries.
Raspberries and Plums, in 2-lb. tins.
Pulp Fruits, all kinds, in gallon tins.
Pears, in 2 and 3-lb. tins.

Catsup, in pint and quart bottles.
Honey Drop Corn, Sweet Peas and Butter Beans, in 2-lb. tins.
Lunch Tongue and Boneless Pigs' Feet, 1 1/2 lb. tins, key opener.
Boneless Chicken, Turkey and Duck, in 1-lb. tins, key opener.

AYLMER CANNING CO.,

LIMITED.

Aylmer, Ontario, Canada

import into the colony. This should be of especial value to exporters :

	Value.
Beef, pickled.....	£ 17,751
Bicycles and tricycles.....	3,906
Boots and shoes.....	25,906
Bread, crackers, etc.....	2,020
Building materials.....	2,164
Butter.....	15,575
Butter substitutes, lard, etc.....	9,530
Cheese.....	5,648
Cornmeal.....	2,834
Dried fish.....	48,361
Flour.....	123,180
Meats.....	7,582
Condensed milk.....	4,453
Oats.....	9,945
Petroleum.....	11,870
Pork, pickled.....	46,138
Potatoes.....	11,730
Soap, common.....	14,761
Sugar machinery.....	36,312
Other machinery.....	41,056

The total imports for 1900-1901 were valued at £1,395,529, and exports at £2,068,406.

The imports of the past year were derived from the following sources :

United Kingdom.....	£673,020
British possessions.....	191,578
United States.....	396,111
Foreign countries.....	46,497
Transit trade.....	86,323
Total.....	£1,395,529

"British possessions" mean Canada (mainly) and Newfoundland.

The produce of the colony was distributed as follows :

To United Kingdom.....	£936,976
To British Colonies.....	47,547
To United States.....	884,165
To Foreign countries.....	27,226
Total.....	£1,895,914

CANADA AS A CUSTOMER FOR BRITISH GUIANA GOODS.

It will be seen by the above that, while the United Kingdom is the colony's best purchaser, the United States is not far behind. The amount taken by Canada (British colonies) is very small, nothing in comparison with what the colony takes from us. In fact, Canada's trade with the colony for the year was only about 7.30 per cent. During last year the United States took 76,216 tons of sugar.

UNITED STATES WINNING TRADE.

D. G. Garraway, Comptroller of Customs, says that larger quantities of sugar, rum and cocoa were exported to Canada last year than during any previous year. With regard to rum, a good deal of it was shipped to the United Kingdom via Canada (Halifax), as it was discovered that freight charges were more advantageous by that route. He further says that the United States are slowly winning the sugar, rum and molasses trade from the Mother Country; that the quantity and value of sugar sent to Canada made a big jump in the last financial year, and stood higher than in either of the previous four years, owing to the fact that sugar was supplied under engagement to a Canadian refinery. The Comptroller points out that imports of butter decreased 66,490 lb., owing to oleo, tallow, cotton seed oil and lard being more largely used.

Trinidad.

Now, let me pay some attention to the most prosperous of the West-Indian Islands—Trinidad. This island has a superficial area of 1,754 square miles and a population of 270,000. The capital, Port-of-Spain, a beautiful up-to-date city, has a population of 40,000.

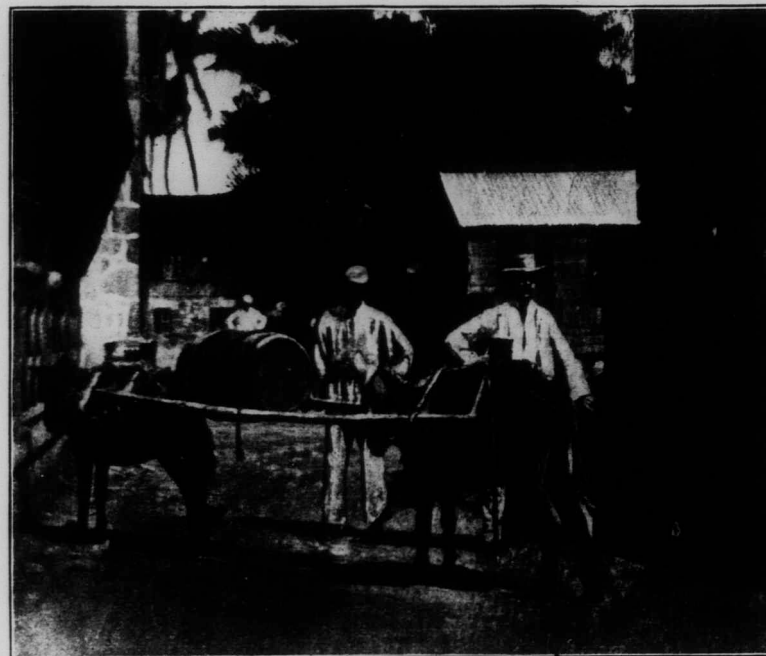
THE TRADE OF TRINIDAD.

R. H. McCarthy, collector of customs, a gentleman who has done much to foster a good commercial feeling between the Island and Canada, was kind enough to furnish me with all the information I desired. The

to trade with Canada, and as the Island is in a prosperous condition the outlook is bright. Port-of-Spain enjoys the trade of the great and rich Orinoco country and its stores and the methods of doing business are up-to-date.

Barbadoes.

Space will only permit a passing reference to Barbadoes. This Island has a population of 182,306, of this 15,613 are white, 43,975 colored and 122,717 blacks. The revenue amounts to about £185,000 and expenditure about the same. In the early years the chief products consisted of



Street Scene, Montserrat.

yearly value of imports is about £2,500,000 and exports about the same figure. He reports a large increase in the consumption of flour over previous years and also of butter. Trade with the United States shows a falling off, both in imports and exports. Regarding imports, he says the most striking feature of the trade with the United States is the steady increase in manufactured goods. The United States takes annually about 24,000 tons of sugar and 59,000 tons of cocoa; while Great Britain takes about 149,000 tons of sugar and 86,608 tons of cocoa. Canadians are beginning to use more cocoa. He says that Canadian imports partly recovered from the loss sustained in 1899, gaining last year £4,000. Potatoes gained £3,700 and flour £1,900. The exports to Canada were the largest for three years, cocoa contributing £3,000 to the increase.

WANT TO TRADE WITH CANADA.

I may say that the merchants with whom I conversed all expressed a desire

tobacco, cotton, indigo, ginger and aloes. But after 1640 sugar cane cultivation was found to be more lucrative and the other industries eventually went to the wall. Its

PRINCIPAL EXPORTS

now are sugar, molasses and rum. Two vessels were loading with molasses for Montreal while I was there. The principal imports are rice, salted meats, corn, oats and American breadstuffs. Most of the imports come from the United States and there is a chance for Canada to capture a good share of the market.

I visited Nevis, St. Lucia, St. Vincent, St. Kitts, Montserrat, Grenada, Dominica, Antigua and Bermuda where the conditions are much the same—a desire to be in closer touch with Canada.

I can only add in conclusion that if the manufacturers and producers of Canada would organize excursion parties and visit the land of the Southern Cross they would find the trip a delightful one, full of interest and full of profit.

St. John, N.B., and the West-Indian Trade

By J. H. W.
St. John, N.B.

FOR a long time St. John was called the Liverpool of Canada, even before any large western export business was done here. This was chiefly because of our very large lumber shipments, our splendid geographical position, and the large number of wooden vessels which at that time were built here.

To make St. John really the Liverpool of America has been the great ambition of her citizens. No expense or labor has been considered too great. The immense business this year has fully justified the effort made. The first step of real importance was the building of the "Short Line" to Montreal by the Canadian Pacific Railway. This fully established our splendid geographical position as the best Canadian port for western export business, after the closing each season of the St. Lawrence River by ice, as ours is an open port all the year, and the distance to our city is the

SHORTEST FROM THE WEST

to any Canadian port.

The next step of great importance was the withdrawal by the Government of subsidies from Atlantic steamers using other than Canadian ports. This firmly established our position as the winter port of Canada.

There are two steps yet to be taken by the Government before we can occupy fully our right place. First, they should supplement and extend the facilities which the city has established. It is to all Canada's advantage that Canadian business should be done at a Canadian port. Secondly, they should only allow the preferential tariff on goods imported through a Canadian port. Our American friends are very quick to legislate in this way when their own interests are at stake.

THE WEST-INDIAN TRADE.

St. John is not only a winter port, but a summer port, and, though Quebec and Montreal must get the large share of the summer Atlantic business, we are situated as the natural port for business with the West Indies all the year. For years we have had one line of steamers making regular trips every two weeks, stopping at Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara. We are also having at present a direct service to Jamaica, a steamer sailing every three weeks. In regard to the first service referred to, it has been a success, though not all what it should have been.

APATHY OF WESTERN MILLERS AND MANUFACTURERS.

The fault has been chiefly with our Western people, particularly the millers, though the manufacturers are also largely to blame. If the fault is largely theirs, so is the loss. They have allowed the United States to do the business which is theirs by right and which they are in a position to do. But it will never come to them of free-will. They must push for it, and, particularly, they must be prepared to give the people what they want and in the way they want it. An immense business with an immense profit is lost to Canada just because in the matter of packages she will not conform to the ideas of those with whom she wants to trade.

DEPENDENCE ON THE WEST.

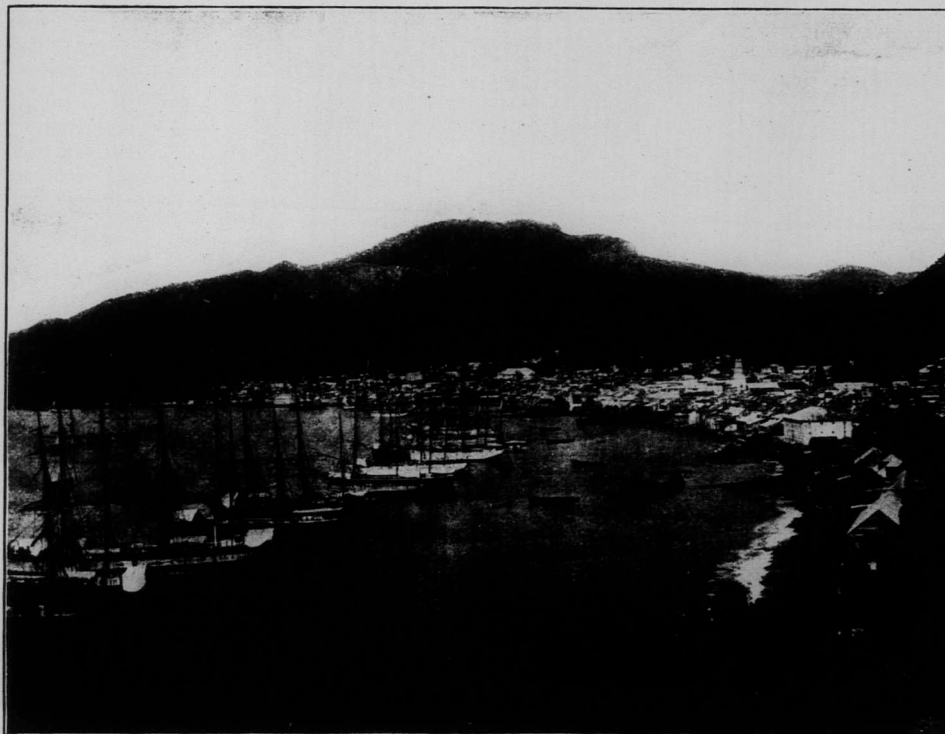
A steamship service, to be successful, must get a large part of her cargo from the

once if the manufacturers of Canada are prepared to take up this business in earnest and get some of that business which brings so large a volume of trade to United States manufacturers.

Not only is St. John the best port for export Canadian business, both Western and local, for in produce and fish a large part of each cargo can be made up here, but because of the short rail haul to Western Canada we are the best port for the import business. To this, more attention is being paid. Last season, a large part of the Barbadoes molasses for Western Canada was shipped via St. John. In fruit, this same advantage rules. The Jamaican service is giving much attention to this particular branch of the business.

THE SHORT HAUL

is of the greatest advantage in handling bananas, and it is thought there will be no difficulty in placing them in Montreal in first-class condition. It can be easily seen that if St. John is situated so as to give the best and cheapest service to the shippers of Ontario and the West—where the largest shipments from Canada to the West Indies must come from, and where they will come from, once the millers and manufacturers wake up to the fact that they are letting a remunerative trade slip through



St. Pierre, Martinique, French West Indies, recently destroyed by Volcanic Eruption.

West. The steamers are prepared to give as low a freight as from New York, and the Canadian Pacific Railway can be depended on to do their part. We need a better class of steamers to complete the success of the service. And these will be forthcoming at

their fingers—it is the duty of the Government to provide, by properly-applied subsidies, direct service from this port by fast steamers correctly fitted up for this business. It is this way that the best results will accrue to all Canada.

HALIFAX, AND THE WEST-INDIAN TRADE

... BY ...
R. C. HAMILTON
o o o

THE history of the West-Indian trade is a varied and interesting one—interesting to the many who in the “good old times” made their little fortunes, sometimes by special streaks of luck—and varied as to its growth, its decline for a time, and its present increasing growth under new and better conditions. The interest, however, is not now alone confined to the merchants of Halifax, or even of the Maritime Provinces, but it is of interest to the whole Dominion.

THE SAILING VESSEL TRADE.

In the early days of the trade there were some 25 to 30 firms in Halifax engaged in the West-Indian trade, which then consisted chiefly in lumber and fish. At that time the shipments were all made by clipper schooners, brigs, and brigantines—a fleet of some 40 to 50 sail—and many, no doubt, were the exciting races of these to strike some port which was “short,” when much better prices could be obtained. As the “early bird catches the worm” so the first vessel in port disposed of her cargo to advantage. In these days there was no cable communication between the Islands, and the market that was “short” remained so until the arrival of a cargo. This had the usual tendency, at times, to keep up prices. Now, all this is changed; communication between the Islands is established and prices are maintained at an even basis; the profits may be less, but on the whole conditions are more satisfactory—to both producer and consumer.

HALIFAX THE DISTRIBUTING CENTRE.

Halifax was then the distributing centre for the Maritime Provinces, and the trade brought about by this merchant fleet meant much to the city. Other parts of the Province built many of the vessels, but this port provided the some 400 sailors employed, the stevedores, the sail-makers, the riggers, and the many other artisans employed. Now this fleet, like the merchants who were early engaged in this trade, has almost disappeared, and a new and more progressive order of things has taken its place, but not without much opposition on the part of those who were selfishly opposed to modern ideas. The vessel owners thought that the handsome profits of early days would be cut down; that the profitable industry of shipbuilding would be a thing of the past, and that the many artisans employed would be left without employment. This looked to them like ruin, but new and progressive ideas prevailed; steam and electricity have revolu-

tionized the trade, and whatever profits they may have cut down have been offset by the greater conveniences of modern trade. The “world do move,” and the conditions of the West-Indian trade have moved with it—and we believe for its enlargement.

QUESTION FOR WHOLE DOMINION.

Though until of late years the trade with the West Indies and South America only materially affected the Maritime Provinces, it has now become a question of supreme importance to the whole of Canada, and there is not a Province within our borders, from the Atlantic to the Pacific, but may with profit become interested in it. Our country is growing, her manufactures are increasing, her agricultural products are year by year of greater importance, and in the race for new markets or the extension of old ones, Canada should not lag behind. Here is a market at our very doors, with large sections peopled by our own race, and willing—very anxious to do business with us if the Canadian manufacturers and producers will but interest themselves to study what these markets require, and send them—not what we have of surplus supplies, but what these markets are willing and ready to purchase. The trade must be catered to, not made a dumping ground.

OUR STRONGEST COMPETITOR.

The United States has been and is our strongest competitor for the West-Indian trade, and no doubt this is largely due to the favorable terms on which that country has admitted West-Indian sugars and sugar products to their markets. As a consequence, these Islands buy most where they sell the most, and to the greatest advantage. This is very clearly shown by the fact that in 1900 Canada's exports to the British West Indies and British Guiana only amounted to two and three quarter millions, whereas the United States exported \$25,000,000. A judicious study of the prevailing conditions, both by the people and by the Government, will largely change this state of affairs.

From statistics lately furnished by Mr. George Johnson, Dominion Statistician, we quote the following figures, denoting Canadian trade, which show the imperative necessity that something should speedily be done, even to hold what southern trade we have, as the history of the last 30 years indicates a decline rather than an increase. For the last 10 years we have barely held our own. After giving the imports and exports in three seven-year periods—1873 to

1879, 1883 to 1889, 1895 to 1901—specifying separately British West Indies, Spanish West Indies, French West Indies, other West Indies, and South-American countries, Mr. Johnson gives the summary for the whole southern trade combined. His figures are:

Seven Years.	Exports.	Imports.
1873 to 1879.....	\$32,111,632	\$13,303,153
1883 to 1889.....	28,056,311	31,987,709
1895 to 1901.....	30,939,243	20,237,256

TWO IMPORTANT FACTS.

From this two very important facts may be learned: That our trade with these countries was declining in the central period, but that the subsidizing of a line of steamers by the Dominion Government has stayed the falling trade, though it has not yet brought it back to the figures of the earlier period. Again, that at present the advantage is all with Canada, as it leaves a balance of trade against the West Indies of over \$10,000,000.

A QUESTION OF THE FUTURE.

What can be done to remedy both of these conditions is the question. The late visit of the president and the assistant-secretary of the Canadian Manufacturers' Association, besides a number of Canadian manufacturers, to the West Indies, will no doubt be productive of much good in this direction. It is not merely a matter of what our trade may be to-day, or what it may be next year, but a question of the future. Thirty years more may see the population of Canada doubled, and her need of double the market for her products, and, if Canada is wise, the state of our southern trade indicated above will not be passed over without an effort to act on the British principle of “What We Have We'll Hold.” If we hold this trade it will grow, if properly fostered. Canadian manufacturers and producers are now learning what exports may be profitably sent to the West Indies; we have a good steamship service at present, fully equal to and probably ahead of the volume of exports, and this, with increased trade, will be developed as it has been in the past to meet all requirements. In this connection it may be noted, by the advertisement of sailings, or to the records in the New York Maritime Register, that the P. and B. steamers are fully up to, if not faster than the American lines. Clearly, then, the present necessity is not one of a faster service.

CANADA MUST BUY MORE WEST-INDIAN PRODUCTS.

Another fact is apparent. We must buy more largely of the West Indies, and no time is more opportune than the present for Government action to enable Canada to do so. At present Canada buys largely bounty-fed sugars, and it now becomes a question whether the Government should not inaugurate a differential duty that would tend largely to transfer this trade to the West Indies to equalize the situation. These and other questions will, no doubt, be fully con-

T. S. GARRAWAY & CO.

General and Commission Merchants,
and Shipping Agents,

BRIDGETOWN, BARBADOS, W. I.

Correspondents in all the other West Indian Colonies.

Canadian Consignments will receive our special care. Sales with remittance rendered promptly.

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THE NETHERLANDS FIRE INSURANCE COY.
MESSRS. GEO. YOUNGER & SON, LIMITED.—BREWERS, ALLOA.
MESSRS. JOSEPH CROSFIELD & SONS, LIMITED.—QUEEN'S SOAP WORKS, LIVERPOOL.
MESSRS. HARRISON & CROSFIELD, LONDON.—TEAS.
J. H. HENKES, ESQ., HOLLAND.—GIN.
THOMAS VICKERS & SON, MANCHESTER.—SOAPS.
MESSRS. JAS. BUCHANAN & CO., GLASGOW. { SCOTCH WHISKIES
PETER DAWSON, ESQ., GLASGOW.
JUNIOR ARMY & NAVY STORES, LONDON
MESSRS. PEEK, FREAN & CO., LONDON.—BISCUIT MANUFACTURERS.

— ALSO FOR —

THE PRINCIPAL LONDON FORWARDING AGENTS.

Leacock & Co.

COMMISSION MERCHANTS AND
GENERAL SHIPPING AGENTS

Barbados, West Indies.

Consignments of Nova Scotia and
Canadian Products solicited.

Particular attention paid to the purchase and shipment of Molasses and Sugar.

Cable Address :

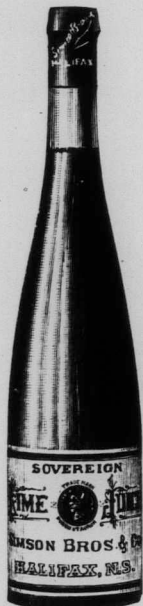
"Leacock,"

Barbados.

Codes Used :

Watkins's and Appendix.
Scott's.
A. B. C., 4th edition.
Liebers's.
Private Codes.

If You Are Looking For A Lime Juice



Hock Style
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which is bright, with good keeping qualities, and delicate flavor ; that is handsomely labelled and capped, and which will cost you much less than imported brands of equal quality, try our

"Sovereign" Lime Juice

We guarantee every bottle which we send out.

It is stocked by all leading jobbers in Canada.

SIMSON BROS. CO., Limited, HALIFAX, N.S.

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ROYAL TESTIMONIALS

ever given to any Canadian Chutnee are held by my

Canadian Tomato Chutnee

made from best quality tomatoes and selected spices. A most piquant relish. Will keep in any climate.

Anglo-Saxon Chutnee

is also a favorite at a POPULAR PRICE.

PREPARED BY

M. P. CARD, GUELPH, CAN.

MANUFACTURER CHUTNEE AND PICKLES

Correspondence solicited from British Houses for sale of these Canadian Chutnees.

sidered at the meeting of the Canadian Manufacturers' Association, to be held at Halifax next August, and it is to be hoped with good results.

THE STEAMSHIP SERVICE.

The present effective steamship service to the West Indies was established in 1890. Early in that year a company of enterprising business men in St. John, N.B., established a service, but for some reason it was not a paying venture. In December of that year Messrs. Pickford & Black, who then had an established service to Jamaica, took over the line, and with the aid of a Government subsidy, have successfully maintained it, greatly to the advantage of a trade,

for by 1894 the outward cargoes had so increased that the carrying of bunker coal for the return trip was abandoned, and the steamers coaled at St. Lucia.

AN IMPROVED SERVICE.

The service of that time has been much improved. In 1900 a new contract was made with the Imperial and the Dominion Governments, by which larger and better steamers were put on the route and a fortnightly service was established by the steamers Dahome, 3,000 tons; the Orinoco, 3,000 tons; the Ocamo and the Oruro, each 2,000 tons. The capacity of these boats is 75,000 barrels as compared with 25,000 barrels under the old service. It is only a

Upper Provinces, special freight rates being granted over the I. C. R., C. P. R. and other railway lines from these points. There is, however, considerable Upper Canadian freight going via New York, which might very profitably for all concerned come this way.

Besides freight accommodations, these steamers are also fitted up for carrying passengers, and those who have travelled by them—especially on the Dahome—speak in highest praise of their seaworthiness and their accommodations. Every year more of our people visit the "Sunny Islands of the South," and even this will help largely to increase our trade there as our people see and note the wants of the various Islands.

POSSIBILITIES OF TRADE.

Originally, the principal volume of exports was lumber and fish, but of late years quite a trade has been done in flour, oats, potatoes, butter, cheese, and various manufactured goods, and it is to the latter list that our producers and manufacturers must attend to increase the trade. Year by year the export of these is increasing, but there is still a very large market open. For example: In 1899 the export of flour was 2,737 bbls.; of oats, 924 bags; of butter, 992 pkgs.; of cheese, 940 pkgs. In 1900 there was a most gratifying increase—flour, 5,591 bbls.; oats, 1,760 bags; butter, 1,367 pkgs.; cheese, 687 pkgs. In 1901 there was a still further increase—flour, 16,399 bbls.; oats, 7,852 bags; butter, 2,389 pkgs.; cheese, 1,585 pkgs.

WHAT THE ISLANDS IMPORT.

As illustrating the possibilities of trade development, it may be interesting to note the requirements of some of the principal islands and groups.

The latest figures available show that the Leeward Islands import 37,000 bbls. flour, 3,000 bush. peas, 95,000 lb. butter, 40,000 lb. cheese.

The Windward Islands: 15,000 bbls. flour, 9,000 bush. oats, 400 tons hay, 29,000 lb. cheese, 53,000 lb. butter, 280,000 lb. soap, 7,000 lb. tea, 1,560 bbls. biscuits, 15,000 lb. fancy biscuits.

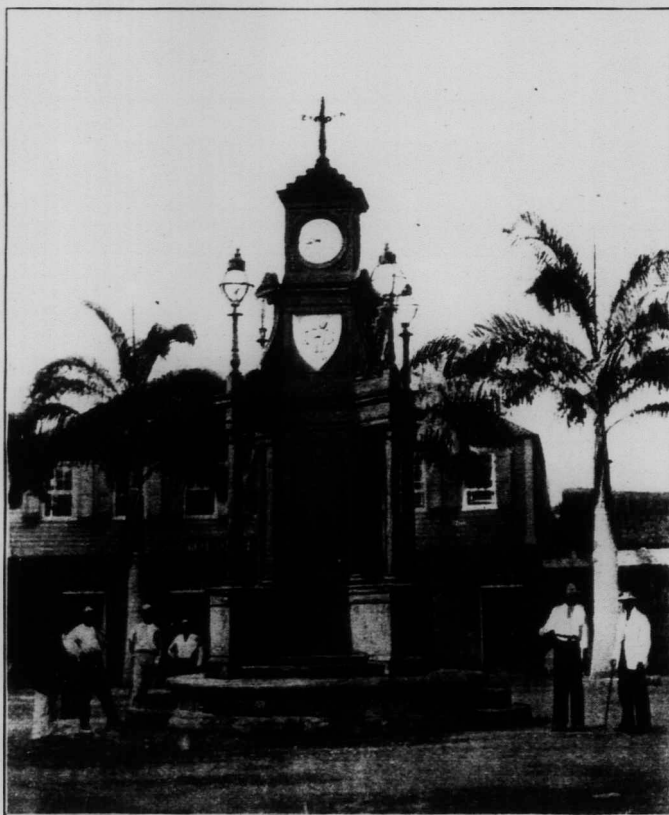
Barbados: 85,000 lb. cheese; 300,000 lb. butter, 4,150,000 lb. biscuits, 3,000,000 lb. bran, 400,000 lb. lard.

Trinidad imports of flour alone 180,000 bbls., and British Guiana the same quantity of flour and 120,000 lb. of cheese.

Many of the islands import large quantities of Danish and Italian butter, which may easily be replaced by Canadian.

THE PRESENT EXPORTS.

The following is a classified list of the principal exports, covering shipments from January 1, 1902, to date, kindly furnished by Messrs. Pickford & Black, namely:—8,874 casks dry fish—a cask weighs 450 lb. and is worth about \$20; 3,568 drums dry fish—112 lb., about \$6; 2,271 boxes fish—



Town Square, St. Kitts.

but for which might have been wiped out. At first the business was by no means a paying one. Steamer after steamer sailed from Halifax with only one-sixth of a cargo, and so much so was this the case that the steamers were able to carry enough bunker coal for the round trip. Many difficulties had to be overcome, not the least of which was the absurd prejudice of local merchants in favor of a continuation of the old-time service by sailing vessels. At this time only monthly sailings were made. Messrs. Pickford & Black were, however, not discouraged. They had faith in this "Canada of Ours" to compete with our American neighbors for the West-Indian trade, and their faith was well grounded,

matter of time—and the energy and enterprise of our business men and manufacturers—when a weekly service will be required.

These steamers, which are admirably adapted for the service, and at present are giving the greatest satisfaction, call at all the principal ports between here and Trinidad, including in their itinerary Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.

UPPER CANADIAN EXPORTS.

At present, besides carrying the imports and exports for Halifax and St. John, these steamers carry considerable goods for the

WALTER MITCHELL.

C. H. MITCHELL.

W. & C. H. MITCHELL

WEST INDIA

AND

GENERAL COMMISSION MERCHANTS

Dealers in Dry and Pickled Fish, etc., etc.

CABLE ADDRESS: "WALTER."

Halifax, N. S.

CORRESPONDENCE SOLICITED.

LLOYD & SCULLY

Wholesale Produce Dealers
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Exporters of **BUTTER
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49-51 UNION STREET—(SOUTH MARKET SQUARE),

OWEN SOUND, CANADA.

Branch Warehouses at Meaford and Flesherton.

ESTABLISHED 1874

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Wholesale Receivers and Curers
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SCOTCH HERRINGS.

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Fresh, Frozen, Smoked,
Salted, Pickled, Dried-Boneless,
Dressed, Shell Fish.

Packers of the

"Ivory Brand" Pure Boneless Codfish

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**D. HATTON & CO.
MONTREAL**

Has Stood the Test of Every Climate.



ST. CHARLES Evaporated Unsweetened **CREAM**

has received the only **GOLD MEDAL** awarded at the Pan-American Exposition for a product of this kind, in competition with the world

ST. CHARLES CREAM is always ready, and never fails. Every possible precaution is taken in its preparation, insuring uniform high quality. **Every can guaranteed**

—SWEETENED—

We are now prepared to furnish and ship promptly

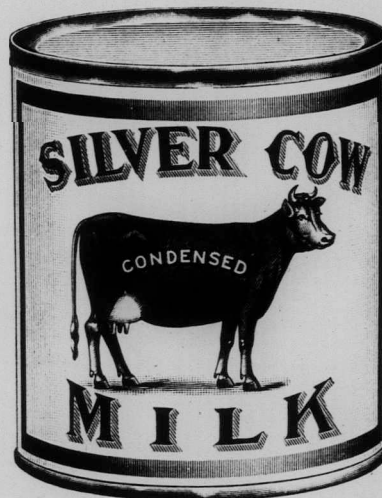
**Silver Cow Brand
Preserved Milk**

Equal in purity to our famous **ST. CHARLES CREAM**,
and fully guaranteed.

Factories at Ingersoll, Ontario, Canada, and St. Charles, Illinois, U.S.A.

For Prices, and full particulars, address—Foreign Department—

St. Charles Condensing Co., St. Charles, Ill.



100 lb., about \$6; 5,103 lb. pickled fish—200 lb., about \$4; 24,493 bbls. potatoes; 14,226 bbls. flour; 7,061 bags oats and feed; 6,026 bales hay; 1,165 pkgs. cheese—35 lb.; 1,581 pkgs. butter—50 lb.; 759 boxes biscuits—30 lb.; 126,320 pkgs. onion box shooks, worth 5½ cents.

Besides the above list, which may be considered the present standard exports, a good trade is being worked up in paper, medicines, boots and shoes, electrical machinery, canned goods, preserved goods, glassware, soaps and soap powders; hardware, such as paints, nails, putty, glass, shot, bar iron, varnish, metallic roofing and cordage; turnips, parsnips and some other vegetables are exported to some of the islands in limited quantities.

CUBA AND PORTO RICO.

None of the figures already given cover the export trade to Cuba and Porto Rico, as the steamers do not call at ports in these islands. In fish, the exports there would increase the totals 20 to 25 per cent. These exports are either carried by sailing vessels direct from this port, some 10 to 15 cargoes being sent out in the run of a year, according to the state of the markets, or shipment is made to New York and from thence forward by the direct line. The exports for Brazil also follow the same course. Havana, Cuba, takes a proportionally large share of exports, such as potatoes, oats, hay and other farm produce. There is, however, not so great an opportunity of increasing Canada's trade with Cuba and Porto Rico as with the other islands, from the fact that they are under the suzerainty of the United States, and trade conditions with the United States are more favorable. This fact also opens up the way for greater Canadian trade in the other islands, as the United States, now having sugar islands—virtually her own—will favor these in that line of trade. Much depends on Canada's ability to buy as well as to sell.

THE LUMBER TRADE.

The lumber trade with the West Indies is an extensive one, but there is no considerable quantity shipped from Halifax. The greater portion is still forwarded by sailing vessels from Lunenburg, Shelburne, Liverpool, Yarmouth and many other Nova Scotian and New Brunswick ports. Many of these vessels also carry large quantities of fish, especially from the southern shore of Nova Scotia, and bring back return cargoes of sugar and molasses, either direct to Halifax or to their home ports, with which, as yet, there is no rail communication with Halifax. As an example of the extent of the South Shore fisheries, Lunenburg may be mentioned as being most extensively engaged. In 1901, that county sent out 173 vessels, employing 2,768 men. The fish taken in that year was valued at \$1,563,071.15. Much of this was sold to exporters in Halifax and brought here by vessel; the balance was exported as indicated above.

HALIFAX GENERAL EXPORTS.

The total export trade of Halifax to all countries may be summarized as follows: For the first six months of the fiscal year, September 1, 1901, to the end of February, 1902, \$5,427,051, as against \$4,890,543 for the corresponding period in the previous year, representing a gain of \$536,508 for that period.

For the first seven weeks of the second half year, to April 17, the total exports amounted to \$1,007,745, classified as follows: West Indies, \$482,757; United Kingdom, \$344,182; United States, \$114,864; Newfoundland and St. Pierre, \$91,339; samples to France, Germany, Italy, etc., \$5,163. This does not include considerable quantities of goods reshipped in bond.

TRADE IS INCREASING.

The general opinion prevails among all those who have been most largely connected with the West-Indian trade, that the way is open for a very large increase, and we have no doubt but that the full consideration of all the conditions by the Manufacturers' Association will bring about the most desirable end. Canada has many good friends in these Islands—Canadians themselves—who will readily lend their assistance in making Canadian products more widely known there. That there is a feeling in this direction may be shown by the following quotation from a letter by T. Geddes Grant, of Port-of-Spain, Trinidad. After referring to some of the difficulties in the way of trade enlargement, he says:

"The business between Trinidad and Canada is increasing, and I have had to enlarge my premises in order to take care of the growth. Every month it is getting easier to sell Canadian goods; the people who know them best are my best customers. I expect to add many new ones to the list before the end of the present half year."

R. C. HAMILTON.

IDEAL DOOR, SASH AND BOX FACTORY.

AT the mouth of the Trent, one of the finest and steadiest rivers in North America, and of which the water-flow is remarkably constant and unvarying, Gilmour & Co., Limited, of Trenton, Canada, have established one of the most complete and up-to-date manufacturing plants in the world.

Their different factories, covering an area of over 100,000 sq. ft., are equipped in all departments with the latest and most approved machinery that provides them with appliances sufficient to cut up 25,000,000 ft. of lumber per year, of which lumber a great portion is brought in the log from the company's own limits and driven by them to their mills at Trenton, to be there sawed into the sizes required for the manufacture of hardwood and pine veneered and solid doors, sash, boxes, dressed lumber, lath, shingles, flooring, and, in fact, every species of wood goods required for the

building trades, including their famous patent lumber doors, which, during the past year, have been meeting with such success in the large markets of New York and Chicago, and which they are at the present time shipping to all parts of the world.

In view of the fact that this firm enjoys large connections in Canada and the United States, they have also at their command the finest procurable assortment of hardwoods and veneers, which they use principally in the manufacture of patent lumber doors and finish. The capacity of their door factory is about 300,000 doors per annum, which is equal to about 10,000,000 ft. of lumber, and of their box factory, 15,000,000 ft.

Very recently they have expended upwards of \$100,000 in the enlargement of their factories, in the construction of a new power-house fitted with waterwheels of the latest and most powerful design, and in the installation of a complete and extensive system of dry kilns.

Situated as they are in the midst of a region most favorable for the manufacture and exportation of wood goods, having under their control almost unlimited water-power from a river in which thousands of horse-power are daily going to waste, and assisted in their shipping operations by the Grand Trunk, Canadian Pacific and Central Ontario Railways, and the lake steamers, which call regularly at the port of Trenton, this large concern has obtained and will continue to hold a prominent position among firms in the woodworking business, and at the present time they are open to compete in their lines with any manufacturer in the world.

Besides the recent fitting-up of the Canadian Pacific Depot at Montreal and the completion of other large contracts, this firm has but recently secured a contract for the supplying of 1,200 patent lumber birch (mahogany finish) doors, with the casings and moldings to the new King Edward Hotel, Toronto, Ont.

Gilmour & Co., Limited, have expressed a strong desire that, should any of our readers wish prices of or information regarding any of their products, they should at once communicate with the firm through their head office, Trenton, Canada, and they state that they will be most happy to give close attention to all such inquiries.

The advertisement of Gilmour & Co., on page 7 of this issue, can be consulted with profit by anyone interested.

CHANGES IN A WEST-INDIAN FIRM.

In March last C. H. Grell, of Roseau, Leeward Islands, took over the provision and dry goods business of R. H. Gordon & Co., of the same place. On April 9 Mr. Grell took into partnership Mr. Simon Didier, for several years a partner of D. O. Riviere & Co., of Roseau, the style of the firm becoming Grell & Didier.

WRITE, WIRE OR TELEPHONE

-TO-

THE "OZO" CO. LIMITED

FOR THEIR QUOTATIONS ON

TEAS - SPICES - COFFEES
BROOMS
VINEGAR

Our goods are guaranteed to give the greatest amount of satisfaction to the consumer, consequently making them highly profitable for the dealer, selling not only once or twice, but creating for themselves a continuous demand. Let us enlist you as a customer of ours. We want your business because we feel satisfied we can please you in respect to qualities and prices. Become better acquainted with us by writing for quotations.

Principal Office :

ST. PAUL ST., MONTREAL.

FACTORY AT ST. HYACINTHE, QUE.

FLOUR and BREAKFAST FOODS.

A DEPARTMENT FOR MILLERS AND STOREKEEPERS.

CANADIAN FLOUR IN TRINIDAD.

By Gordon, Grant & Co., Port of Spain, Trinidad.

WE are pleased to note that your paper is taking such an interest in the development of trade between the Dominion and the British West-Indian Islands.

With special reference to flour, we may state that our firm was the first to receive consignments from the Dominion, about 10 years ago, and, with a struggle, we succeeded in getting our dealers to give it a fair trial.

Unfortunately, the first shipments were far from fresh, and very soon went bad in this hot climate, and the result was a very severe setback to the Canadian flour trade. Dealers and consumers refused to touch it, stating that the flour would not keep, and could not in any way compare with the American article.

During the last two or three years, however, the Canadian millers have taken up this trade in earnest, supplying our market with fresh flour of good color and keeping quality. It is steadily gaining in the favor of consumers, especially the cheaper grades of flour, and, in time, they will secure an ever-increasing share of the trade, provided the quality is carefully maintained.

We are sometimes told by our dealers that the Canadian millers have as yet failed to produce a fine blended flour that will compare with the New York No. 1 extras, and being capable of being baked by itself. Undoubtedly the market conditions require careful attention on the part of your manufacturers, as it has taken years for the United States millers to grasp the requirements of the trade here, and which they now so fully understand.

Our attention has been repeatedly drawn to the fact that one of your largest millers, and the producer of one of your finest flours, has given the control of his flour for the West-Indian market to a New York commission house. This, we think, is a mistake, as the flour will be regarded practically as a United States flour, and it is to the advantage of all that the British colonies should deal with their brother colonials direct.

Permit us in closing to refer to our unfortunate sugar industry, which is threatened with extinction, on account of the unfair competition with bounty-fed beet.

The Home Government tell us that bounties will be abolished in 1903, and, in the budget speech, it is said, provision will be made for a miserable "dole" to keep planters afloat until then. At the present time planters estimate that they are making sugar at an absolute loss of £1 10s. per ton, and the proposed "dole," so far as this Island is concerned, is said to be 15s. per ton. In the event of the "dole" being accepted, the United States will at once impose an equivalent bounty on our sugars, and thus the benefit will be lost. If your refiners would only come to our assistance and take British cane sugar, instead of bounty-fed beet, for the next 18 months, it would greatly help us to tide over our difficulties, and make us independent of the New York market.

ANALYSIS OF THE BRITISH DUTY ON FLOUR.

Anton Kufek & Co., flour merchants, Liverpool, have issued the following circular regarding the British import duty on flour:

According to the budget proposals of the Chancellor of the Exchequer, the duty to be paid on 60 lb. of flour is the same as the duty to be paid on 100 lb. of wheat, viz., 2 19-28d.

Now 100 lb. of wheat contain 70 lb. of flour and 30 lb. of feeding stuffs. This 30 per cent. of feeding stuffs would have to pay the full duty if it were imported in the form of, say, pollards, bran, etc., whilst competing feeding stuffs, such as Indian corn, barley, rye, peas, beans, etc., have to pay the full duty.

Why should the British miller be the only one in the community protected by a discrimination tax allowing him to import 10 per cent. of flour and 30 per cent. of feeding stuffs free of duty?

This tax, if insisted upon, cannot be called a revenue tax; it is a protective tax in favor of the British miller, of 40 per cent., or 5d. per sack, or 3s. 4d. per ton on flour.

Most of the flour used in Ireland is imported from foreign sources, as Irish buyers take a better and dearer class of flour than English buyers, therefore the tax will fall more heavily on Ireland than on the other kingdoms.

IMPORT FLOUR TRADE OF WESTERN NORWAY.

THE United States Consul at Bergen, Norway, has sent a report to his Government at Washington showing the quantity of flour imported in 1901 by the towns of Bergen, Stavanger and Drontheim; also the chief importers of flour in these different towns. From this report we extract the following:

BERGEN.	
From—	Quantity in lb.
Sweden	43,120
Denmark	710,945.4
Germany:	
Hamburg	3,123,505
Bremen	2,740,141.8
Other ports	3,503,500
Netherlands	1,103,226
Belgium	3,279,813
England	1,185,676
France	25,656.7
United States.....	2,313,078
Total	18,048,662

Importers of Flour—	
Gerdt Meyer,	Alb. Mohs Sonner,
Haggernas Dampmølle,	Joh. R. Rogge,
Ragnar E. Nass,	O. Bjorneseth & Co.,
Paulsen & Dekke,	M. G. Rusoen,
Bjorsvigs Molle,	Wilhelm Olsen,
Skaalevigs Molle,	T. Fronsdaahl.
Emil Jessen.	

DRONTHEIM.	
From—	Quantity in lb.
Denmark	826,255
Germany	3,472,719
Great Britain.....	4,095,344
Belgium	2,342,058
Holland	446,073
United States.....	2,102,338
Total	13,284,787

Importers of Flour—	
Jenssen & Co.,	Holm & Co.,
Jacob Larsen,	L. Storo, jr.,
Jacob Halseth,	E. Wahl & Co.,
H. F. Klingenberg,	Theodor Kloe.

STAVANGER.
The total import of wheat flour from all countries (separate statements not obtainable) was 4,563,226 lb.

Importers of Flour—	
Bertelsen & Co.,	Erik S. Monsen,
T. W. Holst,	Kornellus Olsen,
Johnsen & Ekland,	R. Tdsoe,
Gustav Soma,	Stavanger Dampbageri.

At present, Canada exports no flour to either Norway or Sweden. Since 1898 we have not exported any kind of breadstuffs to either of these countries. In that year we shipped 400 lb. of oatmeal and 200 lb. of other breadstuffs, and, in 1897, 5,913 lb. of oatmeal.

The Canadian Export Flour Trade.

ITS
CONDITIONS
AND
PROSPECTS.

CONDITIONS for the export trade in flour have not been altogether favorable during the past season. This is chiefly due to the price of wheat in Ontario being above an export basis. The latest figures for the present fiscal year only deal with the exports up to the end of February. These show a decline of nearly 13 per cent. compared with the same period in 1891, and the decrease appears to have extended to all countries except the United States. This will be gathered from the following table:

EXPORTS OF FLOUR FOR EIGHT MONTHS.

	1901. Barrels.	1902. Barrels.
Great Britain	541,082	417,715
United States	5,042	14,064
British West Indies .....	.....	6,760
Newfoundland	167,241	164,296
Australia .....	.....	37,259
Other countries	51,228	24,692
	764,593	664,786

These figures are taken from the monthly returns. In 1901 the exports to the British West Indies and Australia were not given separately, being included in "other countries." This year they appear separately as in the regular yearly returns. It is to be regretted that South Africa does not also appear, as it would be interesting to trace month by month the course of our trade with that part of the world, especially when it is to be remembered that we have to wait several months after the fiscal year is closed before the returns for the 12 months are to hand. And recently Canadian millers have received much larger orders than usual on South-African account.

THE SOUTH-AFRICAN TRADE.

These orders from South Africa promise to make the total export flour trade for the fiscal year ending June 30 next equal to if not in excess of any previous year. At present, however, or rather up to the period covered by the above table, the average rate per month is not equal to 1,000,000 barrels per annum, or below that of both 1898 and 1901. It would perhaps be well in this connection to show the exports for the last ten years, showing what went to Great Britain and to the United States as well as the total to all countries:

FLOUR EXPORTS FOR TEN YEARS.

	Great Britain. bbl.	United States. bbl.	Other Countries. bbl.	Totals. bbl.
1892.....	240,329	3,998	136,669	380,996
1893.....	204,687	2,412	203,086	410,185
1894.....	203,467	3,862	221,281	428,610
1895.....	104,501	2,818	115,656	222,975
1896.....	89,425	2,430	94,861	186,716
1897.....	246,754	4,270	170,734	421,758
1898.....	908,399	5,392	335,647	1,249,438
1899.....	540,971	5,052	246,513	792,536
1900.....	455,075	3,834	309,253	768,162
1901.....	770,714	14,682	333,304	1,118,700

While the export trade in flour during the last few years has remained somewhat stationary, the average of the last four years is over 600,000 bbl. per annum in excess of the previous four years.

LIGHT STOCKS OF ONTARIO WHEAT.

Recently the export demand for flour has been large, but it has not been possible in Ontario to take full advantage of it, exporters, owing to the light stocks of wheat in the hands of dealers and millers, being unable to fill all their orders, this lightness in the stocks of wheat being due in part at least to the fact that the farmers have been busy with their spring work and have not been making deliveries.

A few days ago I had a short conversation with a well-known exporter of flour. Speaking of Manitoba flour, he said:

FREIGHT RATES ON WHEAT AND FLOUR.

"Exporters in the east, as far as Manitoba flours are concerned, find it difficult to do business, owing to the relatively higher freight rates on flour compared with wheat. The large mills in Manitoba are, however, no doubt doing considerable business in an export way, particularly on South-African account."

"Do you think the South-African trade will be permanent?"

"I do; and think it should grow as the country develops. The flour made from Manitoba wheat will stand the climate of South Africa better than the flour made from Ontario winter wheat. The demand for winter wheat flours in South Africa can probably be better supplied from Australia than from Canada. There is a risk of our Ontario winter wheat flour turning sour, having to cross the equator."

"What do you think of the outlook for the general export trade in flour?"

"It yet remains to be seen what the effect of the new duty on flour in Great Britain will be. As you know, the duty on flour is relatively higher than on wheat, which will tend to make our exportable surplus go to Great Britain in the shape of wheat instead of in flour."

THE BRITISH TAX ON FLOUR.

Great Britain being our chief customer it is only natural that we should view with some concern the Customs duty of 5d. per cwt. on flour which the British Government imposed last month. One thing is certain, it will not help our export trade in flour. Next to Great Britain our chief customer is Newfoundland. And it is gratifying to be able to say that our trade in flour with that colony is growing. Our third best customer for flour is the British West Indies. This

trade has been one of many ups and downs, but the prospect for the future now appears to be more promising than ever. The following table shows the different countries to which we exported flour in 1891, 1896 and 1901:

COUNTRIES TO WHICH CANADIAN FLOUR IS EXPORTED.

	1891. Barrels.	1896. Barrels.	1901. Barrels.
Great Britain.....	181,543	89,428	770,714
Australasia .....	.....	1,193	47,484
B. Africa .....	.....	.....	500
B. Guiana .....	.....	300	2,030
B. W. Indies.....	359	335	33,722
Belgium	1,520	.....	.....
Newfoundland.....	99,438	88,430	234,259
China .....	.....	.....	1,530
Cuba .....	.....	.....	41
Denmark .....	.....	.....	168
France .....	.....	.....	1,676
French West Indies. ....	.....	.....	5,575
Fiji Islands.....	.....	52	.....
Germany .....	.....	276	315
Hayti .....	.....	799	.....
Holland.....	.....	.....	1,728
Danish West Indies.	35	.....	.....
Italy .....	.....	.....	150
Hong Kong .....	.....	1,275	.....
Japan	1	.....	3,035
Spanish West Indies. ....	.....	55	.....
St. Pierre	1,393	2,143	1,065
U. S. of Colombia ..	16	.....	26
United States	12,439	2,430	14,685
	186,716	296,784	1,118,700

While the British duty on flour is likely to increase the difficulty of doing business with Great Britain, it is scarcely likely to destroy it. And there is, no doubt, sufficient enterprise in our millers and exporters to devise ways and means of pushing trade with not only Great Britain, but with other countries as well.

ERECTING A MODERN MILL.

From a 75-barrel mill in 1885 to a 1,000-barrel most modern milling plant in 1902, is the satisfactory record of The T. H. Taylor Co., Limited, of Chatham, Ont. This progressive and enterprising firm of millers and manufacturers have, by careful attention to all the details and by studying the wants of their customers, increased the capacity of their mill until now they are compelled for want of space to abandon their old mill, and are erecting what is to be the most modern winter wheat mill in Canada.

The plans of the building, placing of machinery and the flow-sheet of the mill are prepared by the most popular flour mill builders of America, Messrs. Nordyke & Marmon, of Indianapolis, Ind. The mill will have a capacity of 1,000 barrels per day, but machinery will be installed in the meantime for 600 barrels. The latest and most improved milling machinery will be used, and The T. H. Taylor Co. expect when the mill is completed to turn out the best flour in the market.

The company will continue to run the "Daisy" mill as well, which is a modern planifter mill of 150 barrels capacity.

The company do not confine themselves to the manufacture of flour only, but have large woollen mills, which are run to their full capacity the year around. Any dealers wishing to open up new business would do well to correspond with the firm, whose reputation stands high in the commercial world of the Dominion.

JUN 27 1902

LANCASTER MILLS.



SHIRK & SNIDER.

BRIDGEPORT
ONT.

SHIRK & SNIDER

SPECIAL BRANDS

Buda Neva
Daily Bread Patent

Millers and Manufacturers of

Improved ROLLER process flour.

Capacity 300
Barrels a Day.

**BRIDGEPORT and
BADEN, ONT.**

None better than

"MAPLE LEAF"

Rolled Oats.



We also
Manufacture

Flake Wheat. Split Peas.
Pot Barley. Cornmeal.

Dealers in Grain, Hay and all farm products.

CORRESPONDENCE SOLICITED.

Walter Thomson & Son

MITCHELL, LONDON and SEAFORTH
CANADA.

The most popular brands of Winter
Wheat Flours in Lower Provinces are
manufactured by

THE T. H. TAYLOR CO.

LIMITED,
OF CHATHAM, ONT.

A new modern mill under course of
construction with increased capacity.
Why not have these brands, the most
popular in the leading
markets of England?
Only a matter of in-
troduction. Corres-
pondence solicited.

**Our
Brands:**

"Beaver" "Seal"
Manitoba Blend.
"Headlight"
Winter Wheat Patent.
"Sensation"
A Straight Roller.
"Famous"
An Extra.

**Mill Feeds for
Export.**

**The "Valley City"
Flour Mills**

DUNDAS, ONT.

High-Grade Blends.

90% Patents.

Always Reliable. Made every day
the same.

Write for samples and prices.

KERR MILLING CO.

Flour and Cereals in the Retail Store.

IN THE flour and in the feed business the rule always is small margins and quick sales. In no other business does this rule probably apply with more force, for by carrying large stocks nothing is gained and much risk of losing money through fluctuations of the market is incurred. The market for grains is always uncertain as everyone knows and is as liable to drop as to rise. And a decline of 1c. a bushel would mean a considerable loss on a carload of oats or barley. Wheat also fluctuates much and flour changes in price accordingly, so to have too heavy a stock of flour on hand is a thing to be avoided.

THE MARGIN OF PROFITS.

The profits are small in this business and hardly over five per cent. is realized in a good many cases. A larger margin than this is made on flour and oatmeal, but any downward change in price soon takes away the profit and leaves the dealer out of pocket.

Beware, therefore, of having extra large stocks of flour, feed, and similar goods on hand. In the spring the heaviest stocks are carried, as the farmers then cannot get away from their seeding to deliver grain. In the fall the demand is generally the heaviest for all foods, and then the most extensive purchases are made.

THE BEST SELLING GRADES.

For flour the demand is steady all the year. As this article is always wanted by the housewife a steady trade may be expected and all that is necessary is to know what grades sell best in the locality. Medium grades, known as family flour, generally comprise the bulk of the sales, so the heaviest stocks of these are kept on hand.

METHODS OF PUSHING FLOUR.

To push their flour merchants usually adopt the plan of selling some of their standard brands at reduced prices for a day or so. By selling cheaply certain flour is introduced into the homes of people that have never tried it before, and when they find it give good satisfaction they try it again. An advertisement is inserted in the newspapers stating that a certain brand of flour will be sold at a low figure at a certain store and inviting the public to give it a trial.

WINDOW DISPLAY OF FLOUR.

A window is also dressed with this brand and cards placed therein bearing the selling price of it. People being induced to buy, will come again if they find it to give good

satisfaction, and will be turned into regular customers.

BREAKFAST FOODS.

In breakfast foods a thing to be noted is the number of new goods that are being placed on the market this last year or so. A few years ago such things as prepared breakfast cereals were almost unknown, but now efforts are being made by their manufacturers to introduce them to the public by extensively advertising their merits. The merchant has, therefore, to be ready to sell any of these novelties that his customers may ask for, but it is better for him not to be too eager to buy them at first. Wait and see if there are any inquiries for them and then place a sample order with the wholesaler. Some of these have come to stay, and some, of course, have not. Only the best will survive.

In oatmeal and rolled oats the heavy demand is in the fall and winter. Keep these goods fresh by buying often and in small lots and only sell the best. Moderate prices should be charged, and if any new brands are being placed on the market, if they are worthy, give them a trial. Advertise and push your oatmeal similar to the way you do your flour.

The flour and cereal business does not give much opportunity for window dressing, but yet something can be done that will benefit the merchant. He can arrange sacks of flour, boxes of prepared breakfast foods, or samples of grain or seeds in his window so as to make it look attractive. It is well to change the window often and not let the dust accumulate. Everything should be kept as neat as possible and things should be always gotten up attractively. By keeping well-dressed windows and a neat store many new customers are gained.

PRICE TICKETS.

A good plan to sell these goods is to have prices of what you have, such as oats, corn, barley, flour, posted up in the windows of the store or on a bulletin board outside the door. This helps to bring trade.

The aim of a flour and feed merchant, as that of every other trade, should be to have regular customers. By giving them good value for their money and contenting himself with small profits the merchant may do this.

SOMETHING NEW.

He should always keep his goods fresh and have something new to introduce to his customers if possible. New brands of flour, new prepared foods, new process oatmeal and rolled oats are always being placed on the market, and so it should not be hard

for a trader to introduce a new line or brand of goods by way of a change.

TRY AND DISCOVER CAUSES OF FALLING TRADE.

If you find the demand for flour or some kind of breakfast food falling off, find out what is the matter and set to work to remedy it. And, if the fault is in the goods you sell, get something to take their place.

HANDLING SEEDS.

In connection with their flour and feed business, many feed and flour merchants carry stocks of seeds, such as clover, timothy and cereals, besides garden seeds, to sell to the farmers in the spring for seeding purposes, and have found this to pay. An advertisement in the local papers and a number of circulars sent to regular customers and others likely to buy works wonders in the matter of building up a trade in seeds, as in other lines. Salt and fertilizers may also be handled with profit in a locality where there is a demand for them at all.

THE HURON AND MANITOBA MILLING COMPANY.

Among the modern mills of Ontario is that of the Huron and Manitoba Milling Company at Goderich. The mill is 60x50 ft. and has a capacity of 1,200 bbl. a day. The engine room is 21x72 ft. and the boiler room 60x50 ft. The elevator in connection with the mill is 110x50 ft. and has a capacity of 200,000 bush. of wheat. The machinery employed in the mill and elevator is of the latest improved type and the premises are fitted throughout with electric light. Mr. McGaw, who has had much experience in the large milling concerns is manager.

A MODERN FLOUR MILL.

The Valley City Flour Mills, of Dundas, Ont., built entirely new about two years ago, were purchased in 1901 by Robt. Kerr, sr., and his son, J. W. Kerr, who are operating them under the firm name of Kerr Milling Co.

They bring into the business a ripe experience in milling, Mr. Robert Kerr having commenced his milling career in Scotland over 55 years ago, while his son has also spent a good many years in the business.

The mill is said to be one of the best in Canada, and its product is selling in the world's market and giving the best of satisfaction. An electric motor has been installed for use when water-power is deficient, which brings the plant up to a modern standard.

WORTH A TRIAL.

T. Hemphill & Son, oatmill millers and grain dealers, Wroxeter, Ont., are well and favorably known, as their cereals are sold by all the leading houses. The quality of their goods is high. They have put in machinery for the manufacture of rolled wheat, and the rolled wheat they are making is worth a trial. They solicit correspondence.

No need to purchase imported goods when you can get the best right here in Canada.

A delicious Cereal Coffee, is the verdict of all who have tried it, and not only is it delicious but it is *Pure and Wholesome.*

GRANO CEREAL COFFEE



— A —
MANUFACTURED BY
THE
**ENTERPRISE
SPECIALTY CO., LIMITED**
TORONTO, CANADA

Have you particulars yet of *Our Special Offer to Grocers?* If not, write at once for them. We want you to handle **GRANO** and will make it worth your while.

GRANO is widely advertised and the public are asking for it.

THE MODERN MILLER.

THE miller used to be one of the most picturesque figures of boyhood days, writes Stewart Lyon from Winnipeg to The Toronto Globe. He was represented in the school books as a worthy successor of that miller,

Who worked and sang from morn till night,
No lark more blithe than he.

With his flour-coated smock, his ruddy face and hearty greeting, the miller was almost as fascinating to the youngsters who watched the big stones go whirling around as was the blacksmith at his forge. It was a different sort of miller that I was told to see to get information about the crop of last year. The office floor was of mosaic tiling, costly and beautiful, the fittings were like those of a bank, and there was a big staff of clerks behind the row of desks. The miller, a hugely-proportioned man, with placid features, could be seen behind a glass partition, and by-and-bye he was got at. He was hard at work on the plans of new elevators, and the problem of locating them to the best advantage, but in one respect at least he was still the miller of the Dee, and good-naturedly dropped his work to make things pleasant for his caller.

What explanation is there, he was asked, for the failure to move last year's crop out rapidly, and how much truth is there in the statement that the grain men and millers took advantage of the necessities of the farmer to buy the best wheat for the price of the second and third grades?

HEARD THAT BEFORE.

The miller smiled grimly. The question was evidently not new. "As to the failure to move out the crop," said he, "you will have to get the railway men to explain, but come with me and we'll look into this question of wheat grading." Into a back room went the miller—a large room, supplied with a prodigious number of drawers, row upon row, and maps that hung from the walls.

"There is a common impression," said the miller, "that No. 1 hard wheat is grown in every corner of the Province and the Territories. I am going to prove how very marked the difference in grade is even at points a dozen miles apart, and occupying exactly the same position as regards altitude, moisture and general climate. But first you might like to see the grades under a glass." At this the wheat expert who stood by produced a powerful microscope, and from one of the drawers took out a handful of wheat. A few kernels were placed in the range of vision, and stood out, although shrunken and hard to the naked eye, plump, well filled and of a satiny texture, with a tuft of tiny white hairs at either end of the kernel, like some old man's beard. The wheat was the famous No. 1 hard, and even a novice would know that it was an aristocrat among grain. Next

was presented No. 1 Northern, a plump and well-filled berry, but lacking the peculiar golden brightness of the finer grade, and, as experience has shown, not so rare a grain for milling. Next came a sample of smutty wheat, a quantity of dirt probably of parasitical origin being mixed in with the beard on the kernel. This smut can be washed out by careful cleansing of the wheat before milling, but its presence considerably reduces the value. The last sample put under the microscope was one of frosted wheat, good for little else than mixing up into feed for animals. The berry of this is emaciated and shrunken, and beneath the surface one can see the blotches of dark grey where the milk of the wheat before its maturity into a dry substance had been frozen. It is of course only while growing that the frost can destroy wheat. After it has been cut and the moisture has dried up in the berry wheat is as impervious to frost as a lump of coal is.

DIFFERENT SOIL, DIFFERENT RESULTS.

Having grounded me in the rudiments of grading, the miller pulled down a map of Manitoba and the Territories, and, like a patient schoolmaster teaching a backward pupil, began my lesson. I shall never forget it. Here was a map showing a stretch of over 1,000 miles of wheat and ranching country with tens of thousands of farms. Yet this man sitting in his office in Winnipeg, by virtue of the completeness of his organization, could put his finger on this spot and that and say, "No No. 1 hard came out of that section last year," or "We got just two cars of No. 1 hard out of 50 cars." These were not mere assertions without proof. An indexed book was at hand showing the sort and quantity bought by the mill at every point, and the samples taken of these shipments were to be found by pulling out the corresponding drawer. One point on the map was shown where the bulk of the grain, almost all of it, indeed, was No. 1 hard, while at the next elevator east in precisely the same region No. 1 Northern was the general grade. This was accounted for by a difference in the soil. In the one case it was the black mucklike earth characteristic of Manitoba, while in the other, in which the result was a grade poorer wheat, the soil was more of a sandy clay.

"Might there not be something in the buying?" I asked the miller.

A TYPICAL COMPLAINT.

"No," he replied; "a change of buyers won't improve the wheat any. We sometimes get complaints that a man has teamed wheat to one buying point and got a No. 1 Northern grade, and has taken the next load from the same field to another buying point and got it graded by the buyer as No. 1 hard. The explanation,

however, is quite simple, and does not at all mean that the first buyer was not honestly grading the wheat. It means rather that the second buyer has a large quantity of No. 1 hard in his elevator, and that, although the load in question does not come up to the standard, he can put it in with the No. 1 hard and merge it with the latter without destroying the grade. So he takes the load of No. 1 Northern, calls it No. 1 hard and pays for it on that basis. That is the real origin of not a few of the stories that we hear about the dishonest grading of wheat." The miller said many other things about the crop peculiarities of certain districts, but they were said in confidence and are not to be told here. I shall watch the map of the wheat-growing belt more closely hereafter to see how these prophecies turn out.

SCIENTIFIC WHEAT BLENDING.

Rather a curious thing was brought out by another miller on whom I called. In the great mills of the Old Country the mixing of wheat in the making of flour has become almost a science. As many as 10 varieties of wheat are used in some of the brands, Canada, the United States, the Argentine, India, Hungary, Austria and Southern Russia all contributing a portion. The idea is to secure the miller against a crop failure in any of these countries. If, for example, he were using all Canadian wheat and the Northwest crop should prove light, as in 1900, he would not be able to get wheat and supply his customers with the accustomed brand. The result would be the loss of reputation and loss of trade. But with Canadian wheat as a tenth part of the flour milled from a blend of 10 sorts of wheat the miller can, when Canadian is scarce, substitute something else without materially changing the composition of the flour. My respect for the Old Country miller is strengthened by this story. He, too, is evidently a 20th century improvement on the miller of the Dee.

CHANGE IN A BARBADOS FIRM.

W. L. Johnson & Co., Barbados, B.W.I., have been succeeded by W. L. Johnson & Co. Limited, who will continue the business as commission and general merchants and importers of English, United States and Canadian produce and provisions. A new partner, W. E. Metford, for 33 years with Da Costa & Co., of the same place, comes into the business with additional capital, and his aid is hoped to contribute much to the success of the new firm. The directors expect shortly to add one or two branches to the business with this added capital and experience.

The business has hitherto been conducted by trustees, as directed by the will of the late W. L. Johnson, and the directors of the new company are Messrs. H. L. Johnson, W. E. Medford and J. P. Shepherd.

European Agents Wanted

— for —

Wheatine

(registered)

The most natural, nutritious, healthful, and delicious of all cereal foods. Recommended by Canadian Medical Profession. Enormous sales in Canada.

Milne Bros.,

Sole Manufacturers, Proprietors of Markham Roller Flour, Chopping and Cereal Mills,

MARKHAM, ONTARIO, CANADA.

SEED CORN

(ALL FIELD VARIETIES.)

Largest Growers in Canada. Also Prime and Handpicked Beans. Prices and Samples cheerfully furnished.

Fred. B. Stevens & Co.

CHATHAM, ONT.

Established 1869.

Geo. Musson & Co.

COMMISSION MERCHANTS,

Toronto, Canada

Teas, Coffees, Sugars,
Dried Fruits, Spices, etc.

Correspondence Solicited.

Bell, King & McLaren

Fruit and Commission Merchants,

MONTREAL, CANADA.

Wholesale receivers of

FRUIT, PRODUCE and MAPLE PRODUCTS

— OUR SPECIALTIES ARE —

Oranges, Lemons, Apples and Bananas.

We always do business with the Producer.

References—Canadian Bank of Commerce, Montreal; Traders Bank of Canada, Burlington, Ont.; The Wholesale Trade of Montreal, and the Commercial Agencies.

CORRESPONDENCE SOLICITED.

P.O. Box 213.

153 Lower Water St.

Levi Hart & Son

LIMITED

HALIFAX, N.S.

COMMISSION FLOUR AND FEED MERCHANTS.

EXPORTERS

Of DRY and PICKLED FISH.

IMPORTERS

Of SALT, MOLASSES and West India Products.

MANUFACTURERS

Of the Famous Brand of "SUNSET" CORN MEAL.

Correspondence Solicited.

Cable Address: "Levi."

A.B.C. Code.

CEREAL FOODS



T. Hemphill & Son

Grain Dealers and Manufacturers of

Standard, Granulated and
Rolled Oatmeal

Rolled Wheat, Cracked
Wheat and Graham Flour.

Shipped in BAGS or BARRELS.

SAMPLES AND PRICES ON APPLICATION.

Wroxeter, Ont.

Cable Address, "HEMILL"

GROWING AND GATHERING VANILLA

By
A. M'Farlane,
Of Moorea,
Society Islands

An article on "Vanilla-Gathering in Central America," by Mr. Rowland W. Cater, in Chambers's (for 1901, p. 278) interested me greatly, as I have been for years a cultivator and curer of vanilla.

The white planter in the tropics, after he has been for some years subjected to the enervating effects of the climate, becomes averse to anything in the shape of labor more than is absolutely necessary for conducting whatever particular avocation his may be. So that residents of a northern clime have to depend upon the kind services of the "globe-trotters" for their information upon the various cultures; and, owing partly to the short time which they are enabled to devote to acquiring information, and often to misleading statements made by planters intentionally, sometimes this information is very incorrect. This stricture, however, does not refer to the article by Mr. Cater, and I must compliment him upon the care which he has evidently displayed in his study of vanilla. He has, however, made a few mistakes, and I thought it might perhaps interest your readers were I to correct them, and also describe the methods employed by us here in the South Sea Islands.

Although Tahiti is one of the largest vanilla-producing countries, ranking second or third, annually yielding nearly 100 tons of the dried product, ours is nearly the worst vanilla that reaches the European markets, commanding only about half the price which is paid for vanilla produced in Reunion or Seychelles, or one-quarter of that paid for the best Mexican. However, to offset this disadvantage, we have the advantage of the finest tropical climate in the world—no hurricanes (Tahiti being outside of the "hurricane belt," which only reaches the Raratonga or Cook Islands, 600 miles west), no malaria or fevers, no poisonous serpents, and but few noxious insects—and have a gentle, friendly race of natives to live among.

We have here in cultivation two varieties of vanilla: *V. planifolia*, grown only in very limited quantities, as, owing to the tendency of the bean to split when nearing maturity upon the vine, and afterwards during the process of curing, it does not appeal to the native grower, and the variety in common cultivation, which is that known in Mexico as *pompona*. Both varieties were originally brought here from Mexico. *V. planifolia* produces the true vanilla, while *pompona* yields what is known in Mexico as *vanillon* and in the London market as *vanillos*. *V. pompona*, although yielding

such an inferior quality of fruit, has advantages which endear it to the Tahitian. The bean does not split; it can be cured by simply exposing it to the sun, not requiring to be dipped in hot water or subjected to a process of baking, as do the others, and it always gives two, and sometimes three or four, crops of flowers during the year, while *planifolia* gives but one, and that of short duration.

Most of the Tahiti vanilla is planted so as to climb upon the guava, which is about the worst tree that could possibly be obtained for the purpose, as the bark constantly peeling off causes the tendrils of the vanilla to lose their hold with it, and the vines have to be hung over any convenient branch to keep them from falling to the ground. The guava is an imported tree, but it has taken possession of large tracts of land, and to make a vanilla plantation requires the minimum of labor, usually only the cutting out of a few guavas where they may be growing too thickly and the planting of vanilla vines at the roots of the remaining ones. Upon hillsides where the *puroa* (a species of *Broussonetia*) grows, the vanilla is at home. In fact, it is a mistake to plant it upon level land, as, although the vine revels in moisture, the roots are very impatient of water lying stagnant about them. The *puroa* is, however, a rapid-growing tree, and considerable labor is required in pruning, in order to keep it within bounds and prevent it from overshadowing the vanilla, too much shade being even worse than too little.

The best situation for a vanilla plantation is on a hillside, preferably in a valley, not too near the sea; and the best system of planting for one who can afford to wait is to clear off all the trees which may be growing upon it, and to plant at regular intervals young trees or posts of varieties which will grow from cuttings. In my experience the best is a small tree known locally as *pini*, a species of *Bauhinia*, and which will grow in two years to a height of from 12 to 15 feet. The usual distance apart for the posts is 6 or 8 feet. When these posts are in place the vines are planted as Mr. Cater says; only that we usually use cuttings of 10 or 12 feet in length. When cuttings of this length are used a crop of beans is secured nine months or a year sooner than when short lengths are planted. We reckon on a small crop of cured beans 18 months after planting, and a full crop in two years and a half.

The flowers, which last but one day, open about 7 a.m. and close about 3 p.m., and have to be pollinated by hand during

that time—that is, all those which open upon one day must be pollinated the same day. We use small, pointed sticks for this purpose; the pollen, which is a small compact mass, being transferred more rapidly by these than by any other method that has been tried. A very expert worker can pollinate 3,000 flowers in one day, but most are satisfied with from 1,500 to 2,000.

About nine months after the flowers appear the beans become mature. This stage is known by their changing in color from a dark to a light-yellowish green, or by their becoming brown at the lower or flower end, when they must be picked and taken to the house to undergo the process of curing, which should occupy about three months. They can be cured in a shorter time, but always at a sacrifice of quality. This is the most important work of the vanilla-planter, and entails constant care, as a few days' neglect may spoil the whole crop. This, I think, partly explains why Tahiti vanilla has such a bad name in the markets of the world. Most of the native planters cure their own crops, but they will not give the necessary attention to this work. There is no secret about the method of curing, although some pretend that there is. It consists in alternate exposures to the sun, always under dark-colored blankets, and sweating in the house in tight tins or boxes. Experience is the only teacher as to when the bean has arrived at the proper stage of dryness.

I have to differ from Mr. Cater regarding a few of his statements. For one thing, the vanilla is essentially a terrestrial orchid, and derives a large part of its sustenance from the soil. In proof of this, in any old, neglected plantation plants may be found which have been uprooted or broken off. When this happens, the part of the vine which is left at once takes on a sickly yellow hue and sends down long roots. I have seen some of these over 30 ft. long—which, on reaching the soil, take root, and the vine at once recovers. The small tendrils do not feed upon the trees; when the tendrils come upon a decayed branch, or when the tree upon which the vanilla is trained dies, they then change their character, becoming elongated and entering into the decayed places as proper roots, and evidently feed upon it.

In his estimate of the possible crop and probable profit I cannot agree with Mr. Cater. First, an estimate of four beans to a vine is ridiculously small. If a vine has only one bunch of flowers, that ought to give from 8 to 20 flowers—we usually have eight or ten beans to a bunch; but it is a very poor vine which does not give in the year over ten bunches of flowers. However, to be safely within the mark, let us say that each vine averages five bunches of flowers, giving six beans to the bunch, or 30 beans to the vine. This will give 3,000 beans to 100 vines. Taking these at 150 beans to the pound, the usual average, we have 20 lb. as the crop. This, at our average price of 6s. gives £6 sterling, or at

WATSON FOSTER CO.



MONTREAL WALL PAPERS

THE SAMPLES OF THIS COMPANY

FOR 1902 - 1903

WILL BE OF SPECIAL INTEREST TO THE TRADE
OF

AUSTRALIA AND NEW ZEALAND.

SUCCESSFUL IN THE CREATION OF ARTISTIC AND PROFITABLE MATERIAL FOR THE HOME MARKET, THEY PURPOSE MAKING SPECIAL EFFORTS THIS SEASON TO ATTRACT INCREASED AUSTRALASIAN BUSINESS, BY THE PRESENTATION OF AN EXCEEDINGLY STRONG LINE OF OVER 100 NEW EXCLUSIVE DESIGNS IN 2,000 COLORINGS, TREATED WITH ABILITY AND EFFECTIVENESS.

McRORIE & CO., MELBOURNE

AGENTS FOR AUSTRALIA AND NEW ZEALAND.
ASSOCIATED WITH A SPECIAL CANADIAN
REPRESENTATIVE.

JUNE 1902

the price mentioned by him—20s.—£20. Where he is wrong is in the weight. One thousand beans—and they must be the best—will weigh 50 lb., but only when they are green; and in process of curing they lose at least three-quarters of their weight. Figures, however, are sometimes misleading, and I cannot do better than give as an example the results from a small plantation in which I am interested. A careful account of the expenditures and receipts has been kept. At the end of three years and a half from the time of planting the vines we have paid back all that has been expended upon them, and have a small balance in hand. A man here with three or four acres of vanilla has a competence; with ten or more he is rich; and for one who likes to potter around among flowers in the temperature of a greenhouse I cannot imagine a life more attractive.

By the way, although the fruit of the vanilla is in no sense a bean, it is invariably called by that name.

Our vanilla is one of the most speculative crops, rivalling hops in that respect. I have known it to sell for 2s. per lb.—that was ten years ago, and it has never gone below 4s. since—and again for 16s. The average price, however, is 6s.; and as we estimate that it costs 2s. per lb. to grow and cure, a fair margin of profit is left for the grower.

I will conclude with a little information for brother-planters. Vanilla possesses two irritant poisons, which, like some other vegetable poisons, act differently upon different individuals. To a few they are innocuous. The juice of the vine, or even the rain or dew from off the leaves, produces in some an itching sensation, somewhat resembling "prickly heat." The dry or partially dry beans produce small blisters on the hands of some of those constantly handling them, and in extreme cases sores come upon the arms and body, which all itch incessantly. I have suffered slightly for years from these, and have only lately found what seems to be a cure—in my case it has proved specific. This is carbolic acid. I use a mixture of equal parts of carbolic acid, glycerine, and rose-water, rubbed on upon going to bed. I have tried the same remedy upon a number of natives, and have cured them all. Washing with Calvert's 20 per cent. carbolic soap after handling the beans acts as a preventive.

FRUIT EXPORTING FIRM.

Attention is called to the advertisement in this issue of J. R. Clogg & Co., exporters of Canadian fruits, etc. This firm is of very old standing, with a record in the business excelled by none. Intending purchasers should make inquiries of them: for this year they will have an exceptionally large quantity of fruit to offer. They already supply a good list of buyers on the other side, to which other names are continually being added. It will be to the advantage of exporters to make connections with this firm.

A LEADING FRUIT FIRM.

IN March, 1898, a new firm of fruit dealers began business in Montreal. The members were Messrs. Wm. Bell, C. W. King and D. J. McLaren, all of whom had had a considerable experience in the fruit and commission business, and were all qualified to make the firm of Bell, King & McLaren a success. In this, the fifth year of its existence, the business has become one of the most important of its class in the great fruit centre of Montreal. As an example of what the firm is doing, it might be mentioned that they import over 2,000 bunches of bananas every week. In apples, which have always been made a prominent feature of the business, they handle between 14,000 and 18,000 barrels every season. They are heavy receivers of lemons from Mediterranean points all the year round; while in Canadian basket fruit the trade done in strawberries, raspberries, plums, cherries, grapes, etc., is very large. Some idea of it may be gained by the fact that in the season they have as many as six cars per day.

To conduct this trade, it is necessary to have a large staff of correspondents; and those of Bell, King & McLaren practically cover the world. They have already made shipments of fruit to Cape Town, South Africa, and look confidently forward to the time when the Canadian steamships going to that point will be fitted with refrigerating apparatus; under which conditions the fruit trade between the two points could be brought to important dimensions.

A PROGRESSIVE COMMISSION HOUSE.

One of the leading produce dealers and exporters of butter and eggs in Montreal is the firm of Loynachan-Scriver Co., Limited. Through constant and steady push, coupled with long years of experience in the line of trade in which they are engaged, this house has made rapid strides upwards, and have established for themselves a reputation second to none.

A visit to the commission house in question would immediately convince even a person entirely unacquainted with the handling of eggs and butter of the extensive business this firm is doing. Mr. D. H. Loynachan is president; Mr. O. D. Casselman, vice-president; Mr. C. W. Scriver, secretary-treasurer; all of whom are possessed of a thorough knowledge of the business they are engaged in. Our foreign readers will find it to their advantage to communicate with this firm, whose advertisement appears in another part of this issue.

CLOTHESPINS.

The old-fashioned clothespin was in existence a long time before anyone thought of improving on it. But when once a new idea came out several others followed, and now there are many varieties of clothespins, each, no doubt, with merits of its own. Among the best is a pin manufactured by a Canadian concern, The Dominion

Clothespin Co., of Danville, Que. This is also the cheapest, and as it never splits, and does not stick to the line with ice or snow, besides being always sure to hold the clothes firmly on the line, even in a very high wind, it soon became one of the most popular. Dealers in all parts of the country handle it now and the sale is enormous. It is a simple contrivance, and very strong. As it can be retailed for 10c. per doz., the price is no obstacle.

YORK METAL POLISH.

TRULY we live in an age of new discoveries, science and progress. New things are being invented and new discoveries perfected. Among the latter might be mentioned an article manufactured by The Dominion Butchers' Supply Co., 143 King street east, Toronto, known as York Metal Polish. Metal polishes are not new discoveries by any means, but in York Metal Polish you have an article that has been so perfected that into its manufacture no grit or acids whatever have been introduced. Therefore, no article, whether it be the finest piece of jewellery or the coarsest metal surface, can be injured after using this preparation. Metals polished by it do not turn a greenish hue a day or two after the operation, like they will where acids are used in the manufacture, but, instead, it gives a new lustre which remains until worn out by course of time. The ingredients composing the polish act in unison to that end.

York Metal Polish can be used indiscriminately upon any metal; it injures nothing. It is put up in attractive tins and in four different sizes, so as to retail from 10c. up. It is being introduced in Toronto, and is fast meeting with public favor.

Dealers everywhere are invited to write for samples, wholesale prices and full information, which will be cheerfully given by J. Lister Nichols, the manager of the above company. Their advertisement appears on another page.

MAKERS OF SUPERIOR SCALES.

C. Wilson & Son, scale manufacturers, 69 Esplanade street east, Toronto, are claiming the proud distinction of being the only manufacturers of ball-bearing computing scales in the world. They claim that the advantage of ball-bearings over any other kind has become pretty generally acknowledged, and that their superiority with reference to the finely adjusted weigh scale is at once apparent. They are making some special offers of these scales to grocers at present.

Let the advertiser resolve that he will turn down all advertising grafts, no matter of what description or in whose interests—legitimate advertising in legitimate mediums will result in a better showing of profits at the year's close.—White's Sayings

J. R. CLOGG & CO.

EXPORTERS
OF

APPLES

It will pay intending
purchasers to write us.

MONTREAL.

WE OFFER BUYERS EXCEPTIONAL VALUES IN:

- "Golden Crown," 1/2-lb. Flat Lobsters, claws and tails only.
- "Golden Crown," 3/4-lb. Flat Lobsters, claws and tails only.
- "Golden Crown," 1-lb. Flat Lobsters, claws and tails only.
- "Golden Crown," 1-lb. Tall Lobsters, Standard Quality.



JUN 18 1902

Also "GOLDEN KEY" FLATS,
containing claws, tails and arms.

WE GUARANTEE GOODS WE PACK
CORRESPONDENCE SOLICITED.

W. S. LOGGIE CO., Limited, CHATHAM, N.B.

Cable Address: "Dawson."

Codes: A.B.C., Scattergoods.

FRUIT AND PRODUCE FOR EXPORT

We are headquarters for Canadian Fruit and Produce for Export. **Apples, Poultry, Eggs** and **Butter** are our specialties, and we are in a position to buy and sell at closest margins. Correspondence solicited.

THE DAWSON COMMISSION CO., LIMITED
TORONTO, CANADA.

Pure Canadian

HONEY

Fine extracted White Clover Honey, crop 1901,
for immediate delivery, in 10-lb. and 70-lb. tins.

Orders booked for White Clover, Golden Rod and other amber honey, extracted, put up in any size package. Also in the comb in 12 to 16-oz. sections.

CROP 1902.

The finest of fine pastry flour, **Queen of Roses**
in small cotton sacks, 1/20 bbl. and 1/8 bbl., also Bags and Barrels.

CASH TRADE SOLICITED.

HOWE, McINTYRE CO.,
MONTREAL, CANADA

IF IN WANT OF

Corn Brooms or Whisks

YOU WILL FIND THE



Manufactured by us to be of uniform good quality and reasonable in price.

We also manufacture Brush Blocks and Brushes of all descriptions.

Correspondence solicited.

Meakins, Sons & Co.

59 St. Henry Street, MONTREAL.

Increase Your Sales

in CANNED GOODS by selling the best goods obtainable. Your customers learn to rely on your judgment, and a pleased customer is your best advertisement.



KENT TOMATOES

Are very carefully packed from Red Ripe Tomatoes, with every can solidly filled—the fullest possible measure.

The Tomatoes—grown under contract—are allowed to perfectly ripen on the vines before being picked, and thus have all the fine flavor of the natural fruit. No swells, or claims, as every case is carefully inspected before it leaves the warehouse. CORRESPONDENCE SOLICITED.

THE KENT CANNING CO., Limited

AGENTS: Rose & Lafamme, Montreal.
MacLaren Imperial Cheese Co., Limited, Toronto.

CHATHAM, ONT., CANADA



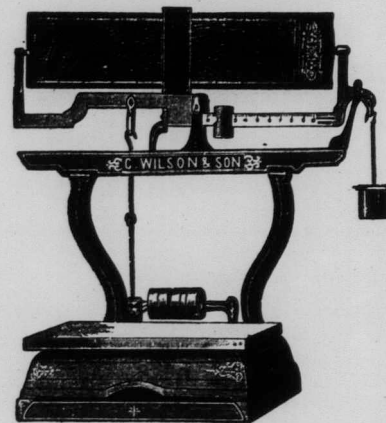
HAVE GOOD SCALES

Wilson's Scales are for the live fish!

Are you one of the live kind, stopping the leaks in your profit by weighing everything closely, and having your Scale do your calculating accurately and to the fraction of a cent?

We manufacture the only Ball-Bearing Computing Scale in the World.

Live Grocers have found our Computing Scale is saving them money. Drop us a post card and we will send you full particulars, including our **easy terms of payment**. Patronize home manufactures.



C. Wilson & Son

69 Esplanade St. E.,

TORONTO

Export Trade in Canned Vegetables and Fruits.

A Symposium on its Present Condition and Possibilities for the Future.

DIFFICULTIES OF THE EXPORT TRADE.

RECENTLY had an interesting though somewhat brief chat with Mr. T. E. Owens, of The Bloomfield Packing Co., in regard to the possibilities of the export trade with Great Britain in canned goods. Since 1890 Mr. Owens has made almost yearly visits to Great Britain, more on pleasure bent than on business, it is true, but at the same time he keeps his eyes open when he is on the other side of the Atlantic, particularly in regard to canned goods. In reply to a question of mine, he said:

"I find we can buy canned goods from the retailer in Great Britain at even less than we packers often get from the wholesale trade here. For instance, I bought gallon apples at a price which in Canadian currency meant about 24c. Here we are selling them by the dozen at \$2.70, or even slightly less. I bought tomatoes in London at equal to 9c. per tin. They were Italian and American tomatoes. It is possible that the dealers in England bought those tomatoes before the present high prices ruled."

"What kinds of canned goods seem to sell best in England? That is, in the way of canned vegetables or fruits?"

"The goods that appear to sell the best are canned tomatoes and gallon apples. Corn, one seldom sees. The Americans have always been able to undersell us in English markets. Quinton, of New Jersey, does the largest business in tomatoes in England. His goods can be seen all over England in the retail grocery stores. They must sell large quantities of his goods. His tomatoes are put up in much the same way as we do ours."

"There have been some heavy shipments of gallon apples from Canada to England. I think in this particular line we do even more business in England than the United States packers."

"What, in your opinion, is the explanation of the fact that the United States packers are able to undersell us in the English market?"

"Well, in the first place, the packers in the United States pay much less for their ripe tomatoes than the packers do in this country. For instance, where we pay 23 to 25c. per bushel to the farmer they pay only about 15c., which gives them an advantage of 8 to 10c. per bushel. As far as quality is concerned, the Canadian tomatoes compare very favorably with those from the United States; in fact, I do not think there is a

better tomato produced in the world. We in this country have our tin free, but, while in the United States tin is on the dutiable list, the packer gets a rebate of 99 per cent. when exporting.

"At any rate, the conditions in Great Britain and on this side of the Atlantic are not the same in regard to canned fruits and vegetables. They have not the variety that we have. Then they get fresh vegetables from the south of Europe almost all the year around. Corn, of course, they do not grow in Europe, and, consequently, they practically know nothing about it; that is, the average Englishman does not."

"What do you consider the greatest difficulty in the way of the development of the canned goods trade with Great Britain?"

"As far as gallon apples are concerned, there should be no difficulty in Canada holding her trade. As far as tomatoes are concerned, we do not seem to be able to get the farmers to grow them as cheaply as they do in the United States and in Italy. We are, therefore, not on an equal footing in this respect. Then we have heavier freight rates to pay. Our inland local rates are very much heavier than they are in the United States."

"I understand that you have been going to Great Britain almost every year since 1890. Do you notice much change in the condition of the canned goods trade there since you first went over?"

"I cannot say that I do. Canned tomatoes, you could always see in the retail stores there; but the trouble is they are not used by the great mass of the people as they are in this country. Then, as I have already pointed out, they get fresh tomatoes for a greater part of the year. These fresh tomatoes are worth 4d. to 1s. per lb., according to the season. In regard to canned fruits and jams, I might say that prices there are low indeed. For instance, I bought a three-pound jar of plum jam in glass at 6d., and Singapore pineapple at 10d. per 3-lb. tin, and it was very fine stock. This shows you how cheap canned fruits are sold over there. When it comes to canned peaches, pears and apricots they are all of Californian production, and although Canadian peaches are of a much better quality than the Californian article, they have at present no place in the English market."

Mr. Owens was of the opinion that the export trade in canned vegetables and fruits

could be developed more rapidly if the packers could be persuaded to work in unison.

CANNERS SHOULD SET PRICES FOR EXPORT.

By B. W. Fenton, of the Ontario Pure Food Co., Limited.

We do not know especially what could be done to increase export trade on canned fruits and vegetables in the Dominion, except that the canners would make more money if they would get together and set prices for export, particularly on gallon apples. As it is now, each little canner quotes independently to the different brokers abroad at low figures, and the result is many of them sell at very little above cost, whereas, by making a regular stated quotation on different brands and sticking to them, each party would get its usual run of the trade and a good deal more, for the reason that buyers on the other side would have more confidence in prices quoted and would buy more liberally.

We have sold our brands abroad for years, and have a reputation on them, and have always been able to sell all we can pack. Still, we are continually told about low prices quoted by some of our competitors.

As to canned fruits, you know California takes the lead on them, as they pack such fine looking fruit at a low cost and secure low steamer rates. Steamer rates, we believe, have been rather stiff the last few years and trade would be enhanced by a reduction in them, which would enable us to land the goods on the other side cheaper than we have been doing.

LOWER FREIGHT RATES OR A BONUS.

By Hugh Malcolmson, of The Kent Canning Co., Limited.

The canning business of Canada has reached such a point that, unless some safety-valve in the way of export business can be reached, it will be a very serious matter for many of those who are now engaged in the business. There would appear to be only two or three lines which find a market in Great Britain, and, of these, apples and tomatoes are the largest items. The Canadian exporter of canned tomatoes is confronted with two or three conditions which at present virtually preclude the possibility of any profit being made on the business. The heavy inland and ocean freight from Ontario points is a

very serious handicap which the exporters from the United States Atlantic ports have not got to contend with, and which in itself would be a profit on the business.

Then, on the British market, we enter into direct competition with Jersey and Italian-packed tomatoes, which, while not as fine a flavor as the Canadian product, have the advantage of being more cheaply packed, owing to climatic conditions.

It would seem to us that the first step of importance is to obtain lower export rates, and, if this cannot be obtained directly from the railroads, then the Government might step in and, by exerting their influence on the carriers, or by the granting of a bonus on goods exported, place our canners on an equal footing with their competitors from the United States. We do not see why the Government should not extend their help to the canning industries as well as to the dairying and fruit-shipping industries.

EXPORT TRADE IN CANNED FRUITS INJURED BY BRITISH TARIFF.

By The Simcoe Canning Co.

We thank you for giving us an opportunity of expressing ourselves in your enterprising paper in regard to our views as to the best means to adopt for the purpose of promoting trade in Canadian canned goods with the United Kingdom.

On consideration, we would state that geographically and otherwise there are so many difficulties in the way that we hesitate to attempt to commit ourselves in print to any theory on the subject. The Governments (both Federal and Provincial) appear to be doing everything in their power to encourage and assist exporters, but since the Imperial Government commenced charging an extra duty on fruits, canned in sugar or syrup, there does not appear to be much prospect of a profitable business in exporting those lines.

TRYING TO EXPORT PEAS AND CORN.

By The Aylmer Canning Co., Limited.

We are rather discouraged with trying to work up trade in the Old Country for certain lines of goods we pack. We have been trying for some time to get corn and peas introduced in that market. We have partly succeeded with peas, but are not very much encouraged with corn.

The Canadian Packers' Association have been thinking seriously of contributing and sending a first-class man over, with samples of the different lines we are packing in this country, but have not yet decided whether they will make a move in that direction, on account of the expense, which would be considerable. We think that is the only way to get goods introduced in that market.

The matter of asking the Government to contribute in some way has been talked of pretty freely by the packers.

A 5C. EXPORT BONUS URGED.

By W. H. Ferguson, of The Delhi Canning Co., Limited.

THE time has evidently arrived when an export market must be opened up if the canning industry of Canada is to expand any further, as the home markets are now over supplied. That the industry is an important one to Canada there can be no two opinions about, as it gives a home market for many products of the farm too perishable for shipment to markets at any great distance, and gives employment to a large number of people, many of whom are unfit for other more laborious callings, and it is as deserving of fostering care and help from the Government of the day as any other industry in Canada.

There is no question but that a large export trade could be done if the canners of Canada were put in a position to compete with other countries in the way of freight. Our inland rate of freight appears to be the great drawback to doing business. I am not in a position to say whether the railroads are giving us as low a rate of freight as they should or not. I find they make lower rates on wheat, flour, hay and some other lines which would seem to the writer less desirable freight than canned goods. It would seem to the writer that this is a field for the Government Railroad Commissioners to explore. In any event, if the Government would undertake to give a bonus of, say, 5c. per doz. on all canned goods exported, and, at the same time, appoint a commissioner to examine canned goods and allow nothing to go forward but strictly first quality, I have no hesitation in saying that the export trade in canned goods would be doubled in three years.

We find that London, Eng., is now buying Italian tomatoes at 3s. 4d. c.i.f. London, which would only net us, based on a 35c. rate of freight, 66c. per doz. From this, broker's commission, insurance and exchange and other incidentals must be deducted, which would bring the price considerably less than our net cost, and this has been about the condition of affairs ever since we have been investigating the export markets.

ORGANIZATION THE REMEDY.

By Anonymous

In a general way, with regard to working up an export trade, I do not believe that this will be possible until the canners are organized as one body. Individually they will never succeed. Of course, I have strong views on the question of working up an export trade, but it would only be the opinion of one person.

EDUCATE THE BRITISH PUBLIC.

By S. P. Hagerman, of The Bellville Canning Co.

We think that owing to the English prejudice to Canadian canned goods there can be but little accomplished until our

goods are distributed and tested throughout the Old Country.

We feel confident that when once this is accomplished, and the merits of our canned goods established, the growth of export trade will be rapid, when once the people are educated as to the quality of our goods.

We trust that the day is not far distant when the Canadian canners will acquire their share of the Old Country trade.

ASPARAGUS HIGHEST FOR YEARS.

Advices from Stockton, Cal., state that the local market shows the highest price for asparagus in years, this being the result of manipulations by the cannery managements at and near Bouldin Island. Last season growers received \$1 to \$1.25 a box for their grass, but now they are securing \$2 to \$2.50, and cannot begin to supply the demand. In trying to secure the material prices were run up. — California Fruit Grower.

CANNED GOODS PACK OF NEW JERSEY.

A REPORT has been issued by the United States Bureau of Statistics, dealing with the canned goods industry of New Jersey. Some reference to this report will no doubt interest many readers of THE CANADIAN GROCER. The report covers the year ending October 31, 1901. The total amount of capital invested in the industry in the 48 factories enumerated is \$897,104. The total number of persons employed is 6,428, of whom 4,033 are females and 2,395 males. The total amount of wages paid was \$286,832, and the selling value of the canned products for the year \$1,480,751. Thirty-two establishments, or 66% per cent. of the total number, report having worked from 11 to 60 days during the season; the average of each of these being 37 days, which, considering the perishable nature of the goods handled, may be accepted as a fair average for the entire industry.

Of fruits there were packed 400 doz. of 3-lb. cans of apples, 1,311 doz. No. 2 cans of blackberries and 900 doz. gallon cans of blackberries, only 20 No. 2 cans of raspberries and 1,170 doz. gallon cans of raspberries, 50 doz. gallon cans of gooseberries, 64,845 doz. No. 2 cans of strawberries, 32,785 doz. gallon cans of strawberries, 100,000 doz. No. 2 cans of cherries, 406 doz. gallon cans of cherries, 50 doz. gallon currants, 50 doz. No. 3 peaches, 400 doz. No. 2 peaches, 400 doz. No. 3 pineapple, 20 doz. No. 2 pineapple, 20,604 doz. No. 3 pears, 8,142 doz. No. 2 pears, 5 doz. No. 3 plums and 100 doz. gallon plums, 50 doz. gallon currants and 600 doz. gallon rhubarb.

More tomatoes than anything else in the way of vegetables are, of course, packed in New Jersey. Of No. 3 cans, 1,624,291 doz. were packed; of No. 2 cans, 33,300 doz., and of gal. cans, 214,814 doz. The pack of corn was but 100 doz. Lima beans, 104,

Delbi Fruit and Vegetable Canning Co., Limited

ESTABLISHED 1878.



Head Office, **DELHI, Ont.**

Packers and Preservers of _____

**HIGH-GRADE FRUITS
VEGETABLES
JAMS, JELLIES, CATSUP
CHICKEN, DUCK and TURKEY**

Under the well-known

“Maple Leaf” and “Epicure” brands.

These trade marks are consumers' guarantee that every
can bearing either label is strictly first quality.

FACTORIES AT DELHI and NIAGARA-ON-THE-LAKE.

549 doz. of No. 2, 300 doz. of No. 3, and 1,200 doz. of gal. Of green peas the pack was 157,904 doz. of No. 2 cans.

According to The Trade, Baltimore, Md., there are quite a number of canneries in New Jersey that are not mentioned in the report.

QUALITY IN CANNED GOODS.

If there is any one line of food products whose success depends upon quality it is canned goods. The Belleville Canning Co., of Belleville, Ont., recognize this. The result is that the products of their factory have a high reputation. And where the "Queen" brand goods are to be found quality is assured. Their jams and jellies are equal to those of British manufacture. In packing peas no coloring is used by the company. Dependence is wholly placed on the excellent peas, for which that part of Canada is peculiarly adapted, and on the skill in the canning process. The result is excellent quality and high reputation. The company also make a specialty of boneless chicken, turkey, duck, chicken soup, gallon apples, fruits, fruit pulps, tomato pulp, tomato catsup in glass or tin. Attention is drawn to the company's advertisement on page 9 for further information.

WHAT ENTERPRISE DID.

The Delhi Canning & Preserving Co., Limited, of Delhi, Ont., recently sent several samples of their goods to a firm in London, England. The latter was so pleased with them that it wrote congratulating the firm upon the quality of its goods, while enclosed in the letter was a substantial order.

This shows what enterprise will do, especially when there are goods of quality upon which to base it.

ORIGIN OF FINNAN-HADDIE.

A DISCUSSION on the merits of food fishes among a party of men, and the difference between the flavor of the Scotch and American finnan-haddie, brought out an exclamation from our friend Duncan Bissett, as fine a specimen of Americanized Scottish Highlander as you can find. "Mon! Mon!" he exclaimed, "but do you know how the Findon-haddie happened to be?" We admitted our ignorance. "Many years ago, at a seaport town on the English Channel, Port Lethen, a fire occurred in one of the fish-curing houses and partially burned the end of the structure, which was piled full of lightly-salted, freshly-caught haddock, which were lying on beds of dry kelp.

"After the flames were extinguished and the charred top and side of one of the piles of fish were removed, the maister pulled out one of the slightly smoked haddock, still warm from the heat. He smelt it, while the curious group of his men around him watched his every move; he tore off a piece of the fish, and tasting it, took another bit, sagely nodded his head, and passed it over to the foreman, Sandy, saying: 'Taste you it Sandy! It is nae so nasty.' This proved to be a great day in Port Lethen, for every fisherman in town, had a haddie given him free of cost, that had been cured by the smoke from the burning kelp, and from that time until the present, no one in Port Lethen or the greater fishing village a mile away, Findon, ever cured a haddock except by smoking them over the burning seaweed.

"The cleverness of the Findon fish dealers in being first to put this new cured haddie on the market, won for them the glory of the trade name 'Findon-haddie'; which

was abbreviated later on into finnan-haddie."—Trade Press List.

POISONING FROM CANNED GOODS.

People who are particular regarding the freshness of food that has not been preserved will sometimes act very foolishly with canned goods that have been opened, says Merchants' Review. They act as though the canned food had lost the power of decaying, and, as a consequence, a number of so-called poisoning accidents are reported. Thus a case is mentioned in The West Coast Trade, as follows:

"Another instance where a young man, born in this city of good parents, was in the habit of buying occasionally canned salmon for his lunch. One day I found a half-full can and said to him, 'Why don't you throw your leaving away and not leave it here to smell the place?' He replied, 'I want that for lunch to-morrow.' When I told him the danger he ran he at first wouldn't believe me. He had never heard of ptomaine poisoning, and said that his mother always kept canned goods in the original cans until used."

It is a common occurrence, the leaving of canned food in the cans after they have been opened, but the very people who do that would never think of exposing fresh salmon or fresh meat in the same manner. Then, when the expected happens (unexpected of course to the victim), a great hullaballo is made in the papers and the grocer is condemned for selling food unfit to eat. Sometimes one person suffers, sometimes several; sometimes the papers make a big story of the incident, sometimes a medium story; but whichever or whatever is the outcome, the grocer is always condemned.

The Sardine Industry in Relation to the Canadian Herring Fisheries.

POSSIBLE EFFECT OF THE ONE UPON THE OTHER.

FOR some years the Canadian Department of Marine and Fisheries have been giving consideration as to the effect of the sardine industry of New Brunswick on the herring fisheries. It appears that there are on the New Brunswick shores between 700 and 800 sardine weirs or brush traps. And it is alleged by the fishermen that these weirs have caused a serious decrease in the supply of full-grown herring. Indeed, it is said that certain schools, which provided important fisheries in former years have totally disappeared.

VIEWS OF PROFESSOR PRINCE.

In 1895 Professor Prince, Dominion Commissioner of Fisheries, in a report dealing with the matter said:

"It is doubtful whether any fishery can withstand for long so serious a drain upon

immature individuals. No doubt the hardy nature of the herring's eggs and fry help to keep up the numbers; but other species of fish in the sea would succumb were specimens that had never spawned captured in such vast quantities. Allefforts to diminish the supply of herring here, as in Great Britain, have had apparently little effect. Some authorities have explained the non-appearance of the large winter herring in the Bay of Fundy, as for example in 1891, by the continued destruction of small fish for sardine purposes. The run of sardines also has shown at times a very marked diminution, but not more than may be attributed to the ordinary fluctuations of such a fishery. Indeed, it is a striking fact that in the years 1890-91 these small fishes were more abundant than they had been for 20 years previously.

"It cannot, therefore, be said that the

capture annually of vast quantities of immature fish has had any serious effects. The possibility is suggested that a considerable proportion of these small fishes may belong to other clupeoids, though this is contrary to the common opinion of those engaged in the sardine industry.

"It is still an open question, therefore, whether this destruction, on a large and increasing scale is or is not calculated ultimately to endanger the supply of large herring. If schools of young are killed off before they have reached the spawning age, the general catch of the future must ere long be affected."

In a supplement to the Marine and Fisheries Departments report just issued, there is another contribution to the subject from B. Arthur Bensley, B.A., late fellow in biology, University of Toronto, and of the

The Simcoe Canning Co.

SIMCOE, ONTARIO, CANADA.

The Largest Packers and Exporters in the Dominion of Canada.

CANNED VEGETABLES, FRUITS, MEATS, JAMS, JELLIES, PULPS, EVAPORATED APPLES, SOUPS, PICKLES, CATSUPS, SAUERKRAUTS, ETC., ETC.

All our goods are warranted as to quality.

The following is a partial list of our products:

Canned Vegetables.

2's English Garden Peas.
2's Sweet Wrinkled Peas, sifted.
2's Early June Peas, extra sifted.
2's Fine French Peas, extra sifted.
1's Petite Pois (Fine French Peas).
2's Wax Beans, "Golden."
2's Wax Beans, "Crystal."
2's Wax Beans, "Refugee."
2's Sweet Corn, "Lynnvalley."
2's Sweet Corn, "Country Gentleman"
3's Tomatoes, "Lynnvalley."
Gals. Tomatoes (½ doz. in case).
3's Pumpkin, "Golden."
Gals. Pumpkin (½ doz. in case).
2's Asparagus, "Tips."
3's Asparagus, "Cuttings."
2's Finest Sugar Beets, sliced.
3's Finest Sugar Beets, whole.
3's Select Table Cabbage.
2's " " Carrots.
3's " " Carrots.
2's " " Parsnips.
3's " " Parsnips.
2's " " Spinach.
3's " " Spinach.
3's " " Onions.
3's " " Turnips.
2's " " Cauliflower.
3's " " Cauliflower.
3's Hubbard Squash.

Sauerkraut.

1½'s cans (with sausages).
3's " "
In bulk (kegs or barrels).

Baked Beans.

1's Boston Baked Beans.
1½'s " " "
3's " " "
1's Baked Beans, with Tomato Sauce.
2's " " "
2's Red Kidney Beans.

Catsups.

2's Tomato Catsup.
Gals. " " ½ doz. in case.
½ pts. " " in glass.
Pints " " "
Quarts " " "

Canned Fruits Preserved.

2's Strawberries.
2's Red Raspberries.
2's Black Raspberries.
2's Lawton Blackberries.
2's Red Currants.
2's Black Currants.
2's Gooseberries.
2's Huckleberries.
2's Canadian Cherries, pitted or not pitted.
2's English Cherries, pitted or not pitted.
2's White Wax Cherries, pitted or not pitted.

Canned Fruits in Heavy Syrup.

2's Flemish Pears.
2½'s " "
3's " "
2's Bartlett Pears.
2½'s " "
3's " "
2's Damson Plums.
2½'s " "
3's " "
2's Lombard Plums.
2½'s " "
3's " "
2's Greengage Plums.
2½'s " "
3's " "
2½'s Egg Plums, Blue.
3's " "
2½'s Egg Plums, Yellow.
3's " "
2's White Peaches.
2½'s " "
3's " "
1½'s Yellow Peaches, (Flats).
2's " "
2½'s " "
3's " "
3's " (Whole).
2's Pineapples, Sliced.
2's " Grated.
3's Apple Butter.
3's Preserved Apples.
2½'s " Grapes.
3's " Rhubarb.

Standard Goods.

3's Apples.
Gals. Apples, ½ doz. in case.
" Strawberries, " "
" Red Raspberries, " "
Gals. Black Raspberries, ½ doz. in case.
" Lawtonberries, " "
" Gooseberries, " "
" Huckleberries, " "
" Red Currants, " "
" Black Currants, " "
" Peas, " "
" Plums, Lombards and Damsons, ½ doz. in case.
" Plums, Greengages, " "
" Peaches, " "
" Rhubarb, " "
" Grapes, " "
" Assorted Pie Fruits "

Solid Pack Goods.

Gals. Strawberries, ½ doz. in case.
" Red Raspberries, " "
" Red Currants, " "
" Black Currants, " "

Fine Fruits in Glass.

Strawberries.
Red Raspberries.
Black Raspberries.
Lawton Blackberries.
Red Currants.
Black Currants.
Gooseberries.
Canadian Cherries.
English Cherries.
White Wax Cherries.
Bartlett Pears.

Fine Fruits in Glass—Continued.

Damson Plums.
Lombard Plums.
Greengage Plums.
Egg Plums, Blue.
Egg Plums, Yellow.
White Peaches.
Yellow Peaches.
Pineapple, sliced.
Pineapple, grated.
Preserved Apples.
Rhubarb.

Pure Jams.

In glass, tin or wood.

Red Raspberry.
Strawberry.
Gooseberry.
Red Currant.
Black Currant.
Plum.
Peach, etc., etc.

Pure Jellies.

In glass, tin or wood.

Red Currants.
Black Currants.
Raspberry.
Strawberry.
Lemon.
Orange.
Apple.
Pineapple, etc., etc.

Peach Butter.

In glass jars, tin or wood.

Fruit Pulps in Barrels.

Red Raspberry.
Strawberry.
Gooseberry.
Red Currant.
Black Currant.
Plum.
Peach.
Tomato.
Apple Jelly, not sweetened.

Canned Meats.

In round K.O. cans.

1's Boneless Chicken.
1½'s Roast Chicken, not boned.
1's Boneless Turkey.
1½'s Roast Turkey, not boned.
1's Boneless Duck.
1½'s Roast Duck, not boned.
1's Boneless Goose.
1½'s Roast Goose, not boned.
1½'s Roast Goose, not boned, with Tomato Sauce.
1½'s Boneless Pig's Feet.
1½'s Lamb's Tongue.
1's Lamb's Tongue.
3½'s Whole Ox Tongue (1 doz. in case).

Compressed Corned Beef.

In 1's square tapered K. O. cans.
" 2's " " "
" 6's " " "
" 14's " " "

Roast or Boiled Beef.

In 2's round cans.
" 6's " "

Canned Soups.

2's Chicken Soup, "Concentrated."
3's Tomato Soup.

English Mince Meat.

In glass jars.

In 1-lb., 2-lb., 3-lb. and 6-lb. cans.
In 5-lb., 7-lb., 14-lb. and 30-lb. pails.
In kegs or barrels.

English Plum Pudding.

In 1-lb., 2-lb. and 6-lb. cans.

Evaporated Fruits.

In 12½-lb., 25-lb. and 50-lb. boxes.
Apples.
Peaches.
Pears.
Plums.
Cherries.
Red Currants.
Black Currants.
Lawtonberries.
Red Raspberries.
Black Raspberries.

Evaporated Vegetables.

In 2½-lb., 25-lb. and 50-lb. boxes.
Beets.
Cabbage.
Carrots.
Cauliflower.
Celery.
Sweet Corn.
Horseradish.
Onions.
Parsnips.
Sweet Peas.
Potatoes.
Pumpkin.
Tomatoes.
Turnips.

Sundries.

Barrelled apples, handpicked, fall and winter.
Dried Apples in barrels (Farmers).
Apple Waste (Evaporated).
Apple Chop (Evaporated).
White Beans, in sacks or barrels.
Honey Extracted, in bulk.
" " in 60-lb.
" " in 1-lb. glass jars.

Pickles.

White Onions in Square and Octagon glass bottles.

Mixed Pickles.

In Square, Round, and Octagon glass bottles.

Mixed Pickles.

In 1-gal., 2-gal., 3-gal., 5-gal., and 10-gal. pails. ½-bbls and bbls.

Chow Chow.

In all above sizes.

OUR FACTORIES ARE LOCATED AT SIMCOE, HAMILTON, ST. CATHARINES, PORT ROWAN, TILLSONBURG, PROVINCE OF ONTARIO; AND MONTREAL, PROVINCE OF QUEBEC—IN THE HEART OF THE BEST FRUIT AND VEGETABLE GROWING DISTRICTS OF THE DOMINION OF CANADA.

Columbia University, New York. In this report, Mr. Bensley, in part, says :

CANADIAN FISH FOR MAINE SARDINE FACTORIES.

"The matter is one of great importance, as, on the one hand, the so-called 'sardine' fishermen, who form a considerable body on the Charlotte county shores, derive a large part of their income from the weir returns, and, it may be added, the United States sardine industry centred at Eastport and Lubeck, in the State of Maine, but also carried on at Millbridge, Jonesport and Machiasport, depends largely upon supplies of fish from the Canadian fishermen. As Professor Prince says: 'The United States canneries could not carry on their operations for a single day but for the ample supplies of fish obtained from our waters, and the sardine industry, so far as our fishermen are concerned, is confined to the capture of the fresh fish and their disposal to the Maine canneries. At least 95 per cent. of the so-called United States sardines are caught by our fishermen on Canadian shores, and these are, for the most part, packed in Eastport, Lubeck and other small towns in the State of Maine.'

"Of such importance is the supply of these small fishes that a large proportion of the population on the Maine coast, as well as the body of Canadian fishermen who pursue their calling amongst the islands of the Bay of Fundy and neighboring waters, may be said to be largely dependent upon the sardine industry. A failure in the supply of these fish

WOULD MEAN DISASTER

to those engaged in cleaning, curing and packing, and who have capital invested in the canneries, and would, without doubt, seriously affect the Canadian fishermen who find lucrative employment in the capture of the sardines. That the small fish known as sardines in these waters were abundant on the shores of Charlotte county, N.B., was long known to our fishermen, but their value was not appreciated, and the only use to which they were turned was that of conversion into manure for the purpose of fertilizing the land.

"On the other hand, a considerable number of New Brunswick and Nova Scotian fishermen claim that they have suffered injury from the alleged capture of small fish, and, as the matter had never been systematically looked into, it was my object to examine as far as possible the catches from certain weirs, and to ascertain what species of fish were really captured for the purpose of the sardine canning industry.

"With this end in view, it was desirable to ascertain, in the first place, the character of the fish used as sardines; and, in the second, the extent to which these and other clupeoid fish are affected by the operation of the brush weirs. Accordingly, samples of the catch were obtained from fishermen in charge of the weirs, at different times during the month of August and under

different conditions. All of the fish examined were taken from weirs in the immediate vicinity of the Canadian Marine Station then located at St. Andrews, N.B."

Mr. Bensley furnishes several tables with his reports, showing the results of his examination of the weirs. It is not, however, necessary to go into the details of these, the following from the continuation of the report being sufficient to give the readers of THE CANADIAN GROCER an idea of their import:

YOUNG HERRING IN BRUSH WEIRS.

"It is apparent from the above facts, limited though they undoubtedly were, that the bulk of the catch of the brush weirs consist of the 5 to 7-inch young of the common herring (*Clupea harengus*), and that these provide the material for the sardine industry. The young of other clupeoid fishes do not appear to be affected, if one may judge by the average selections sent to the Biological Station, by the operation of the weirs, and the adults of all only slightly. Further study is necessary, however, before a final decision could be finally rendered on this point, as there may be a variation in different seasons. A more lengthy investigation extending over several seasons would be more conclusive. As noticed above, all the specimens examined were taken in the immediate vicinity of St. Andrews and during the month of August alone, and it may be possible, therefore, that the character of the catch may vary considerably at different points on the coast and at different periods of the sardine season. It is clear, in the case of the common herring, that the removal of such enormous numbers of the young in the sardine industry must be a very considerable drain on the supply however rapid the rate of increase may be. Whether this is the essential factor in the decline of the herring fishery alleged to have occurred in certain parts of the Bay of Fundy must remain doubtful, however, until adequate causes of decline can be assigned in the case of other clupeoid fishes.

"An impression is stated to have, at one time, prevailed that the small fish used as sardines are not the young of any larger species, but a diminutive kind of herring, which never exceeds a size of 9 or 10 inches.

"The true sardine has, of course, never yet been recorded on our Atlantic coast, the so-called sardine in Florida being really an Atherine or kind of 'Silversides' scientifically known as *Atherina stipes* (laticeps). On the Pacific coast, moreover, a small clupeoid occurs, viz.: *Clupanodon caruleus*, Girard, usually known as the Californian sardine. The anchovy (*Engraulis mordax*, Girard) also occurs and is canned in the United States under the name of sardine; but in British Columbia neither of these fishes has been turned to commercial account.

SARDINE INDUSTRY IN MAINE.

"The growth of the Maine sardine industry has been remarkable especially in

view of the fact that the major part of the raw material comes from our Canadian waters. From 1875 to 1880 it is stated that there were only five sardine canneries in Maine; but in 1880 the number rose to 18. In 1886 27 more establishments began operations. This number (45) fell in 1889 to 37; but in 1892 increased to 46, while in 1898 there was no less than 62 of these canneries putting up so-called sardines. The value in 1898 was \$2,727,781, and in 1899 The New York Fishing Gazette estimated it to be not less than \$3,000,000, the factories being chiefly confined to the towns of Eastport and Lubeck, which practically maintain their existence as flourishing business centres through this one industry."

A NEW PROCESS OF PRESERVING BUTTER.

The researches of Fehling have established the fact that gum-arabic and its concentrated solutions are not fermentable. Emile de Meulemeester, Brussels, Belgium, has found by numerous experiments that, by mixing powdered gum-arabic with butter in the requisite proportions for absorbing the water, the butter can be kept for a long period without becoming rancid. If a small quantity of salt be added the butter will preserve its aroma. This method of procedure is objectionable because it requires too large a proportion of gum-arabic and because the gum should be free from impurities.

It is difficult to procure pure gum in large quantities, and its price would speedily become prohibitive if the consumption were large. In order to obviate these disadvantages M. de Meulemeester proceeds in the following manner: Raw gum-arabic is dissolved in water and the solution filtered to remove the impurities. The filtered solution is then mixed with the butter and the excess of liquid contained in the mixture is finally extracted.

COFFEE CROP OF NICARAGUA.

United States Consul C. Donaldson reports from Managua, March 25, 1902, that the crop of coffee now nearly gathered is the largest ever produced in Nicaragua. The greatest increase has been made in the Department of Matagalpa, where many planters from the United States have recently settled, whose young plantations are just beginning to bear a full crop. It is calculated that they will have about 50,000 sacks, which is over double the production of last year in that Department. The older plantations in the Department of Managua, Carazo, and Granada, adds the consul, are also giving a large crop, and it is estimated that, altogether, the whole country will produce about 300,000 sacks, equal to 30,000,000 pounds, valued at about \$3,000,000.

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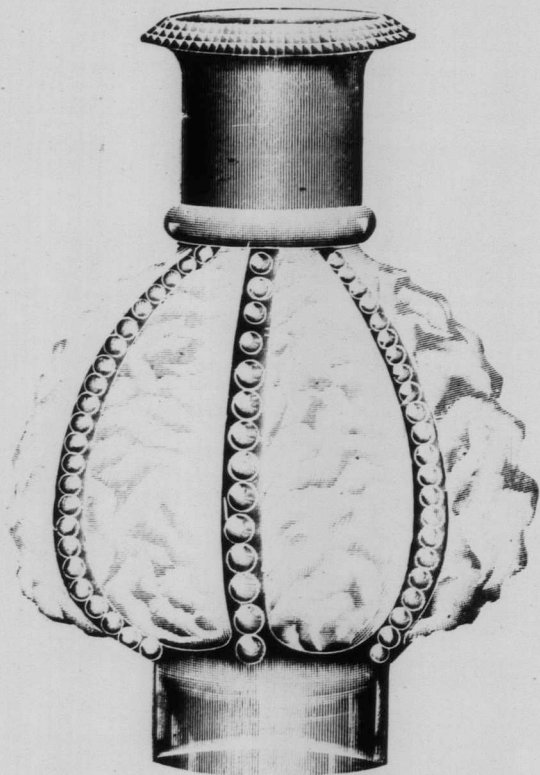
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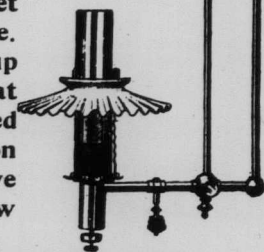
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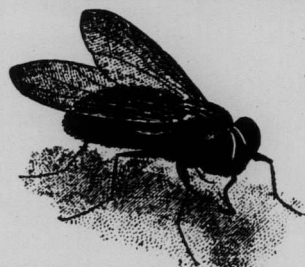
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V.S.O.P., pints 24s.	13 00
V.S.O.P., 1/2 " 48s.	14 00
V.S.O.P., 1/15 bottles 180s.	20 00
V.S.O., quarts 12s.	10 00
V.S.O., 1/15 bottles 130.	18 00
V.O., quarts 12s.	8 50
V.O., pints 24s.	9 50
V.O., 1/2 " 48s.	10 50
V.O., 1/15 bottles 180s.	14 00
V.O., decanters 12s.	10 50
V.O., " pints 20s.	13 50

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Quarts 12s.	\$ 7 00
1/2 bottles 24s.	8 00
1/4 " 48s.	9 00
Flasks 24s.	8 00
1/2 " 48s.	9 00
1/15 bottles 130s.	13 00

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Quarts 12s.	\$ 6 00
1/2 bottles 24s.	7 00
1/4 " 48s.	8 00
Flasks 24s.	7 00
1/2 " 48s.	8 00
1/15 bottles 180s.	12 50

COGNAC in casks—PH. RICHARD

	Galls.	1/2 Octaves	Octaves	Barrels	Hhds.
Couturier	\$4 50	\$3 95	\$3 85	\$3 80	
Richard V.S.O.P.	5 50	5 35	5 25		
V.O. premium	4 25	4 10	4 00	3 90	3 80
" Fine Champagne		6 00	5 90		

GIN POLLEN & ZOON in cases

Red 15s.	\$10 00
	5 00

MITCHELL BROS., LIMITED—SCOTCH

Heather Dew Ord. quarts 12s.	\$ 7 00	1 c/s	\$ 6 75
" " Stone jar imp. 12s.	12 50		12 25
" " Oval flasks quarts 12s.	11 25		11 00
Special Reserve oval pts. 24s.	11 75		11 50
" " Ord. quarts 12s.	9 00		8 75
" " 1/2 bottles pts 24s.	10 00		9 75
Extra Special Liqueur, facon 12s.	9 50		9 25
" " Ord. bottles 12s.	9 50		9 25
Heather Dew flasks 48s.	12 00		
" " 1/2 " 60s.	9 00		
Mullmore Imp. Oval quarts flasks 12s.	10 00		9 75
" flasks Imp. pts. 24s.	10 50		
" " Ord. pts. 24s.	7 75		

SCOTCH WHISKEY in cases

	Galls.	1/2 Octaves 9 galls.	Octaves 17 galls.	Barrels 40 galls.	Hhds. 60 galls.
Special Reserve	\$4 50	\$4 25	\$4 15	\$3 90	
Heather Dew A.	4 00	3 85	3 75	3 65	
Extra Special Liqueur.	5 00	4 90	4 80	4 75	
" " " "B"		3 50			

CHAMPAGNE in cases

Duke of Pierland quarts 12s.	\$14 00
" " pints 24s.	15 00
Cardinal quarts 12s.	12 50
" " pints 24s.	13 50
Vve Amiot Carte D'Or quarts 12s.	16 00
" " " pints 24s.	17 10
" " Silver quarts 12s.	10 50
" " " pints 24s.	11 50

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Blandy's Madeira Wine in cases.	
Very Superior quarts 12s.	\$ 8 50
Special Selected quarts 12s.	10 00
London Particular " 12s.	13 00

BLANDY'S MALAGA in cases

Pale Sweet Blue Label quarts 12s.	\$ 7 50
" " White " 12s.	10 00

Couturier	\$4 50	\$3 95	\$3 85	\$3 80
Richard V.S.O.P.	5 50	5 35	5 25	
V.O. premium	+ 25	+ 10	+ 00	3 90 3 80
" Fine Champagne	6 00	5 90		

Blandy's Madeira wine in cases	
Very Superior quarts 12s.	\$ 8 50
Special Selected quarts 12s.	10 00
London Particular " 12s.	13 00

GIN POLLEN & ZOON in cases

Red 15s.	\$10 00
Green 12s.	5 00
Pony 12s.	2 50

GIN POLLEN & ZOON in casks

	Galls.	½ Octaves	Octaves	Barrels	Hhds.
Gin P. & Z.	\$3 15	\$3 05	\$3 05	\$3 00	\$2 95

IRISH in cases—MITCHELL BROS., LIMITED

Cruiskeen Lawn Stone jar 12s.	\$12 50
Old Irish Flask Imp. quarts 12s.	11 25
" " Special quarts 12s.	9 00
" " Imp. pints 24s.	11 75
" " round bottles quarts 12s.	6 50
" " " pints 24s.	8 00
" " Flasks 48s.	12 00
" " ½ " 60s.	9 00

MITCHELL'S IRISH WHISKEY in casks

	Galls.	½ Octaves	Octaves
Mitchell "A"	\$4 00	\$3 90	\$3 75
" "B"	3 50		
" "C"	3 00		

MITCHELL'S SCOTCH WHISKEY in cases

Mulmore ½ Flasks Ord. 48s.	\$9 00	\$8 75
" Ord. quarts 12s.	6 50	
" " pints 24s.	7 50	7 25

BLANDY'S MALAGA in cases

Pale Sweet Blue Label quarts 12s.	7 50
" " White " " 12s.	10 00

BLANDY'S SHERRY in cases

Manzanilla quarts 12s.	\$ 8 50
Amorosa quarts 12s.	11 00

BLANDY'S PORT WINE in cases

Good Fruity quarts 12s.	\$ 7 50
Invalid Special quarts 12s.	12 00

BLANDY'S WINE in flasks

	Galls.	Octaves
Made No. ½	\$3 50	\$3 00
" No. ¾	4 50	4 00
Malaga Pale Sweet	3 00	2 75

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(25 " 1 lb.)	34c. "
No. 1 c/s 50 lbs., in canisters of 5 lbs.	35c. "
No. 2 c/s 50 lbs. (50 packages ½ lb.)	29c. "
(25 " 1 lb.)	28c. "
No. 2 c/s 50 lbs., in canisters of 5 lbs.	29c. "
No. 3 c/s 50 lbs. (50 packages ½ lb.)	23c. "
(25 " 1 lb.)	22c. "
No. 3 c/s 50 lbs., in canisters of 5 lbs.	23c. "
Green Ceylon No. 1 (50 packages ½ lb.)	35c. "
(25 " 1 lb.)	34c. "
Green Ceylon No. 2 (50 packages ½ lb.)	29c. "
(25 " 1 lb.)	28c. "

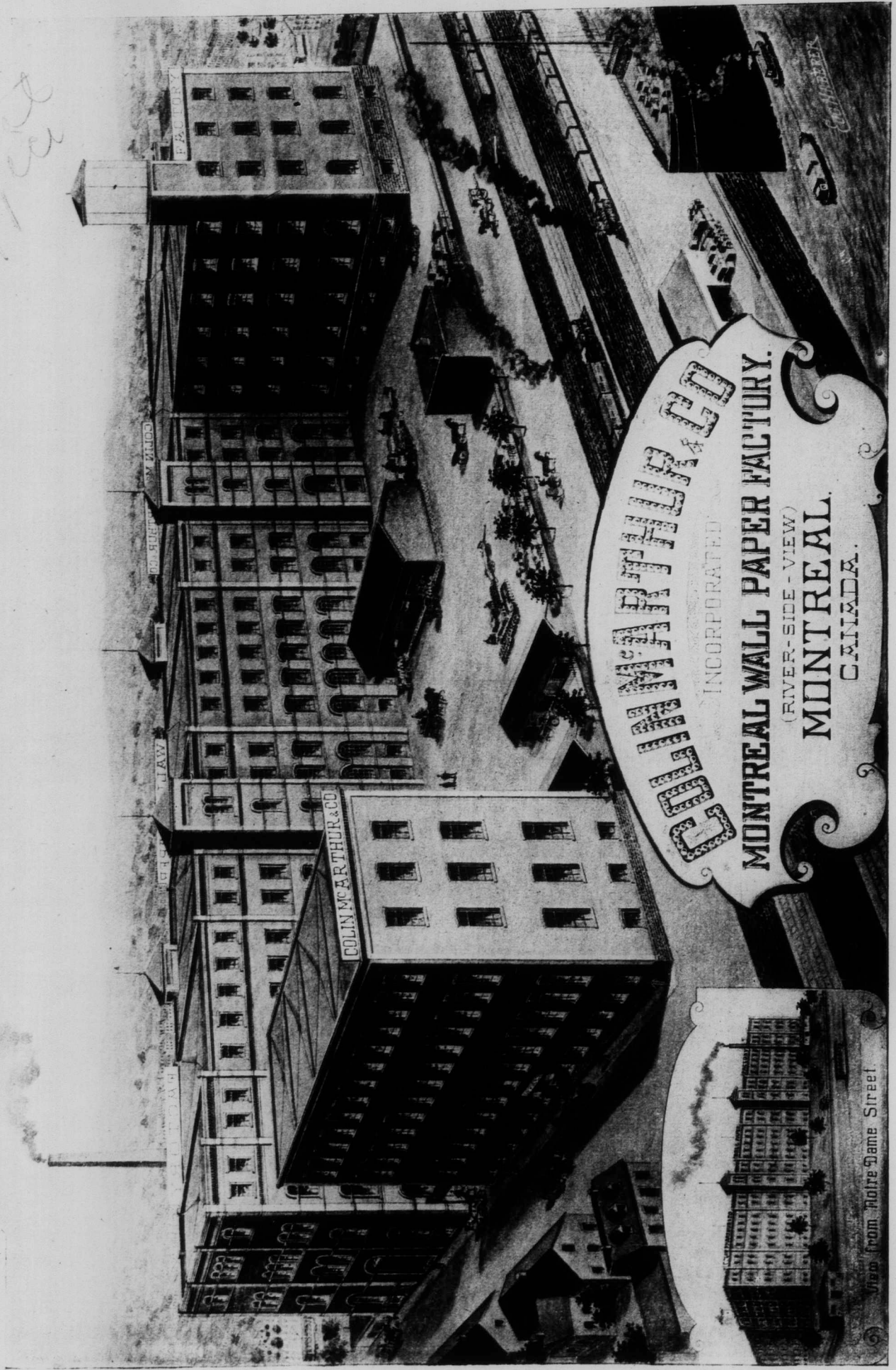
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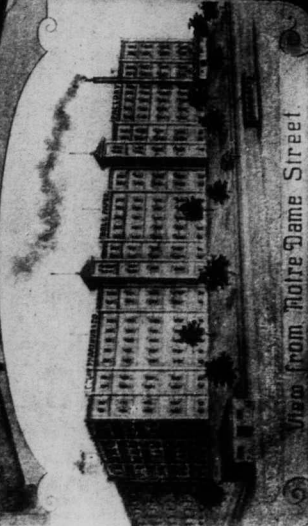
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Elevator Storage Capacity in the West.

Its Present Condition and What Is Being Done
to Improve It.

TOURISTS from Eastern Canada and the Old World frequently complain of the ugliness of the tall, narrow, almost windowless buildings, sheeted with iron and painted a dull red, that are found at every station, however small, and often at bare sidings throughout the West. They are ugly, sure enough, and yet these buildings are the arsenals of the West. Here is stored that wonderful ammunition (No. 1 hard) with which she is fighting her battle for supremacy in the bread markets of the world.

The system of elevator storage is one that has been developed by the necessities of a new country, and, though looked upon by the people of the West as an everyday matter, is really a very wonderful system and one that permits of the cultivation of an enormous acreage by comparatively few men. Last season Manitoba and the Northwest Territories beat the world's record for the quantity of grain raised in proportion to the farming population, the total amount of wheat and other grains being close on 80,000,000 of bushels.

It would have been quite impossible for the individual farmer to store safely anything like his share of this great yield; in fact, the building of large barns and storehouses is not looked upon with favor in the West, where labor is high and building material expensive. The plan is to thresh in the open as soon after harvest as possible and send the grain to the nearest elevator, either for sale or storage. As a rule the wheat that pays the best is that which is sold as soon as threshed, and gets to the terminal elevators of the great lakes in time for transshipment before the close of navigation of the season in which it is grown. But as the amount of wheat raised is increasing greatly every year, it is quite impossible to get all of the crop out between harvest and the freezing of the waterways, and hence the need of good elevator storage, sufficient in capacity to insure the safe carrying of the grain on hand through the winter. Another factor in the situation which has to be reckoned with is an apparent change of climate in the West. Formerly Westerners were accustomed to weeks of dry, clear, sunshiny weather, in which any kind of stacking or storing was sufficient, but within the last few years climatic conditions have changed materially, due, no doubt, to the very large area of the soil which has been broken up. Whatever the cause the fact remains that a great deal of rain has fallen during the latter part of, or immediately after, the harvest of the past two or three years, making the delay in threshing

very considerable and consequently lessening the proportion of the crop which it is possible to get to the lakes before navigation closes. Last year was the most striking example of this, and one that will not soon be forgotten. The crop was enormous, far beyond the expectations of the most sanguine at the beginning of the season. It was a crop hard to handle, owing to the height and weight of the straw, and under the most favorable conditions it would not have been possible to get it out of the country between the close of harvest and the close of navigation, but in addition there was a delay of over three weeks of wet weather just when every threshing machine in the country should have been in full swing. When this period was passed the situation was further complicated by the shortage of cars to get the grain moving, and altogether the West learned that she was not fully equipped to handle what she was able to produce, and all through the past winter and spring plans have been laid by the farmer, individually, by the elevator companies and railroads, as far as possible, never to be caught in the same predicament again.

The elevator storage of the West is mainly owned by companies. Among these are The Winnipeg Elevator Co., The Dominion Elevator Co., The Northern Elevator Co., The Western Elevator Co., The Ogilvie Milling Co., The Lake of the Woods Milling Co., The Canadian Pacific and Canadian Northern Railway Cos. In addition to these there are quite a number of farmers' elevator companies, which own from one to two small elevators, and a few are matters of private enterprise and speculation.

At the present time, the elevator storage of Manitoba is 425 elevators and 69 flat warehouses, with a total storage capacity 12,179,000 bushels, and for the Northwest Territories 111 elevators and 18 flat warehouses with a capacity of 3,214,000 bushels, making a total storage capacity of 15,393,000 bushels. In addition to these elevators there are, at Fort William, three terminal elevators owned by the C. P. R., with a capacity of 5,500,000 bushels, and, at Port Arthur, the Canadian Northern elevator, with a capacity of 1,250,000 bushels, and King's elevator, with a capacity of 350,000 bushels, or terminal capacity at the head of the lakes of 7,100,000 bushels, making it possible to safely store over winter 22,493,000 bushels of grain.

The system of elevator storage is controlled, in a great measure, by the Government. When it was first established it was largely under the control of the C. P. R., and

they forbade the erection of flat warehouses. A few years ago, the complaints as to this and the unsatisfactory running of elevators were so numerous that a Royal Commission was appointed to inquire into the whole matter, and, following this, an elevator commissioner was appointed who has his head office at Winnipeg. It is his business to "keep tab" on the whole situation and see that the Acts governing these matters are duly enforced. Since the appointing of this official the charges with reference to mixing grades, holding of shipments and the like have largely subsided. The size of elevators and flat warehouses is under strict control, and no elevator is allowed to be erected under 25,000 bushels capacity. The building of flat warehouses is permitted, but is not encouraged. It is never likely to be done extensively, as the farmers realize that the time occupied in loading a car from a flat warehouse is too long to be profitable.

Very extensive additions to elevator storage are planned for this season, and already many gangs are at work on new elevators. The new buildings are being erected at new stations, more particularly along new lines of railway, and, in some instances, elevators are being added at old stations. So far as can be learned at this date the following additional elevators will be erected:

Ogilvie Milling Co., 20, with average capacity of 30,000 bushels.

Lake of the Woods Milling Co., 15, with average capacity of 30,000 bushels.

The Winnipeg Elevator Co., 12, with an average capacity of 25,000 bushels.

The Western Elevator Co., 6, with an average capacity of 25,000 bushels.

These will give an additional capacity of 1,500,000 bushels, and, in addition, there are a number of farmers' elevators to be built, and 5 elevators by a syndicate of American capitalists will be erected along the Soo line. Their capacity is not known, but cannot be under 25,000 bushels, as that is the smallest capacity allowed to be erected.

The terminal elevator capacity is to be largely increased, and probably doubled. It will be seen from this that the West will be in a position to cope with any crop raised in the country this present season.

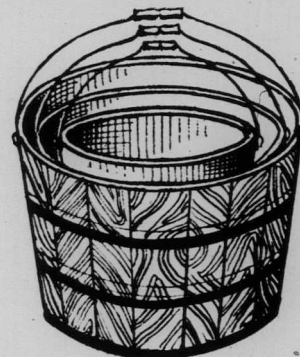
E. C. H.

WOULD REPRESENT CANADIAN FIRMS IN WEST INDIES.

THE CANADIAN GROCER is in receipt of a communication from Alexander Russell, Georgetown, Demerara. Mr. Russell is a manufacturers' agent, having his offices in Georgetown and making a tour of the West Indies twice a year. He represents several European houses and is desirous of representing some Canadian firms as well. What he wants most to handle is canned fruits, vegetables, fish, meat and bottled fruits, pickles, sauces, spices, biscuits, etc. He may be communicated with by addressing a letter to him at Middlefield, Forres, Scotland, where he now is for a time.

Continuously Increasing Sales

Speak volumes for the good goods manufactured by us. This season we have more complete lines than ever before. We are practically ready to ship at a moment's notice any line that is needed in Grocers' Sundries, Kitchenware, Butterware, etc.



Cane's Newmarket Woodenware

Pails, Tubs, Washboards, Clothes Pins, etc., we would specially emphasize. Made from specially selected timber by skilled workmen—nothing but the best quality of material used.

—If our traveller has not called upon you, or does not visit your town, it will pay you to write us at once, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars by mail.

UNITED FACTORIES, Limited

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

Head Office : TORONTO, ONT.

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1902 CATALOGUE.

PURE GOLD MFG. CO., Limited

Manufacturing Grocers

TORONTO

Offer to the trade the most attractive line of high-grade

Any quantity.

Lowest prices.

Correspondence solicited.

Baking Powders
Jelly Powders
Pudding Powders
Flavoring Extracts
Preserves and Marmalades
Tomato Catsup
Pure Spices
Coffees

Put up in any part of the world.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers
See that you get them.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 4 cents per week, including postage. (Annual subscription, \$2.11.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ROBERTSON'S

Scotch and Golden Shred

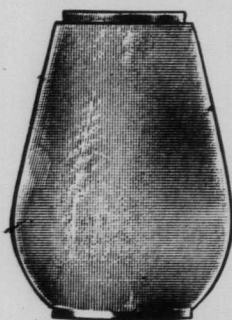
MARMALADE

New shipment, 1-lb. pots and 7-lb. tins in store.

WARREN BROS. & CO.

TORONTO.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

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

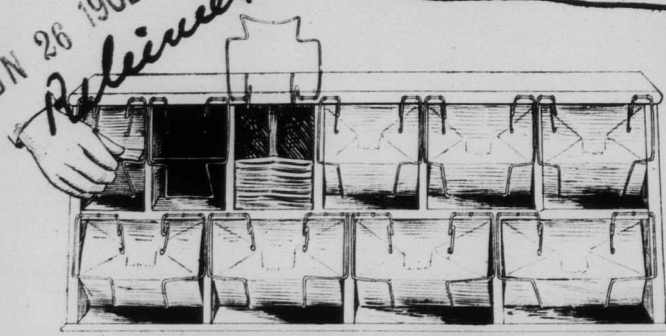
"Time for a Change."

We hear this expression used quite frequently on the public platform during the present political campaign. This may, or may not be true. We will leave this matter for you to decide. We do think, however, that it would be a good time for a great many more of the retail grocers throughout Ontario to make a change in the source from which they purchase their supplies in the grocery line. We feel confident that it would be to your advantage to give us a trial. We are a young house with up-to-date methods. A trial order would be appreciated.

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

TEA IMPORTERS AND WHOLESALE GROCERS, GUELPH, ONT.

*Received
JUN 26 1902*



**H.N. BATE & SONS,
OTTAWA,
CANADA,**

Agents for

Strictly Uncolored

Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japan

PUT UP IN 1-LB. LEAD PACKAGES. 24 PACKAGES IN CASE.
Wholesale, 19 cents per lb. Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.



FREE.

The books which we distribute free are always appreciated by the ladies.

Write and tell us how many you require---Either English or French.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

CEYLON TEA—BLACK AND GREEN

is winning
Trade for Grocers.

CEYLON TEA—BLACK AND GREEN

is holding
Trade for Grocers.

You will certainly agree with us that this is the most desirable Tea to sell your customers — the kind that is enjoying a larger measure of popularity than any other Tea on the market — the kind that owes the popularity it has attained to its wonderful purity, flavor, aroma and strength, which nature, combined with up-to-date methods of production, has endowed it with.

FINE . . . CHEWING GUMS . . .

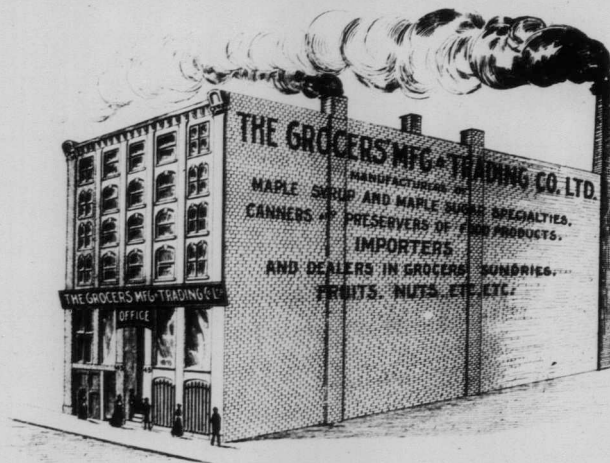
Catalogue Sent on application.

Large Variety of goods.

Correspondence invited.

SPECIAL
ATTENTION
GIVEN
TO
EXPORT
LINES.

C. R. Somerville, London, Can.



THE GROCERS' MFG. & TRADING CO.

43 and 45 St. Maurice St., - MONTREAL, CANADA

MANUFACTURERS OF

Maple Syrup, Maple Syrup Specialties,
Canners and Preservers of Canadian Food Products.

IMPORTERS OF

Grocers' Sundries of every description.

Special fund for the CASH purchase of job lots.

Correspondence solicited.

The "Dominion" Clothes Pin



is the best in the market
to-day. Prices are right.

SOLD WHOLESALE ONLY BY

C. C. BROWN, - DANVILLE, QUE.

***"Thistle"
Brand
Canned Fish.***

The oldest brand in the market and the best—the "Thistle" Brand of extra selected Finnan Haddies. Nothing but real Haddock packed and smoked while fresh right at the water side at Little River, N.S. Unequaled for delicacy of flavor and cleanliness.

***MacUrquarht's
Worcester
Sauce.***

A rich, full-bodied Sauce that you can sell for very much less than the highly advertised Worcestershire Sauces. Rich, piquant flavor. Not thin and watery, hence most economical to use. Sell it and you will please your customers *every single time!*

***Wheat
Marrow.***

The new and "totally different" Cereal Food that contains only the best and nutritious part of the choicest selected Winter Wheat. A steady seller right through the year, summer and winter alike. Can be prepared for the table "quick as a wink." A fine profit in it for you.

***Codou's
Macaroni.***

Sell "Codou's" and your customers get the best—the best is always cheapest in the end. Delicate, white, tender Macaroni made only from genuine Russian Wheat from Taganrog. *Codou's always sets the Standard.*

Sold by leading wholesalers everywhere.

ARTHUR P. TIPPET & CO., Agt.,
Montreal. Toronto.

MAMMOTH PRIZE COMPETITION**\$2,500.00**
IN PRIZESto be given to the persons sending in the greatest number of Gold Soap Wrappers before November 15, 1902.
Read the conditions below.**Starts May 1st, 1902. Ends Nov. 15th, 1902.**Begin now to save your Gold Soap Wrappers, and you will win one of the **5,213 PRIZES****DIRECTIONS**

Save your Gold Soap Wrappers, and send them in to Gold Soap, Toronto, marked "Competition," before November 15th, 1902, with your own name and address enclosed. The prizes will be sent out on November 24th with a full list of the winners. You may send your wrappers in at any time so long as your name and address comes along with each lot. Do not send in the whole wrapper, but just the centre part.

LIST OF PRIZES

1st Prize—For the largest number of Gold Soap centres received, **\$100** in cash
2nd Prize—For the 2nd greatest number, **\$50** "
3rd Prize—**\$30** "
 Each of the next 50—A 14-k. Gold-Filled Watch, for Lady or Gentleman, guaranteed.
 Each of the next 10—**\$10** "
 Each of the next 50—A handsome Silver Watch, for Lady or Gentleman, guaranteed.
 Each of the next 100—One dozen Silver-Plated Tea Spoons, guaranteed.

Each of the next 3,000—A handsome piece of Silverware—Silver Sets, Cream Jugs, Novelties, Ladles, Sugar Bowls, Salts and Pepper, Butter Knives, etc., etc., etc.

Each of the next 2,000—A copy of the famous picture, entitled "King of the Forest," designed especially for Gold Soap. This picture cannot be procured elsewhere.

All those that do not win a prize, will receive a regular Gold Soap Premium in return for their wrappers.

CONDITIONS

All wrappers sent in must have contained soap; we have a secret process for detecting bogus wrappers. All wrappers (or centres) must be plainly marked "Competition," and must contain the name and address of the sender, and be mailed to Gold Soap, Toronto, on or before November 15th, 1902. Those that receive prizes will not receive a Premium as well, but all those not winning prizes will receive a regular Gold Soap Premium in return for their wrappers. In case two persons send in the same number of wrappers, the prize will be divided. Persons giving information leading to conviction of anyone trying to defraud Gold Soap will be liberally rewarded.

Address all
Communications Simply**GOLD SOAP, Toronto**

FLOUR **MAGOR'S DELICIOUS PATENT FLOUR.**
 The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.
 Prices For Cash Unequalled.
JOHN MAGOR & CO., MONTREAL

"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.



Up to date
 Grocers'
 Refrigerators,

Mineral Wool Filled, Eight Walls. Ask for prices from any dealer handling our household refrigerators, or write direct to us for descriptive catalogue and prices.

Ham & Nott Mfg. Co., Limited, Brantford, Ont.

Crown Fruit Jars
 — AND —
Rubber Rings

will soon be in big demand. Order early, and see or write us before ordering.

James Wilkins,
 Cor. Colborne and West Market Streets
 Tel. Main 4407. **TORONTO.**

BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,
Satchel Lunch Baskets
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
 Oakville, Ont.

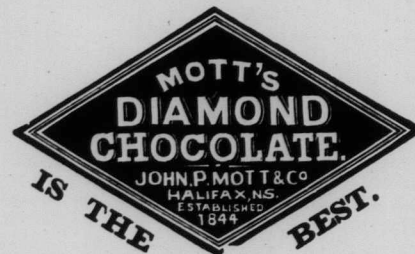
Soap

"IMPERIAL" and
 "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



For Sale Everywhere.

ASK FOR

MOTT'S.

Two Standard Brands

The reason why I wish to include one or two hundred each of my "Pharaoh" 10c., and my "Pebble" 5c. Cigars in that "first or trial order," that I have been telling you about, is because, at the prices, they are the best sellers in all Canada.

The quality and workmanship in these two brands has set the standard by which many dealers make sales, claiming that their Cigars are just as good as the "Pharaoh" or the "Pebble." Of course this isn't so—nothing can possibly be as good as the original article.

J. Bruce Payne, Cigar Mfr.,
Granby, Que.

"Sterling" Brand Catsups.

—For the
—Picnic
—Season.

The summer business in catsups is always large. Picnicers are particular what catsup they take with them on the outing, for picnicers have appetites. You will not disappoint your customers if you recommend to them "Sterling" brand catsup—made in Canada's largest pickle factory and of best grown Canadian vegetables.

Ask your wholesaler for quotations or write us direct.

T. A. LYTTLE & CO.,
124-128 Richmond St. West,
TORONTO

OVER AND OVER AGAIN

we keep on telling you the story of the success of Tillson's "Pan-Dried Oats." We have produced evidence from grocers and grocers' customers that you cannot be serving your customers with the best Rolled Oats unless you serve them with "**PAN-DRIED OATS,**" made only by **Tillson**. They are famous because they deserve it. Do you hesitate because some other kind don't bring any complaints? Hear what one man says when he determined to try them: "The shipment of Rolled Oats arrived safely and they are **extra** choice. I could not wish for nicer goods." If you think that statement is simply made up, we will send you the original Card if you wish it. Rolled Oats are still the people's breakfast, and Tillson's are the standard of all Rolled Oats.

THE TILLSON CO., Limited, Tillsonburg.

Take a Step

towards commanding a PROFITABLE and EXTENSIVE tea trade by handling

JAPAN TEA

the kind that always pleases the purchaser, and those to whom it is served. It possesses the essential elements that contribute towards gaining and maintaining the favor of your best customers. The buyer of **JAPAN TEA** is benefited, because it gives satisfaction. The seller of **JAPAN TEA** is benefited, because it makes friends and profit.

Every pound of **JAPAN TEA** shipped from Japan is inspected. Every pound is warranted to be the purest any tea country can produce.



YOUR MONEY BACK

IF YOU DO NOT LIKE

IMPERIAL MAPLE SYRUP

Return it to the dealer of whom you bought it,
who is authorized to give you your money back.

ROSE & LAFLAMME, Agents
Montreal.

WHY ARE

Southwell's
Jams

superior to all other
Imported Lines?

Because each Jam
has the
individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS



The best grocers keep the best Imported Biscuits
Try an assorted case of

CARR'S



They will
bring you
additional
trade, and
mark you
as

*One of the
live
grocers
of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

ARE WE NOT RIGHT

when we claim that the best starch for YOU to
sell is the kind that satisfies the most exacting
consumer, because of its good qualities?

**IVORY GLOSS
STARCH**

can always be relied upon to please, consequently
it is the best and most profitable starch to handle.

**Let your next order be
for Ivory Gloss Starch**

Manufactured by

THE ST. LAWRENCE STARCH CO.,
LIMITED

PORT CREDIT, ONT.



FLAT TINS.

Fraser River Sockeye Salmon.

Choice, Reliable Fish, Rich in Color and Flavor, at \$1.35 per dozen.

This is a special offer, and if open we would like to be favored with your order. The quantity we got in is rapidly being depleted.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.



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.



EASY TO SELL

Because everyone knows that

Paterson's Camp Coffee Essence

is the very best coffee essence on the market, and the price is reasonable.

ROSE & LAFLAMME
Agents Montreal

Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

THE NASMITH CO., Limited,

66 Jarvis St., Toronto.

TRADE IN COUNTRIES OTHER THAN OUR OWN

THE NEW YORK TEA MARKET.

BUSINESS locally was reported as flat, and the latest cable advices from the East indicate quieter conditions in primal markets. New crop North China Congous were reported offered at 8c. c. i. f. New York, and according to some reports the Formosa market showed a slight reactionary tendency from the recent advance. The line business in the local market was reported as dull.—New York Journal of Commerce, May 26.

THE UNITED STATES PEACH CROP.

According to press despatches the well-known authority on peaches, J. H. Hale, estimates the Connecticut peach crop this year at 1,000,000 bushels. The Georgia peach crop this year will be only about two-thirds of the average size, Mr. Hale states, although on his own 2,160-acre farm at Fort Valley, which is the largest peach orchard in the world, the yield will be approximately normal. He estimates his Fort Valley crop at 75,000 bushels, and the entire Georgia crop at 1,000,000 bushels, or 2,000 carloads. Georgia peaches will be placed on the Northern markets about June 15, and the season will last about seven weeks.

CANNED TOMATOES IN BALTIMORE.

Tomatoes continue strong and incline to firmer position, as the small amount of spot stock still held throughout the country is becoming very small in quantity, and we will soon be dependent upon the amount of fresh tomatoes brought from the South.

Tomatoes in this city for futures are quoted at 77½c. for No. 3 standards; No. 2 are quoted at 57½c.; No. 3 standards spot are considered a bargain here at \$1.22½; seconds, \$1.10 for No. 3. The attention of the market appears to have been diverted altogether from spot goods to new pack, and peas, pineapples and berries are, therefore, matters of interest.—The Trade, Baltimore, Md.

BARBADOS SUGAR AND MOLASSES.

Mail advices from Barbados, of the date of May 10, say: "The reaping of our sugar crop is being pushed forward vigorously, the weather being favorable, and in another fortnight the majority of estates will have finished grinding. Our crop will not be as large as was at first expected. Large sales of molasses have been made during the fortnight at 7½c. and \$4, and yesterday the market closed firm at that rate. Earlier in the fortnight, sales of muscovado refining sugar were made at \$1.10 per 100 lb. and \$5 for hogsheads, and \$1.30 per 100 lb. for bags, basis 89 deg. Yesterday, buyers offered only \$1.05 per 100 lb. for hogsheads and \$1.25 for bags, but, owing to the interruption in the cable

planters were without their usual New York advices, and therefore declined to sell. The weather had been very dry, but on the night of May 8 we had some showers, in some parts from 1 to 3 in., in others very little; however, good, soaking rains are much wanted. The following is a comparative statement of the shipment of produce for the seasons 1901-1902:

	Sugar.		Molasses.	
	1901. hhds.	1902. hhds.	1901. hhds.	1902. hhds.
United Kingdom....	1,476	1,500	115	135
United States.....	26,823	13,600	799	1,243
British Provinces....	290	596	8,191	9,536
Newfoundland.....	1	3	7,829	8,815
Totals.....	28,590	15,700	16,933	19,729

THE SUGAR SITUATION.

Czarnikow, MacDougall & Co. say of sugar: "In spite of a further improvement in the local statistical position there has been no improvement in prices, but the tone of the market for raw sugars is somewhat better. The purchases of Cuba sugars included nearly all the cargoes loading at the south side ports. Four steamers only have been chartered to load about the end of this month and early in June, and these are still unsold. In all the sales made this week there are only two steamers to load at the principal northern ports, where, the storage and banking facilities being greater, there is not the same disposition to sell. The southern ports, particularly Manzanillo and Guantanamo, will soon complete their shipments. In British India, where countervailing duties against State bounties have existed since March, 1899, an additional duty has just been imposed as a set-off against kartel bounties, and the effect of this will be to shut out German and other Continental refined from India. Javas are being offered for June-July shipment at 8s. 4½d. to 8s. 6d. c. f. Considering that beets for same delivery here (say August) cannot be bought under 6s. 9d. c. f. Javas seem to be comparatively cheap, the difference in value, including the countervailing duty on beets, being reckoned at 2s. per cwt. Like all the other cane-producing countries Java is not hurrying sales, as present prices do not cover the cost of production. One cargo of Egyptian sugars has been shipped on consignment. The manufacture of Mauritian syrups has been suspended owing to the prevailing low prices."

CANNED PEAS IN BALTIMORE.

Green peas have at last begun to arrive in quantities heavy enough to induce some of the packing houses to begin operations, but the prices have been very high and are still quite unreasonable. They have, however, declined on the quotation of \$1.25 for a carrier containing half a bushel at the close of last week to a value of \$2.50 and \$2.75 per bushel in the middle of this week, and

at this date, May 23, they are quoted from \$2.25 per bushel to \$2.75 per barrel, according to quality. These are all steamboat peas from Norfolk and places in North Carolina. With the weather as warm as it is at present, however, we will soon have them here in quantities sufficient to start all the canning houses, and prices will decline proportionately. If the packers are to meet the quotations for canned peas now governing the market, they will have to get their peas at about 90c. to \$1.25 per bushel, and until such quotations for green stock develop the bulk of the packing will have to be of fine selected hand-picked and hand-packed goods, such as have the market in competition with French peas.

It looks as if prices on new peas are about 85 to 90c. for early June standards; 70c. for seconds; 80c. for standard marrowfats, and 65c. for second marrowfats; for new pack sifted early June, \$1; extra sifted, \$1.15; extra small sifted, \$1.30, and petit pois, \$1.50. The extent of the crop may affect these quotations a little, but not much in any case.—The Trade, Baltimore, Md.

CURRANTS LOWER IN ENGLAND.

The advance in the price of Provincial currants which took place a week ago has not been maintained. It is evident that too much importance was attributed to the unfavorable news received from Greece with respect to the growing crop, and the operators who based their calculations upon it have repented their action more quickly than usual. That their repentance should have come so suddenly, however satisfactory to retailers, is not altogether a matter for congratulation amongst dealers, since legitimate traders, believing the information to be reliable, were to an extent constrained to follow their lead, and now find themselves burdened with stocks purchased at a price which turns out to be unduly enhanced. Looking at the matter from the lowest point of view, that of self-interest, the subsequent course adopted by the speculators has been unwise in the extreme; since universal stocks are of so moderate a character that the whole could have been easily disposed of, without detriment to anybody and with the result of avoiding considerable loss, which, by the course which has been adopted, will probably now be incurred. Violent fluctuations of the character referred to, taking place without any reason worthy of the name, have always a most unsatisfactory effect on the course of trade, and cannot be too strongly deprecated. The only good effect of the upheaval which has taken place has been to call attention in a marked manner to the rapidly-decreasing stocks of the better qualities of currants, and, in consequence, a much more satisfactory demand has been experienced. The total rise in the price of Provincial fruit was about 4s. per cwt., of which 1s. to 1s. 6d. has been lost, and again at the close of

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

the week slightly recovered, while better sorts advanced about 2s., which rise is fully maintained. Some 300 tons of ordinary and medium qualities, per ss. Bathori, are now discharging, but shipments from Greece are likely to be of a meagre character up to the end of the season.—Produce Markets' Review, May 10.

SITUATION IN BRAZIL NUTS.

A considerable strength has been developed in Brazil nuts, and, notwithstanding several of the principal holders have been quoting and still quote 4½ to 4¾c. on medium and large nuts respectively, it has been generally understood that few lots could be purchased on that basis. As has been noted in these columns, there are buyers for round lots who have bid from 2 to 3c. above the quotations, and have been unable to secure goods. Several days ago it was currently reported on the street that a corner in the article was being worked by the principal holders here on the strength of adverse crop reports from Brazil, and the low range of prices were put out in order to "shake out" the small holders. It is still intimated that such a deal is in process of formation, although the strong situation is credited largely to the late advices from the primary markets. Touching on this it is learned from a reliable source that a cable was sent to Para on the first of last week asking for the condition of the crop. This cable brought the following reply: "Forty tons of medium size nuts were sold at 5c. per lb. f.o.b. Manaus. Prices are advancing, and the remainder is estimated to be not over 1,000 tons."

In cabling to Manaus, 800 miles up the Amazon, from which the bulk of the nuts this year have come, a reply has been received stating that the auction sales took place there last week at the equivalent of 5¼c. It is stated also that on the receipt of this information efforts were made to buy nuts in England or here, but without success. One of the largest receivers in the west, who had a parcel of about 250 tons on the last steamer, has wired here declining 6½c. in New York for the entire parcel.—New York Journal of Commerce.

OTTAWA TRADE GOSSIP.

LAST WEEK was a busy one at the Ottawa Fruit Exchange. Several carloads of berries were received and disposed of at good prices. On Friday, a full car was sold at one sale, and prices ranged from 12 to 13½c.

To-day, another car was received, and part of it sold from 13 to 14½c. One thousand bunches of bananas were put up this afternoon, and No. 1's sold from \$1.40 to \$1.75 and No. 2's from 80c. to \$1.25. Lemons, 300 size, brought \$2.25. G. W. Hunt is the only man in his line in Ottawa this year, and things promise to be lively at his saleroom. G. W. Langdon, the auctioneer, is without doubt the best man who ever held the position; he does his utmost to please all.

F. J. Castle received, a few days ago, a consignment of Alart & McGuire's, New York, olives. They are something new to be offered to the Ottawa trade.

The Geo. Matthews Co. are quoting advanced prices on nearly all their lines. They had to pay higher prices for hogs than ever before while in business here.

Bedingfield & McCusker, who were doing both a wholesale and retail trade in groceries and provisions, have disposed of the retail part of their business and moved to new premises on Nicholas street. They state that this month, which is their first since the change, has been a wonder; which goes to show that the trade generally will support a strictly wholesale house in preference to one with a retail attachment.

It is not long since a western spice firm sold a large lot of "pure cream of tartar" to a leading wholesale house here at a very low figure. Upon arrival of the goods they were analyzed and found to contain a small percentage of cream of tartar. Of course it turned out to be a mistake, but outside manufacturers should remember when selling anything not up to the mark that analysts are plentiful in Ottawa.

Park-Blackwell's representative, Frank Marlitt, was in the city last week and

reports a big business in their meats. Frank is very popular with the grocery trade and always gets a big order when he calls.

OTTAWA MARKETS.

Business throughout the past week was very good with the retail merchants. The railroadmen receive their wages at this time every month, and it always makes trade rushing for a few days.

Green vegetables have been very scarce on the market since the heavy frost of two weeks ago, but, as we have had heavy rains the last few days and good growing weather, it is expected that stuff will be more plentiful.

In sugars, the price here is a slight advance on Montreal figures, about enough to cover freight. Although sugar is selling much better than a few weeks ago, it is lower in price than ever. The present price for Redpath or St. Lawrence granulated is \$3.77, and for Woodside, \$3.72. Yellows are \$3.12.

Wholesalers are asking 2c. more for molasses than a couple of weeks ago. The price now is 24½ to 26c.

Although in last week's GROCER gallon apples were reported to be scarcer in Montreal, both wholesalers and retailers here have pretty good stocks on hand, which have not moved off as fast as they expected. Perhaps now, when green apples are about over, stocks will move faster.

Sago and tapioca are as low in price as they have been for some time, 3½c. being the quotations.

Butter has kept its price all spring, but the last week or so it looks as if it should come down. Most retailers have their refrigerators full and are asked to buy every day at the old prices, 15 to 19c. for pails and rolls, prints 20c. and creamery 21½c.

Flour is keeping the price set a couple of weeks ago. Previous to that there was a cut on with the flour men here which most of the bakers and grocers took advantage of, so that all kept pretty good stocks for some time.

Ottawa, May 26.

SUMMER DRINKS

Sutherland's Goods:

LIME JUICE CORDIAL,

. . . LEMON SQUASH.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.



This shows one of the advertising forms that will appear in 254 Canadian Newspapers for three months from May 20th.

BE READY FOR THE DEMAND

Archdale Wilson, - Hamilton.

To our friends in Northern Alberta,
Southern Alberta,
Eastern British Columbia,

WE BEG TO ADVISE THAT THE

WESTERN CARTAGE CO., OF CALGARY

WILL HANDLE OUR CELEBRATED

Ram Lal's Pure Indian Package Tea

ALSO OUR OTHER LINES OF PACKAGE AND BULK TEAS.

In the absence of Mr. Vila, and needing the goods quickly, kindly send orders to the above company at Calgary.

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

NOTE.**PATNA and JAPAN RICE**

now in store with

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. SNYDER & CO., crockery and glassware merchants, St. Thomas, Ont., have assigned to J. C. McKend, Hamilton, and their creditors had a meeting on May 28.

A. Orsali is provisional guardian of A. Vaillancourt & Co., grocers, Montreal.

Jas. Poirier, general merchant, Avignon, Que., is offering to compromise at 50c. on the dollar.

L. P. Garon, general merchant, St. Michel, Que., has compromised at 55c. on the dollar.

Mrs. Sarah Smith, general merchant and hotel, Metapedia, Que., has assigned to V. E. Paradis.

The creditors of Max Rosenstein, general merchant, Barachois de Malbaie, Que., have held a meeting.

Francois Provincial, general merchant, St. Gervais, Que., is offering to compromise at 60c. on the dollar.

The assignee of the estate of Geo. Pyke & Son, wholesale grocers, Halifax, is advertising a sale of book debts.

A statement of the affairs of John Buchanan, grocer and liquor merchant, Levis, Que., is being prepared.

PARTNERSHIPS FORMED AND DISSOLVED.

Delahey Bros., general merchants and

grain dealers, Cobden, Ont., have dissolved and the business is continued by James A. Delahey with style unchanged.

Vermette, Narcisse & Co., fruiterers, etc., Montreal, have dissolved.

Cockburn & Dionne, butter factory, Chambly, Que., have dissolved.

The dissolution of Labrecque & Frere, grocers, Levis, Que., has been registered.

Gilmour & McBean, grain merchants, Montreal, have dissolved, and P. H. Gilmour has now registered.

SALES MADE AND PENDING.

The stock of John N. Case, grocer, St. John, N.B., has been sold at auction.

The stock of H. Cairns & Co., general merchants, Sawyerville, Que., has been sold.

The assets of Joseph Bergeron, general merchant, St. Anne Du Sault, Que., are to be sold.

The stock of J. L. Spooner, grocer and dry goods merchant, Copper Cliff, Ont., has been sold.

CHANGES.

G. B. Davis, grocer, Windsor, Ont., is succeeded by J. M. Lord.

Noah Parent, grocer, Windsor, Ont., is succeeded by V. F. Marenette.

A. Chevrier has registered for A. Chevrier & Co., fruiterers, etc., Montreal.

T. J. Bonner, grocer and provision merchant, Antigonish, N.S., has closed his North Sydney, C.B., branch.

Richer & Riopel, fruiterers, Montreal, have registered.

Plamondon & Cie, fish dealers, Montreal, have registered.

Gagnon & Huot, biscuit manufacturers, Montreal, have registered.

Deslauriers & Brown, general agents, Montreal, have registered.

Eugene Thornton, grocer, St. Stephen, N.B., is succeeded by H. Spencer.

Snowdon, Forbes & Co., commission brokers, Montreal, have registered.

Peter W. Smith, baker, etc., Wallaceburg, Ont., has sold out to John Armstrong.

Anna Dufresne has registered for B. Dufresne & Co., fruiterers, etc., Montreal.

Peritz Siminovitch & Son, ginger ale manufacturers, Montreal, have registered.

The A. McDonald Co., wholesale grocers, Victoria, B.C., have removed to Vancouver.

J. A. St. Denis has registered for Edouard Clement & Cie, commission agents, Montreal.

Blanche Neven has registered for Blanche Neven & Cie, fruiterers, etc., St. Cunegonde, Que.

Hough & Crowe, general merchants, Birtle, Man., have started a creamery at Solsgirth.

F. L. Tufts is successor to Francis Tufts, late produce and lumber merchant, St. John, N.B.

F. W. Mitchell & Co., commission mer-

Gillard's Sauce

Is still the best and cheapest.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

Gillard's Pickle

The most delicious English pickle made.

GILLARD & CO., Limited, LONDON, ENG.

We can interest you in

CANNED SALMON

See our Travellers.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

chants, etc., Vancouver, B.C., are succeeded by Mitchell, Russell & Co.

Bonner & Haley, grocers and provision merchants, North Sydney, C.B., are out of business.

Mrs. T. I. Michaud has registered for T. I. Michaud & Co., general merchants, St. Lazare, Que.

La Compagnie L. P. Lazure, general merchants, etc., St. Remi, Que., have obtained a charter.

Mrs. J. Sabourin has registered for Sabourin & Cie, grocers and hardware merchants, Montreal.

FIRES.

D. W. Henry, general merchant, Springfield, Ont., was burned out.

C. Harrington & Co., grocers, etc., Winnipeg, Man., have sustained loss by fire.

Geo. E. Train, flour and feed merchant, Toronto Junction, Ont., has sustained loss by fire; his property is insured.

The stock of P. Massicotte & Co., grocers, Montreal, was slightly damaged by fire; the loss is made up by insurance.

J. S. Fairley, general merchant and dealer in lumber, Fairley, N.B., was burned out with a loss of \$1,500; there was no insurance.

The premises of Engene Mireault, manufacturers of aerated waters, Ottawa, were slightly damaged by fire and water: the loss is covered by insurance.

DEATHS.

Richard Roycroft, grocer, Hamilton, is dead.

F. Stevens, of Stevens & Dumesnil, flour and grist mill owners, Coteau Landing, Que., is dead.

LARGEST WAREHOUSE IN THE WORLD.

Liverpool has the largest warehouse in the world. It is built beside the docks, and is intended to house the imports of tobacco, which form so important a part of Liverpool's trade. The warehouse is 725½ ft. in length, 165 ft. wide and 124 ft. 10 in. high. The ground area is 13,300 sq. yds., and the area of the several floors 174,098 sq. yds. There are at present in bond in Liverpool some 93,000 hogsheads of tobacco, weighing 50,000 tons, which is equal, roughly estimated, to a Customs duty of £18,000,000.

THE NEW PLANT AT WORK.

The new plant which Meakins, Sons & Co., 59 St. Henry street, Montreal, installed last fall for the manufacture of corn brooms has worked satisfactorily, and the output is increasing every month. New machinery has been added for the manufacture of brushes, and the firm is now in a position to turn out brooms, whisks and brushes of talking that sells the most goods, but the all descriptions at the shortest possible

notice. The "Empire" brand of brooms has been a great success from the start; so much so that since opening their new plant they have been unable to catch up with the orders.

The facilities this firm possesses for exporting to Great Britain and Ireland, by being able to load directly on the steamers, places them in a position to lay down brooms on the other side cheaper than most manufacturers. Correspondence is solicited from dealers handling any of these lines. They are always pleased to give prices and terms.

IN GOOD SHAPE.

The three large factories of Boeckh, Bryan and Cane, doing business under the name of United Factories, Limited, Toronto, are in splendid shape for business. With regard to grocers' sundries, they affirm that they are ready to ship at a moment's notice. Their large staff of representatives on the road has been materially increased. Every class of United Factories' output is most excellent, and this season has even a greater reputation among wide-awake dealers.

No one kind of advertising is always "best." For one purpose out-door display is most effective. For another, street-car cards. For a third, the newspaper is the best medium. Undoubtedly the last is the "best" for the greatest number of advertisers.



Sound Ripe Fruit

the very best granulated sugar, no artificial flavor or adulteration of any kind—that is the real secret of the unequalled flavor of

UPTON'S Jams, Jellies and Marmalade.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto, AGENTS.

E. D. MARCEAU, 281-285 St. Paul St., Montreal

Specialty of High-Grade Goods in Teas, Coffees, Spices and Vinegars—Wholesale. Proprietor of the following registered brands :

Baking Powder, "**3MD**," Blue and Gold Label—Pure Cream of Tartar:

Cases	2 doz.	1-lb. tins	\$3 25 per doz.
"	4 "	½-lb. "	1.75 "
"	4 "	¼-lb. "	1.20 "

This Powder is equal, if not superior, to the best imported, on which you pay, without any reason, heavy Customs duties.

Baking Powder, "**Condor**," Green and Gold label—high grade:

Cases	2 doz.	1-lb. tins	\$2.25 per doz.
"	4 "	½-lb. "	1.35 "
"	4 "	¼-lb. "	.80 "

Baking Powder, "**Old Crow**," Red and Black Label—extra good quality

Cases	2 doz.	1-lb. tins	\$1.25 per doz.
"	4 "	½-lb. "	.70 "
"	4 "	¼-lb. "	.45 "

One heaping teaspoonful of these powders will give as good or better results than most of those of which two are required. A trial order is all I ask of you. I do not fear the result.

"**Condor**" *Japan Tea*, remarkable by its high-liquoring quality as well as by its beautiful leaf—No. I, at 40½c.; No. II, at 35c.; No. III, at 32½c.; No. IV, at 30c.; No. V, at 25c.; No. XXXX, at 23½c.; No. XXX, at 20c.; LX, lead packages, fine May pickings, at 27½c., retails at 40c.; L, lead packages, strong, bright liquor, at 19c., retails at 25c.

"**Nectar**"—The perfection of black teas, in lead packets, rich, flavory liquor, at 20c., 25c., 36c. and 45c.

"**Old Crow**"—Scientific blend of black teas, in useful bronzed tins, strong, rich liquor, No. 1, 35c.; No. 2, 30c.; No. 3, 25c.; No. 4, 20c.; No. 5, 17½c.

"**Condor**" *Pure Mustard*. The best in the world. It has flavor and strength. 12-lb. boxes—¼-lb. tins, at 35c. per lb.; ½-lb. tins at 33c. per lb.; 1-lb. tins at 32½c. per lb.; 4-lb. stone jars, at \$1.20; 1-lb. stone jars, at 35c.

"**Old Crow**"—High quality compound, containing no injurious ingredients, 12-lb. boxes—¼-lb. tins, at 25c. per lb.; ½-lb. tins, at 23c. per lb.; 1-lb. tins, at 22½c.; 4-lb. stone jars, at 70c.; 1-lb. stone jars, at 25c.

"**Condor**" *Vinegar*, pure distilled, strong, bright as crystal, at 25c. per gallon.

"**Old Crow**" *Vinegar*, pure distilled, wholesome, clear as water from a spring, at 20c. per gallon.

Madam Huot's Coffee. The gem of all coffees. Pure, rich, creamy, delicious—none so good; 1-lb. tins, at 31c.; 2-lb. tins, at 30c. per lb.

SPECIAL THIS WEEK:

32 Chests Ceylon Black Tea, good, strong, pungent liquor, at 13c.

24 Chests Ceylon Black Tea, good, rich, flavory liquor, at 15c.

3 Nice Lines of Ceylon Green, at 15c., 17½c., 20c.

Samples sent on demand. It is always a pleasure to quote prices.

“CHRISTIE’S” Biscuits

have stood the test of over half a century and are acknowledged to be the standard of purity and excellence.

All biscuits for export put up in hermetically sealed tins.

Note a few specialties :

Zephyr Cream Sodas, put up in 3-lb. tins.

Water Ice Wafers,

Imperial Wafers,

Social Tea,

Assorted Sandwich,

Marie,

Water Wafers.

Price lists
furnished on
application.

CHRISTIE, BROWN & CO., Limited

TORONTO, CANADA

RICE CROP OF INDIA AND BURMA.

By W. T. FEE, United States Consul at Bombay.

BENGAL is the rice field of India, but Burma is the granary. The former produces more than five times as much rice as the latter, yet Burma exports two and one-half times more than does Bengal. During the current year of 1901-2, the area of rice in India and Burma was in round numbers 50,000,000 acres, and produced 20,000,000 tons of cleaned rice, averaging about 900 lb. to the acre.

To the Statistical Department of the Government of India I am indebted for the following particulars and information in regard to the rice crop of India and Burma for the year 1901-2:

In Burma, the area under rice in the 14 principal rice-growing districts is estimated at 6,498,120 acres, which is about 3 per cent. more than the area reported last year. The yield is estimated at about 3,010,000 tons, which is a little larger than that of last year and greatly in excess of the average. The surplus available for export is stated at 2,260,000 tons of cargo rice—equivalent to 1,915,000 tons of cleaned rice. It is estimated that, out of this quantity available for export, about 80,000 tons may be required for consumption in Upper Burma.

In Madras it is estimated that, on the whole, on an area about equal to the average, the yield will be rather more than the average of recent years.

The figures below state the quantity of rice, husked and unhusked, exported to foreign countries in recent years:

Year.	Madras, Bombay, and S. Ind.			Total.
	Burma. Cwts.	Bengal. Cwts.	Cwts.	
1896-97	19,378,594	5,066,041	8,829,702	28,274,337
1897-98	18,170,512	4,970,536	8,605,615	26,746,661
1898-99	2,988,896	8,736,751	3,230,639	37,942,286
1899-1900	21,682,314	7,921,228	2,67,863	32,271,393
1900-1901	21,469,000	8,153,017	1,762,861	31,342,788
1901-2 (10 months)	15,607,544	4,338,333	2,858,525	23,004,402

Since 1896, with the exception of the one year 1898-99, the exports of rice have been comparatively restricted, owing to the high level of prices following bad seasons in India. The conditions of the consuming markets in India are well illustrated by the subjoined figures of shipments of rice from Burma to Indian ports, Burma being an unfailing granary from which supplies were drawn for denuded stores in India. It will be noted that large shipments from Burma to India coincided with diminished exports from India to foreign countries:

Year.	Rice shipments from Burma to Indian ports.	
	Cwts.	Cwts.
1896-97	6,600,354	12,242,730
1897-98	5,920,951	13,542,371
1898-99	21,589,851	9,049,578
1899-1900	36,013,900	5,594,752
1900-1901	6,490,120	49,914,533
1901-2 (9 months)	49,581,420	51,280,452

Province.	Estimated area of the rice crop of recent years.		Average of preceding 5 years.
	1901-2.	1900-1.	
	Acres.	Acres.	Acres.
Madras	6,716,700	6,591,600	6,804,200
Bengal:			
Summer crop	478,700	475,900	529,100
Autumn crop	7,160,600	7,036,600	7,518,700
Winter crop	28,727,200	28,474,400	30,833,700
Total	36,336,500	36,013,900	38,881,000
Burma	6,490,120	6,809,133	5,594,752
Grand Total	49,581,420	49,914,533	51,280,452

Yield of cleaned rice.

Province.	Estimated yield for 1901-2.		Aver. of preceding 5 years.
	Cwts.	Cwts.	
Madras	50,587,700	49,023,100	48,210,500
Bengal:			
Summer crop	3,094,900	3,286,600	3,112,400
Autumn crop	45,769,400	44,304,400	46,025,000
Winter crop	237,439,000	288,691,600	283,752,500
Total	286,303,400	311,508,600	332,917,800
Burma	60,209,000	52,975,000	44,531,000
Grand total	397,100,000	413,508,700	425,709,800

THE MANUFACTURE OF WALL PAPER.

COLIN McARTHUR & CO., of Montreal, who were burned out last fall, have shown great energy and business adaptation by rebuilding their factory immediately on the extinction of the fire. They worked under great disadvantages, but we are glad to know that they are again established in thorough working order in their new factory, of which a very fine half-tone engraving appears on page 58.

We congratulate them on the increasing trade that has compelled them to make additions to their premises so frequently. The capacity of the new factory is increased very largely by the addition of one full storey, which will be utilized by their grounding machines.

The new factory has been fitted with all the new appliances known to the wall

are shown in great beauty and variety. Ingrains, with stylish and perfectly matched friezes and ceilings, are a marked feature of the productions of this firm.

Colin McArthur & Co. have not only studied the wants of the Canadian trade successfully and satisfied the tastes of the best buyers in Canada, but have also developed a satisfactory foreign trade, which bids fair to grow larger year by year.

Their new and enlarged factory, with its improved appliances, will insure to all customers promptitude in filling orders and ability to supply the largest accounts with all the goods required.

We note with much pleasure that Colin McArthur & Co. always rise equal to the occasion, and are prepared to uphold and sustain the good name which they have heretofore so worthily held among the best Canadian manufacturers.

INTERIOR OF AN ATTRACTIVE STORE.

FIFTEEN years ago, a grocery store was established at 224 Dundas street, London, Ont., by T. A. Rowat & Co., and it continues there to this day. Their courteous staff of clerks and the reputation they enjoy of handling only goods of the best grade have made their store popular with the housekeepers of that city and caused their business to grow so satisfactorily. They long have made a



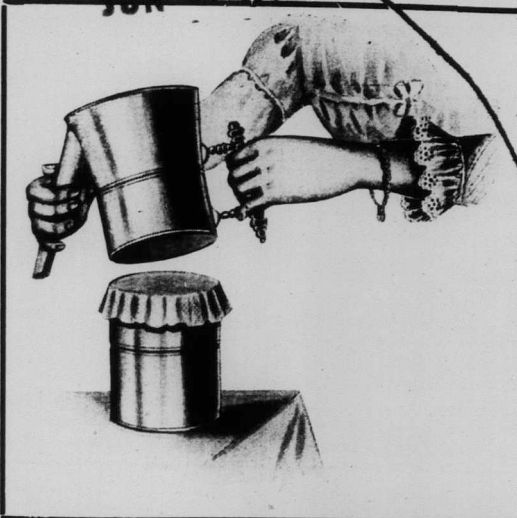
Interior of the Grocery Store of T. A. Rowat & Co., London, Ont.

paper manufacturing trade, and their large equipment will be fully taxed in the coming season to meet all the demands of the business in this "growing time" in Canada.

They are now engaged in sampling their new line, which is even superior to the former high-class offerings of this progressive firm. Their showing of cheap and medium-priced goods has never been equalled, and, in the better grades, silks, moires, damasks, two-tone colorings and rich varnish gold effects

specialty of coffees, and as their coffees are of high grade, they have drawn custom from every part of the city, and particularly from the best classes of customers. Their practice of promptly filling orders received over the telephone has made that means of buying goods popular with their patrons, and they find that their business is being much built up in this way. The accompanying illustration is a view of the interior of their store.

5
JUN 17 1902



"QUICK AND ECONOMICAL"

THE "KIN-HEE" QUICK COFFEE POT

ASSURES YOU A DELIGHTFUL CUP OF COFFEE IN ONE MINUTE.
SAVES YOU 25% WHEN USED WITH PULVERIZED COFFEE.
THE ACME OF PERFECTION IN COFFEE MAKING IS REACHED
WHEN USED WITH "KIN-HEE" PULVERIZED COFFEE.

THE **EBY, BLAIN CO.,** LIMITED
SOLE OWNERS FOR CANADA. **TORONTO.**

JAS. HEEKIN & CO., Cincinnati, O.—SOLE OWNERS FOR UNITED STATES

"Excelsior" Coffee

STILL IN THE LEAD.

THE REASON:

It runs more uniform than others. It makes such a delicious cup for breakfast that "Excelsior" users are more than satisfied and want no other.

Honest Spices

The best investment. It pays to buy our guaranteed Select Brand Spices.

Only highest grade whole stock used.
Milled superior to any other in Canada.
Their aromatic flavor and strength will draw trade.

TODHUNTER, MITCHELL & CO.

High-Grade Coffee, Cocoa and Spice Manufacturers,

TORONTO.



MacLaren's Imperial Cheese Packed in White Opal Jars, 4 sizes.

MacLaren's Roquefort Cheese Packed in White Opal Jars, 2 sizes.

Dairymaid Cream Cheese

Packed in 1/2 and 1-lb. Tins with Key Openers.

A. F. MacLAREN IMPERIAL CHEESE CO.

TORONTO, CANADA.

LIMITED

AGENTS GROCERS' SPECIALTIES AND CHEESE IMPORTERS.



Tied Down?

Are you in a rut? Are you "tied down" by prejudice, or falling behind in the race for business? Are the chains of habit binding you tightly? You can break away if you *will* and throw off the chains—if you are in the rut of low prices let "quality" be your watchword from now on.

Windsor Salt is the Salt of highest quality. It is pure, white, dry, crystalline. It is as perfect as Salt can be, and that is saying much in these days when perfection is claimed for so many staple articles of trade. If you are "tied down" let Windsor Salt be one of the levers to help you break away from old-fashioned prejudice.

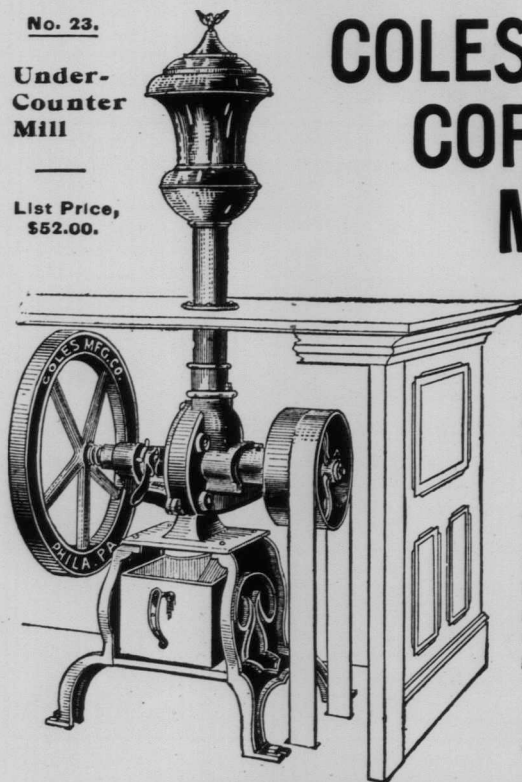
Windsor Salt

THE CANADIAN SALT CO., Limited, Windsor, Ont.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Caf-
fee.

Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
grinders, thus re-
ducing 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.

MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.



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. Telephone 2701 and 2702.
 - LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
 - MANCHESTER, ENG. - - 18 St. Ann Street. H. S. Ashburner.
 - WINNIPEG - - - Western Canada Block. J. J. Roberts.
 - VANCOUVER, B.C. - - - Flack Block. J. A. Macdonald.
 - ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
 - NEW YORK - Room 443 New York Life Bldg.

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

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

INDIAN TEA ON THE AMERICAN CONTINENT.

A FEW weeks ago, reference was made in these columns to the fact that, since the Indian Government had discontinued advertising the tea of that country on the American continent, the direct export of same to this part of the world had greatly fallen off.

We have before us statistics issued by the Indian Tea Association giving the exports of Indian tea from Calcutta and Chittagong during the past seven years, ending March 31. These figures give a striking example of the results of discontinuing the special efforts that had been made to push Indian tea on the American market. In the years 1895-1896, the quantity of tea exported to America, which, of course, includes Canada and the United States, was 1,090,067 lb. By 1899-1900, the quantity had reached 6,249,729 lb. In that year, the special efforts were discontinued, and, by 1900-1901, the quantity was down to 4,229,236 lb., while, for the year ending March 31 last, it was only 2,166,589 lb.

The following table gives the direct exports of Indian tea to the American conti-

ment during the last seven years, ending March 31st:

DIRECT EXPORTS OF INDIAN TEA TO AMERICA.

	Quantity in Lb.
1896.....	1,090,067
1897.....	2,864,593
1898.....	2,486,191
1899.....	3,232,027
1900.....	8,172,299
1901.....	4,229,236
1902.....	2,166,589

It is possible that our readers may be interested in knowing the condition of the total shipments—indirect as well as direct—of Indian tea to the United States and Canada during the last few years. These do not show a falling off to the same extent as direct shipments from India to this continent, but they show, however, a decrease. This will be gathered from a glance at the following table, showing the quantity of Indian tea taken by the United States and Canada from all sources during the last seven years:

INDIAN TEA TAKEN FROM ALL SOURCES BY UNITED STATES AND CANADA.

	Lb.
1895.....	4,071,731
1896.....	5,258,773
1897.....	5,683,244
1898.....	5,971,701
1899.....	8,487,770
1900.....	6,960,028
1901.....	7,026,773

It is significant that while the shipments of Indian tea to the United States and Canada have fallen off during the last few years, that the increase in Ceylon tea has more than made up for the decrease in the former. The following table gives the total quantity of Ceylon tea taken by Canada and the United States during the last seven years:

CEYLON TEA TAKEN BY U. S. AND CANADA.

	Lb.
1895.....	3,744,736
1896.....	4,361,510
1897.....	5,693,596
1898.....	7,636,995
1899.....	8,289,376
1900.....	9,176,684
1901.....	12,239,918

It will be seen that while the shipments of Indian tea to this continent have decreased the shipments of Ceylon have increased. But it will be remembered that the tea of Ceylon has been unremittingly pushed and advertised during that period.

Another thing that should not be overlooked is that the total quantity of tea taken by this country and the United States is annually increasing. This will be at once seen by an examination of the following table:

IMPORTS OF TEA INTO CANADA AND THE UNITED STATES.

	1898.	1899.	1900.	1901.
	Lb.	Lb.	Lb.	Lb.
Canada.....	20,062,261	25,002,685	24,998,726	23,095,933
United States.....	70,926,759	74,058,153	84,843,490	90,381,270
Total.....	91,069,123	99,060,838	109,842,216	113,477,203

HOW THE GERMANS GOT THE TRADE.

AMONG the commercial nations of the world none have been more energetic and resourceful in developing their export trade than Germany. An interesting report recently sent to the United States Government at Washington by their Consul at Antofagasta, Chile, gives an interesting insight into the methods that have been employed by Germany in developing her trade with Peru, Chile and Bolivia.

It appears that about 30 years ago the trade that went to the Pacific ports of the South-American countries was monopolized by British and United States houses. The Germans at that time were only represented by jobbers and shopkeepers in the coast towns.

Not satisfied with this condition of affairs Germany carefully trained a number of young men, educating them in commercial affairs in the language of the South-American countries. These young men were then sent to South America to enter business houses as clerks, with a view to their mastering the details of the business. When these details had been mastered a number of German houses started branches in such countries as Chile, Bolivia and Peru, with these young men in charge. The result is that in many branches Germany has now a monopoly of the trade, and the British and United States houses no longer attempt competition.

There is a lesson in this for Canadian business men as well as for the business men of other countries. There is no question about it, the education of young men in this country is particularly deficient in regard to the languages of other countries. What Germany has done, Canada can do, if she only has the will.

DROPS FROM THE EDITOR'S PEN.

A live man can usually raise to life a dead business.

Money will always keep a man out of the poor house, but it will never keep a man out of the dead house.

We can make money; but if we coin it the law makes prisoners of us.

When summer gets into the lap of spring we may look for a "hot time."

The wise merchant has learned that he has got to spend money on his business as well as on his wife if he is to have peace of mind.

IMPORTANT COMMERCIAL QUESTIONS.

THE convention of representatives of the different boards of trade throughout the country, which is to meet in the Parliament Buildings, Toronto, on Wednesday and Thursday next, has had a most important programme mapped out for its consideration. This programme is as follows:

Canadian Copyright.
Canadian Insolvency Law.
Commercial Depot in London, Eng.
Defence.
Establishment of Customs Union with Sister Colonies.
Fast Atlantic Service.
Importation of Canadian Cattle into Great Britain.
Metric System.
Newspaper Postage Between Canada and Great Britain.
Railway Commission.
Steamship Service for Exclusive Trade Between Great Britain and her Colonies.
State Cable from Canada to Australia.
Steel Shipbuilding in Canada.
Trade Relations within the Empire.
Trade Relations within the Colonies.
Postal and Telegraph Communication.
Winter Navigation of the St. Lawrence.

Here are in all some 17 subjects, all of which are more or less important to the welfare of the Dominion. If the Conference succeeds in getting through even half of them, it will have established for itself a record which it would take the Dominion Parliament or any other legislative body a long time to successfully emulate.

No doubt one of the first things the Conference will do when it meets will be to appoint a committee to revise the list of subjects and to bring up those first which are of the most importance. At any rate, this is what should be done.

The subject which will no doubt occupy the most attention, and around which the greatest discussion will centre, is that of preferential trade with the Mother Country. The Toronto Board of Trade has already prepared a resolution on this subject, which called upon the Prime Minister of Canada to urge at the coming Imperial Conference the securing of a Royal Commission composed of representatives of Great Britain and the colonies to investigate the trade conditions, and to suggest such preferential treatment of imports from the various parts of the Empire as shall be best calculated to insure the fullest benefits.

As we have already said, this will be the most important subject for discussion. It is one thing to desire a thing, but it is an-

other to secure it, and especially when it is surrounded by intricate and conflicting interests.

Preferential trade between Canada and the Mother Country would, no doubt, be beneficial to all concerned if it were placed upon a sound economic basis. There are already some in Canada who find the preference irksome which Canada gives to the products of the Mother Country.

The difficulty is to secure a tariff arrangement between two countries which will prove satisfactory to these. They are asking for a higher tariff on the particular goods which they manufacture. How this can be done, and while at the same time induce the British Government to arrange its tariff in order that Canadian products will get a preference over those of the various countries, is an intricate question. If a preference means anything, it means that the parties to it must consent to such modifications in the tariff as shall allow the products of the contracting parties to enter with greater freedom than hitherto. This is a business proposition, and we can depend upon it that the Conference which is to meet next week in Toronto will consider it in a business-like way and devoid of party feeling.

The improvement of the steamship service between Canada and the United Kingdom is a question of scarcely less importance, particularly in view of the recent steamship amalgamation, engineered by Mr. Pierpont Morgan; in fact, the whole transportation question needs to be considered, for it is of more importance than even tariff arrangements. Canada is, at present, sadly handicapped, both in regard to railway and steamship transportation, and it is to be hoped that the Conference will be able to give this subject all the attention it deserves. Even if it meets and does nothing else but aid in the solution of the transportation question, it will have by no means met in vain.

In regard to a commercial agent in London with a depot there as well, Sir Wilfrid Laurier has already promised that something shall be done, but Governments move slowly, and it is to be hoped that the Conference will take such action as will hasten the consummation of this idea. It is several years since the agitation was started, but, thanks largely to the inaction of Sir Richard

Cartwright, the appointment has not yet been made.

It is to be hoped that this conference of business men will not be the last of its kind, but that it may be the forerunner of annual similar gatherings. The business men of this country have not, in the past, exercised the influence in the commercial affairs of the State that they should have. It is to be hoped, therefore, that we are now on the dawn of a new era in this respect.

The looser a merchant is with his credit the tighter will his creditors be in their dealings with him.

CANADIAN - NEW ZEALAND TRADE.

A GENTLEMAN from New Zealand, who was in Toronto this week, expressed himself in favor of larger trade between Canada and his country. "We will favor trade with Canada, if it should cost us a little more," he said. This is a sentiment in which Canada no doubt reciprocates.

Our own official returns do not show the volume of business between Canada and New Zealand, our exports to that country being classified with those of Australasia, under the name of Australasia, and the latest returns that we have, from a New Zealand source, are only up to 1900. These show that the aggregate trade of New Zealand with Canada was valued at \$201,713. Of this \$1,397 were exports to Canada and \$200,336 were imports from Canada. It will thus be seen that the aggregate trade is not only small, but that our sales to New Zealand, small as they are, are a great deal in excess of our purchases from them.

The population of New Zealand, according to the last census, was about 823,000, while the total foreign trade of the country in 1900 was \$116,275,651. Of this \$64,464,651 were exports, and \$51,811,000 imports.

New Zealand is one of the most progressive and enterprising of the British colonies, and it is to be hoped that trade between the two countries will develop a great deal more in the future than it has in the past.

Having its Armour on it will be no easy task to cope with the meat trust.

MAY 31 1902
to Stn. Publishing Co.
L. H. G.



The Factory and Offices of Christie, Brown Co., Limited, Biscuit Manufacturers, Toronto, Canada.

A BISCUIT COMPANY'S BIG FACTORY.

Christie, Brown Co., Limited, of Toronto, have nearly completed the new addition to their factory. The addition is 70 x 130 ft. and five storeys high. The accompanying illustration shows the completed building, which covers an area of 270 x 130 ft., is five storeys high with basement, and has a total floor space of 210,600 ft. The number of employes is 460.

The history of the firm is an interesting one. It was originally formed by Mathers & Brown, with Mr. William Christie as assistant baker and travelling salesman. In 1850, Mr. Mathers retired and Mr. Christie became associated with Mr. Alex. Brown as partner. Three years later the latter retired, but in 1861 he was again back in the business, when the style of the firm became Christie, Brown & Co. In 1878 Mr. Brown finally retired from the firm, Mr. Christie continuing the business under the old firm name, until June, 1899, when it was merged into a joint stock company with a capital of \$500,000. After Mr. Wm. Christie's death, in June, 1900, his son, Mr. Robert J. Christie became president, R. Harvey, vice-president, and C. E. Edmonds, secretary-treasurer.

The business was originally started on Yonge street. It was removed from there to Francis street in 1871, and from Francis street to the present site at Frederick and

Duke streets in 1874. The original building on the present site was 60 x 90 ft., 10 ft. narrower and 40 ft. shallower than the latest addition, which is one of several since 1874.

Besides the Toronto factory, there is a branch warehouse on St. Charles Borromeo street, Montreal, where, including the manager, there are 16 employes. There are also agencies in Halifax, St. John, Winnipeg, Victoria and Vancouver.

In all, Christie, Brown Co. employ 15 travellers, 10 having headquarters in Toronto and five headquarters in Montreal.

These travellers cover the Dominion from one end to the other.

The factory is scrupulously clean. The girls employed in packing biscuits are provided at the firm's expense with clean blouses and large white aprons, and the men with white suits and pocket handkerchiefs, while baths of modern style and finish are provided for all.

During the last few years the company has been paying some attention to the export trade, and it has met with a good deal of success. Christie's biscuits are now to be found in several leading cities of the United States, such as New York, Boston, Chicago, Cleveland and Detroit. Shipments are also made with more or less regularity

to South Africa and the British West Indies, while unsolicited business has been received from Cuba, Hayti, India and New Zealand. The firm has export agents in Great Britain, South Africa and the West Indies.

The firm manufactures all kinds of sweetened and unsweetened biscuits. And, for the export trade, all its biscuits are put up in hermetically sealed tin boxes.

UP-TO-DATE SHOW CARDS.

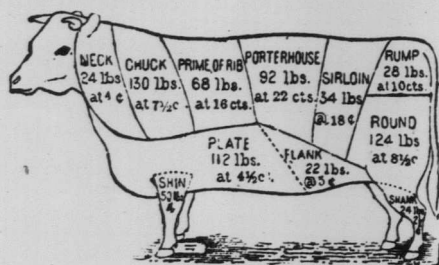
The show-card painter is already a necessary adjunct to the advertising bureau of many big stores, but there are thousands of smaller stores that need show-cards and yet can't afford a show-card painter. This gives an opportunity to a young man with hustling qualities to make himself more valuable to the business, and also add to his earning capacity an accomplishment that's worth dollars and cents, besides giving him the chance to leave his place behind the counter for an hour or two at a time to paint some needed show-card, which is really a relaxation. It is with pleasure we call attention to the advertisement of W. Edwards, Carleton Place, Ont., Box 315, in this issue. We can heartily recommend his book of instruction teaching this art as being one of the best and most complete works of the kind yet published. It sells at \$1, mailed postpaid, and you will find it worth a hundred.

THE PROVISION TRADE.

Comparative Value of Meat—The Markets—Miscellaneous Notes.

COMPARATIVE VALUE OF MEAT.

THE great thing that renders a steer valuable to the packer is that the animal possesses a class of meat that will command the best price upon the market, says The Drovers' Journal. The worth of the steer, other things being equal, depends on the proportion of the more valuable cuts to the inferior priced meats. It should be the aim of the breeder and feeder to choose those animals that give indications of producing the most valuable cuts. The former can regulate this by using bulls of good breeding and beef conformation which indicate strength in these desired sections. The feeder can secure the quality of stock he needs by selecting the type of young stock that gives indica-



A Typical 1,200-lb. Steer in Sections.

tions of being able to put on flesh to good advantage and in the valuable sections. The man who picks out what is termed a "good feeder" will generally secure such an animal.

We can do no better to illustrate this point than to submit the accompanying illustration showing the probable cuts and the varying weights such as we can expect to secure in a first-class beef steer weighing about 1,200 lb. The weights given have been made up by men connected with the leading packing houses in Chicago, and are not only the results of long experience, but approximately correct. The prices attached are corrected to date by a leading dealer in meats, and are intended to be a fair representation of the prices for which meat is now being sold to the consumers.

Let us take this steer and divide him up into two classes of cuts, which we may term best quality and second quality. The first quality, with the name of section, cuts, weight, price per pound and value, will be indicated in the following table:

Name of section.	Weight of cut.	Price per lb., cts.	Total value.
Prime of rib.....	68	16	\$10 88
Porterhouse.....	92	22	20 24
Sirloin.....	34	18	6 12
Rump.....	28	10	2 80
Round.....	124	8.5	10 54
Total.....	346		\$50 58

Now, taking what we may consider as

the secondary class of meat cuts, and classifying as above, we have the following:

Name of section.	Weight of cut.	Price per lb., cts.	Total value.
Neck.....	24	4	\$0 96
Plate.....	112	4.5	4 04
Flank.....	22	5	1 10
Chuek.....	130	7.5	9 75
Shin.....	50	4	2 90
Shank.....	24	3	72
Total.....	362		\$18 57

We do not know what more could be said than is indicated in the above table that would proclaim the necessity of the pure-bred or high-grade animal in beef production. He is necessary, since by his blood comes the only way by which these results can be accomplished. The pure-bred has been carefully improved along the lines of these valuable sections for generations, and his cutting-up proves to what ends he has been developed.

We believe that to Professor F. B. Mumford, of the University of Missouri, belongs the credit of devising this method of demonstrating the great utility of the beef steer. The first table indicates that the value of 346 lb. of meat cut from the valuable sections is worth \$50.58, and, on the other hand, 362 lb. from inferior sections have only a fractional value of the former, being but \$18.57.

There is one important point here that the farmer must take into consideration, and this is that it takes just as much corn or any other feed to produce the 362 lb. of \$18.57 meat as it does to produce the 346 lb. of \$50.58 meat. The more of the latter that a steer yields and the less of the former the greater will be the profit to the feeder. We are well aware of the fact, however, that this is a matter that must be limited to certain bounds, but the proportion of valuable cuts can be increased to the full limit by the breeding of the right sort of animals.

We will put this matter in a different manner still by the aid of a table just issued by the University of Missouri in a valuable pamphlet on "Factors in Profitable Beef Production," by Professor F. B. Mumford. This table is as follows:

Name of breed.	Weight of all cuts.	Weight of porterhouse and sirloin.	Per cent. porterhouse and sirloin to all cuts.
Shorthorn.....	1,046	127	12.1
Hereford.....	1,007	109	10.7
Angus.....	980	109	11.11
Scrub steer.....	824	82	9.1

The above table is valuable in that it shows something of the comparative difference between the porterhouse and sirloin steaks cut from the pure-bred and the scrub. We take these as they are given out from the Missouri station, based on experiments there. The relative positions of the pure-bred or high-grade animals might very possibly be reversed under another test, but

the scrub's position would always be just where he is now.

The pure-bred animals have a somewhat greater weight than the scrub, but this is due largely to the fact that he has placed his feed to a better advantage all through his growing period. As it is, the Shorthorn has an advantage of 45 lb. of porterhouse and sirloin over the scrub, which means an added value at a good fair price of 21c. per lb., or \$9.45. The Hereford and Angus have an advantage of 27 lb. of the same cuts, which at the same price shows an advantage of \$5.67 over the inferior bred steer. It must be taken into consideration that these prices are for two cuts only, and that there must exist a similar proportion between the other cuts throughout the steer, though the difference must necessarily be of less money value, since the cuts are worth less.

NEW PACKING PLANT IN WORKING ORDER.

THE immense new abattoir and packing house recently erected by The Laing Packing and Provision Co., on Mill street, Point St. Charles, Montreal, is now in full working order. The construction of the plant has occupied quite a length of time, but considering its size and the completeness of every detail in connection with it, this is not surprising. It is claimed that the new plant is not only the finest and most up-to-date in Canada, but that it surpasses those of the United States in many points of equipment and arrangements for shipping operations. Years of experience in the business were necessary to bring this about, and experience was supplemented by close observations of the systems and methods most approved of in the United States.

As before mentioned, the shipping facilities are perfect. A track passes through the grounds, and cars can be run right up to the cattle barn and shipping-rooms. On the north side are the stock yards. Here also there is an entrance for any cattle purchased in the open market.

From the cattle barn is a run to the main entrance of the plant. This is built of brick, as are all the runs leading to the main building, with cleats at short intervals, and pitch has been used between the spaces. Brick also composes the floors in the building, and pitch is used here too, the result being that it is easy to keep the place clean. They are flushed every day, and the whole building is kept in a perfectly clean and hygienic condition.

In the huge barn, the cattle are kept on the ground floor, smaller animals being sent up to the first floor. There is a good deal of vacant land not yet utilized by the plant, and here pens are to be built, where a great many more animals can be kept in the summer months. The capacity of the whole plant is placed between 100 and 200 cattle, and 2,000 to 3,000 hogs or other small animals, per day. The stalls and pens are kept as clean as possible, and the animals

Smoked meats are in demand.
Satisfy your customers with



... AND



A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

TRY SAMPLE SHIPMENT.

The Park, Blackwell Co.,
LIMITED.
TORONTO, ONT.

GOLD MEDALS AWARDED

Boar's Head Brand of Refined Lard Compound and COTTOLENE received the gold medals at the Charleston Exposition. Most every prominent concern manufacturing Compound Lard were represented. These awards again attest the superiority of BOAR'S HEAD Brand of Refined Lard Compound and COTTOLENE, and completely destroy the claim made by our competitors that they can produce compound lard as good as Fairbank's BOAR'S HEAD Brand, or make a cooking fat that is as good as COTTOLENE.

Boar's Head Brand is the only compound lard that would-be competitors praise by attempting to equal.

Boar's Head Brand is the only compound lard sold on a positive guarantee as to quality.

Boar's Head Brand is the only compound lard that the retailer and consumer are willing to pay more money for than they would for other brands.

Boar's Head Brand is the only compound lard that gives better satisfaction than hog lard as a frying and shortening medium.



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

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

ESTABLISHED 1852

F. W. FEARMAN

Co., Limited

HAMILTON, ONTARIO

Ham and Bacon Curers

Lard and Lard Compounds

Manufacturers of all kinds
of Packing House products

Butter and Cheese Dealers

"Three Star" Hams

and English Breakfast Bacon

have been on the
Canadian market
for a longer time
than any other
Brand and have
the highest repu-
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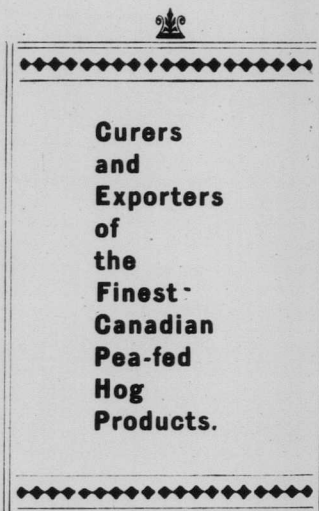
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well

Fowler's Canadian Company,

LIMITED

Pork Packers and Lard Refiners.



Wholesale Dealers and Exporters of

Canadian Cheese, Creamery and Dairy Butter.

HAMILTON, CANADA.

English Houses :

Fowler Bros., Limited,
LIVERPOOL AND LONDON.

are always surrounded with the best conditions.

From the barn the hogs are driven into a receiving-room, finished in black pitch so that it may be easily and frequently cleaned. Here there are two pens, in each of which about a dozen hogs can be accommodated. Between the pens one comes upon the first of the machinery which is to convert the unsuspecting animals into pork. This is a large wheel, with short chains at intervals attached to its rim, and as it slowly turns around, a chain is unhooked, then hooked around the hind legs of one of the animals and finally hooked on to the wheel again. The hog is drawn up to the top, where a rod catches the chain, and the animal drops to a graded platform along which the "stickers" are placed. They make short work of the hog. The blood runs to the vats below, to be stored for future use. This platform is also heavily coated with pitch, and has water-tight plugs, so that after the day's work it comes in for the same flushing and cleansing as the other portions of the plant.

The dead animal is dropped into a vat of scalding water and automatically lifted to a bench, where it is scraped by a machine. The knives on this machine are on springs, and can cover the whole body. During the process, water is sprinkled on the hog and it is thoroughly scoured. It then passes to a table, where any scraping not done well by the machine is completed by hand.

A hook raises the hog to the trolleys running along the ceiling. If it is to be exported, it is sent off to the right of the room and singed by means of gas jets, until it has acquired the brown tint which is necessary for the foreign markets. This process is not required if the hog is for the local market. It is then sent off to the right and slit, the fat thrown into cold water, the casings through an opening in the floor, while the offal which can be used for fertilizing purposes is sent off for special treatment.

After another bath, the hog is sent to the weigh-scales. Thence it goes to the chilling-room, where it is hung up for a couple of hours to allow any gases to escape. After this comes the cooling-room, and the body is then in shape to be cut up and sent to the curing-rooms.

All the buildings connected with the plant are separated. Close to the packing-house is a steam and power plant, while refrigerating machines are numerous, in separate buildings for fire protection.

Near to the main building is the lard-rendering-room, in a separate building. This process takes place in immense tanks, below which are the lard-running-rooms, meat-pickling and curing-rooms.

In the matter of handling of the cattle there is little difference from the process used with the hogs, except in the killing.

All the rooms connected with the packing can be flooded with several inches of water

if necessary, the floors being entirely water-proof. Electric lighting is used throughout.

MEATS AND GROCERIES.

By W. T. Robson.

Meats and groceries are a combination that is growing remarkably fast in Canada at the present time. In the larger towns, and even the country general stores, especially the larger general stores are adding meat departments to their business.

There is no line of trade that demands more attention to details, such as the careful watching of the weighing; the prevention of waste; absolute cleanliness of scales, knives, saws, block and slabs, and, most important, the personal cleanliness of the salesman. The arranging of the stock in order to make the most favorable impression on the buyer is of great importance. Any man who throws down in a careless manner a piece of meat, which he should always remember the customer intends to eat, will injure the trade of that business. This is something which butchers are so often given to forget. Nothing is more detrimental to a store doing a critical business in meats than dirty hands, bloody or soiled aprons, greasy cloths, unkempt appearances, and general untidiness on the part of salesmen. There is nothing more important than the observance of the fact that the goods they are selling are those which the customers expect to eat, therefore they must be handled and have the

environment which suggests care and cleanliness. The dealer who forgets these important features of the business will find his better class of trade going to the stores whose employes are particular to please their customer's eye as well as his palate. Then, up-to-date appliances, such as the best scales, refrigerators, fans, and all that goes to make the goods and environment more attractive to the buyer, will prove a profitable investment.

Groceries and meats are a good combination, providing the arrangement of each is such that they in no way conflict. The meat department must not be cramped for room, must be clean, and at this, the warm season, the stock must be kept in a cool temperature under glass as much as possible. People must buy general groceries frequently, and, if they can secure at the same store their meats, there will be a saving of time and convenience, which must, if properly managed, result profitably to the merchant. The summer trade for cooked meats, pressed corned beef, boneless ham and other prepared and ready-to-use meats have increased wonderfully the last two seasons.

To the housekeeper these goods make it possible to have an attractive dinner without the use of heat in the house, and this great saving will always commend them, and insure their large sale. Grocers have a right to annex this trade, for cooked meats are easily handled and the danger of waste is small in comparison to the selling of fresh meats. In fresh meats the difficulty when the location is away from the centres is in getting a regular and satisfactory supply, for slaughtering is the most unpleasant part of the business. Arrangements for the purchasing of fresh meats have also grown enormously and refrigerator cars are constantly shipped from all parts of the country:

PRESERVATIVE.

Wm. Nivin & Son, exporters of butter and cheese, Montreal, have been appointed agents for the Preservaline Mfg Co., New York, manufacturers of export butter Preservaline, an article now being largely used by exporters of butter. The manufacturers claim that this article keeps the butter perfect until consumed, prevents it from losing flavor or deteriorating in any manner, thus insuring better and quicker returns and readier sales. Another important factor about this article is that it is a good preventative against mold. Nivin & Son will be pleased to send interested parties descriptive matter concerning Preservaline, and doubtless it would be well worth the while of butter men to avail themselves of this offer.

A NEW CONCERN.

The Chas. A. Bull Produce Co., 115 King street, Montreal, with a subscribed capital of \$50,000, have recently commenced an export and produce business. Butter, cheese

and produce are the principal lines they intend to deal with. They are already doing a very extensive business and prospects for the future promise extremely well. This firm is open to receive correspondence from British buyers.

THE PROVISION MARKETS.

TORONTO.

Dressed hogs have declined 75c. per 100 lb. and the market continues weak. The liberal receipts last week and the weaker condition of the market for live hogs have effected this result. Live hogs have declined 25c., and the receipts have not been so liberal in consequence. The market for live cattle continues strong with a good demand for export. We quote: Dressed hogs, \$8.75 to \$9; beef carcasses, \$7.50 to \$8.50 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$7 to \$7.50 per 100 lb.; veal, 7 to 8c. per lb.; lambs, 10 to 10½c.; live hogs, selects, \$7.25, lights, \$6.50 to \$7 per 100 lb.; choice export cattle bring \$6 to \$6.75 per 100 lb.; lights sell at \$5 to \$5.75.

The demand for provisions is improving and the prices are firm. There is a tendency to advance in nearly all lines of cured and smoked meats. We quote: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 14 to 14½c.; Canadian heavy mess pork, \$21.50; short cut, \$22.50 to \$23; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

MONTREAL.

The tone of the market for pork, both Canadian and American, has been a good deal easier during the past week, and a decline of 50c. all around took place. The demand for all lines of provisions continues fairly active, and the market is at present in a somewhat better condition.

The Laing Packing and Provision Co.'s "Anchor" brand of compound lard is reported by jobbers to have been cleared up again on the local markets, and the manufacturers have been unable to supply the trade. No date has been given as to when they will be able to do so.

The market for fresh-killed, abattoir-dressed hogs has continued quite firm at the advance of a few days ago, which was 25c. per 100 lb. The demand is fairly good. The price now is \$9.75 to \$10.25 per 100 lb.

We quote as follows: Heavy Canadian short cut mess pork, \$23.75 to \$24; Chicago clear pork, \$27 for heavy and \$26 for medium; selected heavy short cut mess pork, boneless, \$22 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.32½ to \$2.35 per pail; refined lard compound (Fairbank's), \$2.10 for 1 to 24 pails, \$2.08 for 25 to 49 pails, and \$2.07 for 50 pails and over; Snow White and Globe compound, \$1.85 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N.B.

The very high price of pork and beef in barrels, particularly as this is the quiet season, very much affect sales. There is a fair sale of smoked meats, chiefly Ontario cured. Prices are high. In lard, full figures are asked and there is a fair sale. In fresh meats, mutton is rather lower. Lamb is unchanged, and quite good stock is now coming in. Pork is scarce and rather firmer. Veal is firm. Beef is held at the very high price. Sales are cut down one-third. We quote: American mess pork, \$23 to \$23.50; domestic mess pork, \$21.50; plate beef, Canadian, \$14 to \$14.50; clear pork, American, \$25.50; plate beef, American, \$17 to \$18.50; veal, 4 to 7c.; lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef, 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10½c.; pails, 10¾c.; hams, 14 to 14½c.; rolls, 12 to 13c.

The Wm. Davies Co. is shipping fresh beef into this market.

Geo. E. Barbour has a large shipment Fairbank's standard "Boar's Head" lard just received.

Local curers of pork are practically out of business owing to scarcity of hogs.

WINNIPEG.

DRESSED MEATS—The demand is very good and supply of choice beefs is limited, 9c. has been paid for the best grades all week, and 8 to 8¾c. for all under the top of the market.

VEAL—Supply is moderate and the quality better than for the past few weeks. Price, 8¾ to 9½c.

LAMBS—The number of spring lambs received on this market for the week has been very small, and the price is \$3.50 to \$4.50.

HALIFAX.

Beef is scarce. The quotation of jobbers and wholesalers, which was advanced a dollar only a short time ago, is merely nominal. Money can hardly buy a carload of beef cattle in any part of Nova Scotia, New Brunswick, or Prince Edward Island. Beefsteak is retailing at 15 to 16c. per lb., and some dealers say it should not be sold under 18c. The high price of feeds caused many of the farmers to kill off their cattle last autumn and early winter. It is said there is a good stock of young cattle in the country, not yet ready for the market, and that a little later prices will be easier. Veal is plentiful; lamb is coming in more abundantly; mutton is scarce and the price has advanced \$1 per hundredweight. Fowls and chickens are fairly plentiful, but turkeys are scarce and are now quoted one cent per lb. advanced.

PROVISION NOTES.

Henry Burton, butcher, Hintonburg, Ont., has been burned out.

J. A. Leaman & Co., wholesale and retail meat merchants, Halifax, N.S., have opened a branch on Pleasant street.

Agents for the United Kingdom:
 J. & W. J. COURTENAY,
 14 Tooley Street, S.E., London, Eng.

C. F. HODGES,
 General Manager.

THE
Farmers' Co-operative Packing Co.
 of Brantford, Limited.

Bacon,
 Hams,
 etc.

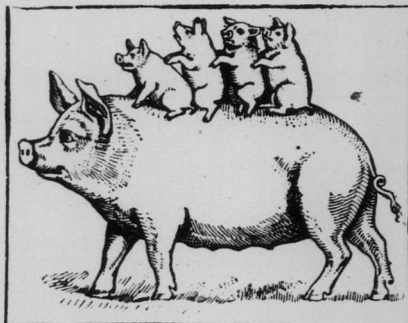


This company cure their Bacon and Hams after the process adopted in Ireland, and which has made Irish Bacon famous the world over.

Irish Bacon commands the highest price in the English markets, and we guarantee a cure and quality equal in every respect.

Consumers will at once recognize the delicious flavor of Bacon so cured.

The Bacon and Hams are branded with the company's brand.



Lard.

We guarantee our Lard to be *absolutely pure*, and we have confidence in stating that anyone using our Lard will repeat orders.

The company manufacture the following varieties of Bacon and Hams :

Breakfast Bacon
Short Roll Bacon
Long Roll Bacon
Back or Windsor Bacon
Wiltshire Bacon
Cumberland Bacon

Long Clear Bacon
Long Rib Bacon
Square Cut Shoulders
Shoulder Butts
Mess Pork



Lard in Tierces
Lard in 50-lb. Tubs
Lard in 20-lb. Pails
Lard in 5-lb. Tins
Lard in 3-lb. Tins.

ESTABLISHED 1868

INCORPORATED 1894

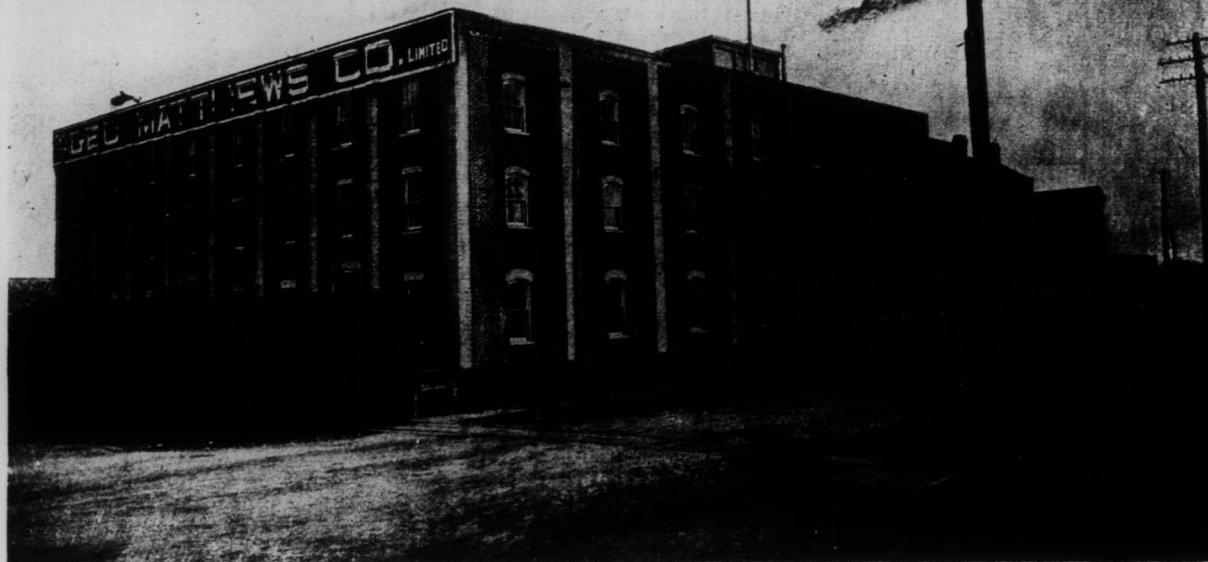
The Geo. Matthews Co.

Limited

CURERS AND PACKERS OF

HAMS, BACON AND LARD

And all lines of Pork Products for Domestic and Foreign trade



FACTORY AT PETERBOROUGH, ONT.

AGENTS IN GREAT BRITAIN:

Mills & Sparrow, 33 Tooley St., London, S.E.

Marples, Jones & Co., 8 Mathew St., Liverpool.

Packing Houses at Peterborough, Ont., and Hull, Que.

The GEO. MATTHEWS CO., Limited

to Methodist 0300
 RETURNED *cut book 8*
 MAR 24 190

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D. GUNN, BROTHERS & Co., - TORONTO

ESTABLISHED 1873.

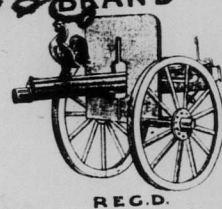


RETURNED
JUN - 2 1902

 CANADIAN EGGS. 



all to D. Gunn Bros. **MAXIM BRAND**



Pork
Packers
and
Exporters



Eggs
Butter
Cheese
Poultry

GUNN, LANGLOIS & Co., Limited, MONTREAL

ESTABLISHED 1881.

INCORPORATED 1901.

"The Road" and How to Make it a Success.

By . . .
H. A. Leak,
of Montreal.

HERE is at least one occupation not overdone, offering openings and opportunities; one line that expands with every new invention, every increase of population, offering many chances to young men possessing common, practical sense, honesty and energy, seeking employment. It is labor thoroughly organized, which never had a strike, and never as a body and rarely as individuals complains against employers; indeed, so allied are the interests of employer and employe that they work as one. I refer to the commercial travelers.

"The road" pays better average salaries than do most of the professions or trades. Over 300,000 men now earn salaries ranging from \$800 to \$10,000 a year as commercial travelers, and there is room for thousands more.

"The road" is a position of trust; travelmen represent millions of capital, and wield a significant, though apparently silent, moral, commercial and political influence.

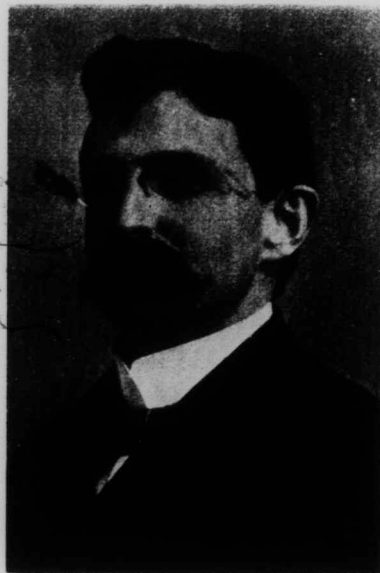
It is a work that wins on merit alone, prohibiting favoritism; a firm may favor a relative or a friend for a soft berth in the office, but the man put on the road is employed, paid and advanced solely on the basis of ability. Among the patrons of the institution he represents, "the drummer" is "the house." He arbitrates differences, adjusts affairs of immediate concern that require quick decision, handles money and makes contracts. As a final course in a young man's education, "the road" gives a good finishing touch. It teaches him human nature, opens the way to higher positions, elevates and broadens. Many of the heads of the most successful mercantile and manufacturing concerns came from "the road." Books teach and imagination often leads conception astray, leaving learning frail as his theory until corrected and strengthened by fact and realism. Commercial travel is practical, and its routes include nearly all the territory of fact. In the Pullman, the waiting-room and the hotel discussions are open, introductions are rare, and mistaken assertions are quickly combated. "The road" is a school.

PRACTICAL SUGGESTIONS.

How many take the interest in their work that they do in a game of chess or billiards? Those who do, succeed. When an occupation becomes labor, it is quite certain to be a failure. There is no more work about sawing wood than playing baseball; no more work about keeping

books than in playing whist; it is just as easy to get interested in sawing wood or keeping books as in playing baseball or whist. There is an opposing force in all work as in all games, the antagonistic power that makes the game worth playing or the work worth doing. In the game of both work and play there are chances to win. Everyone does not enjoy the game of baseball; everyone does not enjoy the game of sawing wood; but nearly all can become interested in some game or work.

The field for work on the road is broad. The first subdivisions are mechanical, scientific, professional and literary, which are again subdivided and resubdivided minutely, offering many games of work to select from. There is room in any of the



Mr. H. A. Leak.

above-named branches of travel for those who will make their business a study.

At this day the great commerce of the United States is largely transacted through travelling representatives. Everything grown or produced requires salesmen at once or finally when it is hewn, woven, carved, cut, dried, boxed, canned, tanned, planed, molded or turned to make it marketable through the medium of the man on the road. Salesmen are wanted every day, everywhere. Hundreds of firms send out men unfamiliar with the business they represent because they cannot get trained talent. Remuneration is good, and there is no investment of capital. Expenses are paid and salaries can be profitably invested, thus increasing earnings. On trains there is ample time to take up some study that will afford profit and pleasure. A young

man who, in the past three years, has acquired a fair knowledge of Spanish by studying between stations on trains, informs me that his employers will send him to Mexico, where they desire to extend their trade, and will handsomely advance his salary.

UNNECESSARY TALKING AND LYING.

The first merchant I ever called on was a druggist in a small Illinois village. I did a great deal of unnecessary talking and some unnecessary lying. I told of where I had travelled and of large orders I had taken, endeavoring to mask, if possible, the fact that I was then taking my first order. The druggist asked, now and then, some question that called out another lie as a protection to what I had said; I argued with myself that my deceptions were not harmful because they did not misrepresent the goods I offered, but, as I thought, covered my newness. After an hour, Mr. Merchant interrupted me by saying: "Young man, I am going to give you an order. I want to help you because this is your first trip. When you go to the next man tell him frankly that you have just started out, because, if he should not know the honor of your house as well as I, he might judge them by what you tell of your travels." His polite manner of telling me that I would better tell the truth at first nettled me; but, after collecting my thoughts, I admitted to him that I was not only making my "maiden trip," but that he was the first merchant I ever called on, and his was the first order I ever sold.

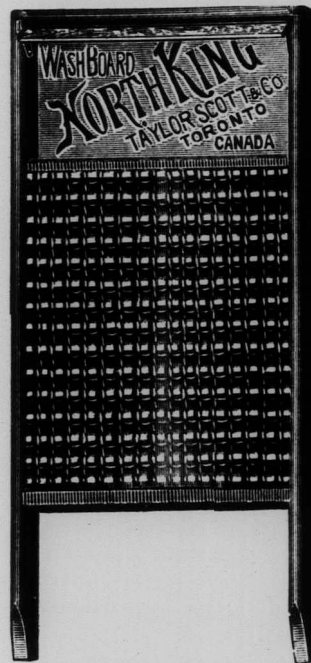
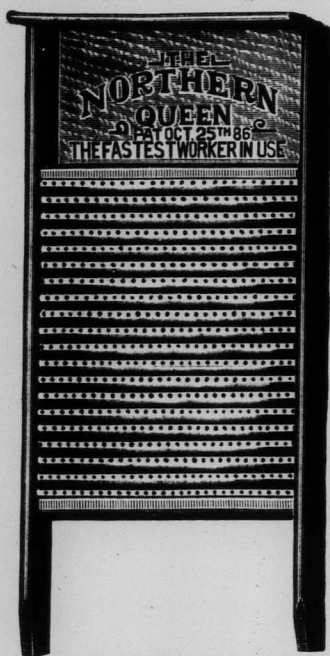
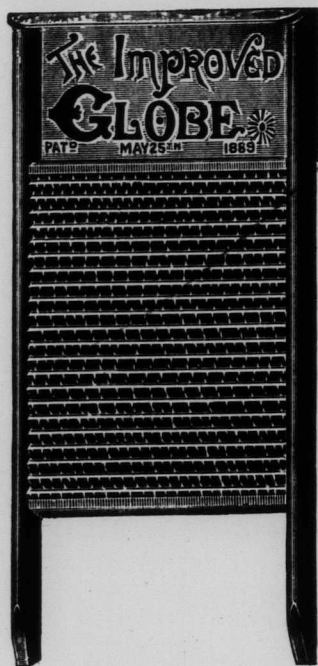
Since then I have had twelve years' experience as a drummer and know that even in insignificant utterances it pays to be honest.

TRUTH IS MONEY AT INTEREST.

There are times when money seems to be lost by telling the truth, but I believe it is only out drawing interest. Honesty is the most essential quality to build up a trade on the road. Imagine a merchant wanting to become the patron of a representative that misrepresents.

I had been a traveller more than two years before I knew that I was wasting much energy by superfluous talk. A Galveston, Texas, man one day gave me audience; I told him of the merit of my goods, the standing of my house. I talked and talked and talked, often repeating the points I had made. He listened calmly and not without apparent interest. Finally I could think of nothing else to say, but hesitated to cease my argument, for I seemed to be gradually bringing my man to the buying point; but there seemed to be an end to even such a plentiful article as talk, and I said: "Well, that's all; I don't know anything else to say."

"I have been waiting for thirty minutes," he replied, "to tell you that I can use some of your goods." He said this with a touch of sarcasm that taught me another lesson. It is not the salesman who does the most

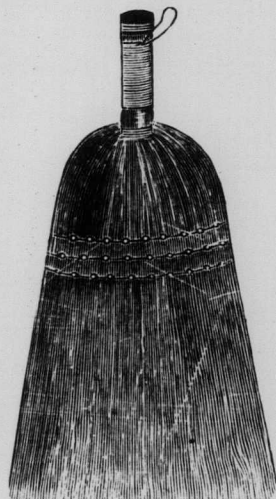
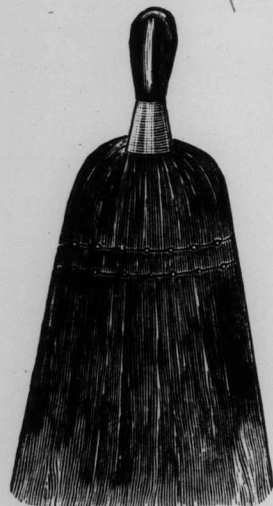


The fact that our goods are made from the very best materials, and are superior in finish and workmanship, is sufficient to show why they have a
WORLD-WIDE REPUTATION



Our business is confined solely to the manufacture of **BROOMS, BRUSHES, WOODENWARE, BASKETS, Etc.**
A trial order is enough to establish permanent business relations

SAMPLES AND PRICES SENT ON APPLICATION.
CORRESPONDENCE SOLICITED.
CABLE ADDRESS, "WOODENWARE," TORONTO.



TAYLOR SCOTT & CO., TORONTO, CANADA.

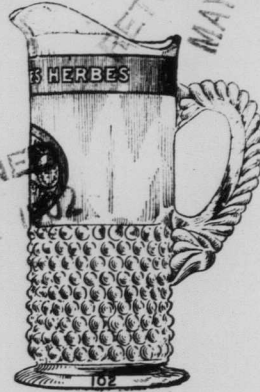
A FEW OF THE PACKAGES IN WHICH WE PACK OUR

Established 1870.

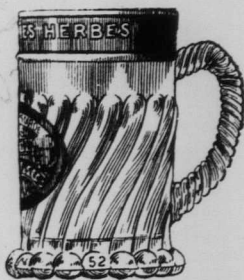
FRENCH MUSTARD.



The great demand for our goods is due to their **Superior Quality.**



We are the only **French House** manufacturing **Mustard** in Canada.



HENRI JONAS & CO.,

389-391 St. Paul Street, MONTREAL



all to Montreal Office

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By Appointment To His Majesty the King and To Her Late Majesty Queen Victoria and
To His Royal Highness the Prince of Wales.

“CANADIAN CLUB” WHISKY

—DISTILLED AND BOTTLED IN BOND BY—

HIRAM WALKER & SONS, LIMITED

WALKERVILLE, ONTARIO, CANADA.

LONDON.

NEW YORK.

CHICAGO.

MEXICO CITY.

VICTORIA, B.C.

The age and genuineness of every bottle is guaranteed by the stamp of the Canadian Excise Department over the capsule.

An absolutely pure and thoroughly matured spirit, of most delicate flavor and bouquet.

“CANADIAN CLUB” is highly popular with the medical profession, because of its uniformly high character, and its acceptability to persons of weak stomach.

The great merit of this whisky is attested by the fact that in the comparatively short space of twelve years it has forced its way into every part of the civilized world, and is now admitted to be more generally distributed than any other single brand of liquor.

on who studies all the good points in his line, knows them by heart, and says what he has to say briefly, and with an emphasis that is convincing. If it is only a simple "Yes, sir," or "No, sir," say it in capital letters.

APPEARANCE IS OF GREAT CONSEQUENCE.

Almost any man can be a gentleman, and a gentleman can sell goods. A dealer or buyer may be uncouth, but he respects a gentleman, and will give one both attention and patronage, in preference to the vulgar. Vulgarity is the lowest form of familiarity that a salesman can indulge in with his trade. The salesman who appeals to buyers by telling smutty stories under the delusion that he is on close terms with them, will find that some gentlemanly competitor who commands the respect of his customer, will slip in and get the order while he goes on with his questionable yarns, and will some day awake to find that he is telling the stories and the other fellow is doing the business.

One of the most imprudent errors a salesman can make is to ask his customers to have a drink. A buyer knows that salesmen do not ask the hotel clerk, the barber or the banker they patronize to have a drink, and he can only judge that your treating in his particular case is to obligate him. A good buyer cannot be bought by a drink or a cigar, and it is often an insult to him. Tips should be confined to waiters and porters and paid in cash, not drinks; likewise a commercial traveller should decline drinks if not the more modest cigars, from his customers. Social favors are the beginning of familiarities that soon impress the merchant with the idea that he knows as much as the traveller about his wares; and, for the same reason that he would not engage a lawyer or a doctor that knew no more than himself, he will deal with commercial men who keep close to the business shore and who know the value of reserve.

Neatness in personal appearance must not be overlooked by the commercial man who would succeed. Clothes that fit well, cuffs and collars that are clean, shoes well polished and hair well trimmed emphasize all the other necessary qualities that contribute to success. An honest man looks more honest, and a well put sentence seems better put when accompanied by proper clothes.

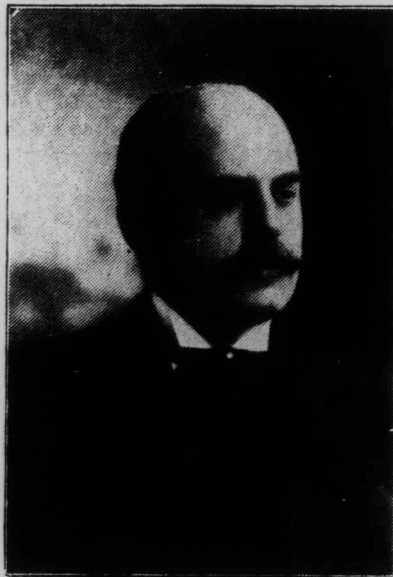
THE TRAVELLER SHOULD READ.

A travelling man should obtain works pertaining to the line he represents and post himself better than his trade. If possible, go through the fields where the raw goods are grown; the factories where made, and interview the laborer who helps to produce his stock, mastering the small matters and posting himself on the differences and details.

Many a sale has been lost because the salesman could not give the best freight rate or route for his goods at a moment's notice.

Salesmen are in demand. It is not difficult to sell goods. To begin, choose your line, put a value on your services, then go to some good company and sell them your ability. If you offer your services well, you will not go far before someone will conclude that you can offer your goods well also.

I watched my employer recently say "No," to a young man, an applicant for a position on the road. "No," said he, "we have applicants every day." The young man, calmly surveying a United States map on the wall, pointed to it and said: "Is there no place in all that territory where you want to extend your business or increase it?" "Oh, yes," replied my employer, "we always want to increase business." "That is why I called; I came to increase your business," the young man said, with a gentlemanly audacity by which he made his



Mr. W. Dobie.

best sale. He sold his ability. Later, my employer remarked to me: "We have room for a dozen young fellows like that."

STRIKE OF CARTERS.

About 300 carters struck in Montreal for an increase of wages on Monday, and the wholesale houses have, as a result, been put to a good deal of inconvenience. As the large transportation companies do nearly all the carrying of goods to the trains and wharves, as well as much business in transferring goods from wholesale to retail hands, the business of the week has suffered. At this particular season, when so much perishable goods is being received and sent out, a strike of this kind is all the more annoying. Meanwhile the smaller carters are doing a rushing business, and charge the merchants 12½c. per load more than the former rate.

BUSINESS MEN OF PROMINENCE.

MR. WM. DOBIE.

MR. WM. DOBIE, general manager and treasurer of E. W. Gillett Co., Limited, was born on the banks of the St. Lawrence, near Cornwall, about 45 years ago. After having been engaged, as a young man, in two or three commercial enterprises, he moved to Chicago in 1879 and became connected with Gillett's Chemical Works, and, between that time and 1886, filled responsible positions with that concern, at one time being manager of their branch in St. Louis, Mo.

In the spring of 1886, Mr. Dobie came to Toronto to establish a branch of the Chicago house, and he has had entire charge of the Canadian concern ever since. As our readers are aware, he recently formed a \$300,000 company which took over the Canadian business of E. W. Gillett on May 1. From very small beginnings the business has grown to be one of the first manufacturing concerns in Canada to-day, and the limit, to all appearances, has not been reached, by any means. To Mr. Dobie's steadfast adherence to legitimate business principles and progressive ideas is largely due the success which has been attained by Gillett's business in Canada. Printers' ink, as an aid to business, has a strong champion in Mr. Dobie.

AGAINST SUNDAY BY-LAW.

The proposed by-law to prohibit the keeping open of stores on Sunday, which is to be brought up before the Montreal City Council shortly, will not be allowed to pass without strong opposition. A meeting of the smaller merchants, proprietors of candy and fruit stores, cigar stores, etc., was held on Monday night to discuss this question. It appointed a committee to call a larger meeting of all those interested in the subject. The committee were: E. L. Ethier, president; E. N. Cusson, secretary; A. Latreuil, Jas. Robillard, F. Lavoie, Ed. Beauchamp.

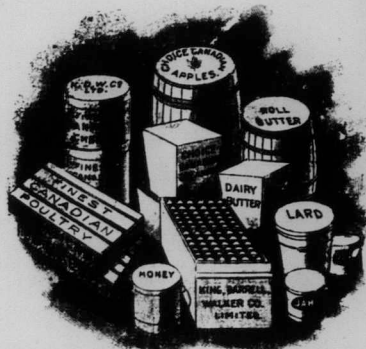
Ald. L. A. Lapointe and Ald. C. Robillard, who were present, explained that the by-law in force now prohibits the sale of everything on Sunday, with no exception whatever. The proposed amendments were to the effect that fruit, candy, cigar stores, etc., should not be included in this, and it was the privilege of those present to say at what size of store the line should be drawn, as determined by the value of stock, rental, etc.

The small dealers are very likely to have their way in the matter, as the council is inclined to view the question from a broad standpoint, and had even discussed the wisdom of allowing other stores, such as toy stores, the same latitude.

JOHN WALKER,
PRESIDENT.

A. J. KING,
SEC. & MGR. DIRECTOR.

H. F. DARRELL,
TREASURER.



CABLE ADDRESS "AKING" TORONTO

KING, DARRELL, WALKER CO.

WHOLESALE LIMITED

PRODUCE & COMMISSION MERCHANTS

EXPORTERS

APPLES, EGGS, BUTTER, CHEESE, POULTRY &c

PHONE, M. 945

74 COLBORNE ST

Toronto, Can. May 30, 1902.



APPLE STORAGE,
THEDFORD, ONT.

Capacity 30,000 Barrels.

RETURNED
OCT 17 1902

DEAR SIRS:--

If buying CANADIAN PRODUCE direct we shall have pleasure in quoting you c.i.f. prices. Our Brands are well known on the British Market. We make a specialty of BUTTER, EGGS, CHEESE, APPLES, and POULTRY.

Our buyers are in immediate touch with the greatest producing centres of Ontario, and with our large storage facilities we are in a position to fill Cable orders promptly. Correspondence invited.

Yours truly,

KING, DARRELL, WALKER CO., Limited.

Established 1885.

Codes: A.B.C. and private.



RETURNED
OCT 17 1902

EGGS

POULTRY



RETURNED
OCT 17 1902

THE TEA TRADE—ITS CONDITION AND PROSPECTS.

An Interview With Mr. McEwan, of London, England.

MR. JOHN MCEWAN, of McMeekin & Co., the well-known tea exporters of London, Eng., has been on this continent about a month, visiting the different trade centres in the United States and Canada. He was in Toronto last week, where he spent a few days. Just before his departure I had the pleasure of a short conversation with him in the office of the Toronto representatives of his firm, Messrs. Geo. Musson & Co. Our conversation naturally turned upon the tea trade, in regard to which Mr. McEwan is a well-known authority. In reply to a question, he said the profits in the tea trade were, as a rule, poor, and that if the same amount of intelligence and skill were put into almost any other commercial enterprise better results would be obtained. Few teamen were, as a rule, making money. "Lipton," said he, "made his money out of other lines and before he came into the tea trade." He began to make money retailing bacon and produce, which came to him first hands. The men in my memory in England who have made money out of selling goods have been those who had some novel idea to present to the public.

"We have had," said Mr. McEwan, referring to the tea trade, "a very bad time on account of overproduction."

"But is not the situation improving to some extent?"

"I don't think so, for the average price of all Indian and Ceylon tea sold by public auction in London during April last was 6 $\frac{3}{4}$ d., the lowest on record. I am pointing this out to show that we have not yet passed the worst. During 1900 a large percentage of the tea estates paid no dividends whatever. My feeling last year was that 1901 would prove for the producers worse than 1900, and I have not the slightest doubt but that, with few exceptions, it was the worst. The situation in England has been very much complicated by the indirect results of the war. The direct results affecting the tea trade were the increase in duty on tea in 1900 to the extent of 50 per cent. That was, you remember, an advance of from 8 to 12c. per lb. in the rate. In addition to the increased duty, there was also the extra demand for capital for carrying on business, affecting every dealer in tea. We have to pay 50 per cent. more duty for the benefit of our customers, and then we have to give our customers longer terms of credit. This is a warning to the people of Canada who are in favor of putting a duty on tea.

"In addition to the direct effect of this increased duty and extra capital requirements, the retailers who distribute tea almost invariably handle sugar as well, and in many cases tobaccos, wines and spirits.

For several years back there has been a tendency to enhance the duties on this class of goods. In certain cases the duties have been opposed. Prior to the advent of the previous budget, a very extensive speculation in sugar had taken place throughout the country, to a large extent based on the fact that the wholesale price of sugar had for about a year previously fallen almost as much in amount as the duty imposed on the article in the budget of 1901. Then the duty was anticipated by large importations of sugar to provide for practically a year's requirements. Sugars there, as here, being practically bought on a cash basis, the lock-up of capital in this direction seriously impaired the powers of distributors for buying tea, consequently the tea market has fallen back to the low level to which I have already referred. Should overproduction of tea continue, there is not much prospect of prices advancing materially from the basis upon which they now stand. Should, however, the production be checked by artificial restrictions, such as have been repeatedly proposed, or by natural causes, such as happened in 1901, the position would pretty clearly point to advancing prices. The consumption of tea is still increasing in the United Kingdom, not only in the aggregate but per capita, while in other large markets of consumption, such as Russia, Australia, Canada and the United States, more tea is being taken all the time."

A NEW MILLING FIRM.

The large oatmeal mills at Thornbury, Grey Co., formerly owned and operated by W. N. Andrews & Co., have recently been purchased by H. C. Parkinson. These mills, which are new, are fitted out with the best British and Canadian machinery. Mr. Parkinson has formed a new company known as The Parkinson Cereal Co. The new company expect to start operations this week.

THE BIGGEST FLOUR MILL.

The biggest flour mill in the Empire is at Rat Portage, Ont. It is the property of The Lake of the Woods Milling Co., and has a capacity of 4,000 bbls. per day, using in the production thereof over 18,000 bushels of wheat.

The company has also another mill at Portage la Prairie. This one is capable of turning out 1,000 bbls. of flour per day, and is at present working on some large orders for Australian delivery. The products of this mill are mostly for the Western markets.

This company has 56 elevators, ranging in size from 25,000 to 50,000 bushels capacity, scattered along various railway

sidings in the great wheat belt of Canada, to the 250,000-bushel elevator at Portage la Prairie and the 450,000-bushel one at Keewatin. The company is increasing its grain-storage plant by building this summer 17 new elevators in Manitoba and the Territories of the West.

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.

E. D. Marceau has just received two lines of Ceylon teas, 32 and 24 chests, which will be found of extra good value, according to the prices ruling at present. Three fine lines of Ceylon greens are also offered.

A. P. Tippet & Co. report a good demand for "Maypole" soap and "Maypole" hat polish.

A large shipment of Stower's lime juice and other preparations arrived recently for Lucas, Steele & Bristol.

Several heavy deliveries of Macquahart's sauce are passing into the hands of the trade ex-steamer Loango.

L. Chaput, Fils & Cie have just received part of a carload of Campbell's soups, ketchups and salad dressings.

Henri Jonas & Co. report a heavy shipment of Spanish Queen olives and manganillas, the first arrivals of the season.

H. P. Eckardt & Co. are offering new pack canned lobsters for prompt shipment. Buyers of evaporated apricots and peaches should communicate with H. P. Eckardt & Co.

DEATH OF WILLIAM LUMBERS.

THE death occurred last Friday afternoon, May 23, of William Lumbers, eldest son of James Lumbers, wholesale grocer, Toronto, at his residence, 9 Selby street. Although he had been ailing for two years, his death was quite unexpected, as it was only about three weeks ago he became dangerously ill.

Mr. Lumbers was about thirty-three years of age. Born in Toronto, he was educated at McGill's private school on Simcoe street, and had been connected with his father's wholesale grocery business for about fifteen years. He was city traveller for the firm for three or four years and was well known to the trade in Toronto. For the last seven years he was head buyer and general manager of the firm.

He was a member of the Masonic order and leaves a widow. His father is at present on a European tour, which he will cut short owing to the death of his son, the eldest of six.

His funeral took place on Monday afternoon to St. James' Cemetery and was largely attended by members of the wholesale grocery trade.

HUDON, HEBERT & CIE.

IMPORTING WHOLESALE GROCERS
AND WINE MERCHANTS. . . .

MONTREAL, CANADA.



SOLE AGENTS IN CANADA FOR:

WRIGHT & GREIG, LIMITED, - GLASGOW, SCOTLAND.
SCOTCH WHISKIES.

BOUTELLEAU & CIE., - - BARBEZIEUX, FRANCE.
BRANDIES.

VIOLET FRERES, - - THUIR, FRANCE.
BYRRH WINE

WYNAND FOCKINK, - - AMSTERDAM, HOLLAND.
FINE LIQUEURS.

TALBOT FRERES, - - BORDEAUX, FRANCE.
FRENCH DELICACIES.

SOLE AGENTS IN EASTERN CANADA FOR:

H. CORBY, - - BELLEVILLE, CANADA.
DISTILLER OF CANADIAN WHISKIES.

H. J. HEINZ - - PITTSBURG, PA., U.S.A.
57 VARIETIES PICKLES
AND CONDIMENTS.

This is a Special Number of "The Canadian Grocer," and the special article that we have to offer you is

"SALADA"

Ceylon Green Tea

We have been offering you "SALADA" Ceylon Black Tea for the last ten years, and you know with what success we have met. Now we predict that "SALADA" Ceylon Green Tea will have as large a sale in two years as "SALADA" Ceylon Black Tea has now. Why? Because Japan Tea Drinkers have been waiting for something equally as good to drink as we have been presenting to Black Tea drinkers for many years, and they are trying the Ceylon Green Tea, and trying it fast; and once they taste it they never go back to Japan Tea again. If you have any Japan Tea trade let us send you a single case of "SALADA" Green Tea as a trial order, **and if it does not give you better satisfaction than any Japan Tea you have ever handled we will take it back from you, paying all expenses.** What can be fairer than this? We have it to retail to the public for 25c. and 40c. per pound; full weight guaranteed to be inside the lead of each packet.

The advantage of handling "SALADA" Ceylon Green Tea is that there is no necessity for you to carry the old-fashioned big stock; there is no loss in weight, and no deterioration in quality; and you have a guarantee that we will take it back at any time if it does not give you, as we said, better satisfaction than Japan Tea. In return for a list of names of Japan Tea drinkers we will sample them with lead packet samples.

SALADA CEYLON TEA CO.

OFFICES: TORONTO AND MONTREAL
NEW YORK, BOSTON, PHILADELPHIA, DETROIT, BUFFALO, PITTSBURG, ETC.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 29, 1902.

GROCERIES.

THE wholesale grocery trade has not materially changed during the past week. The volume of business is, on the whole, fair. If anything, business is rather better in canned goods, except, perhaps, in the one line of fruits, which is quieter. Sugar remains in much about the same position as far as refined is concerned, but the outside markets are slightly lower than a week ago. Syrups and molasses are quiet. Trade in spices is steady. In rice and tapioca business is fairly good. In the tea trade the feature is a firmness of the Japan descriptions. In Indian and Ceylon teas the market is also firmer. Currants and Valencia raisins are in fair demand. In prunes and Californian evaporated apricots and peaches business has fallen off somewhat.

CANNED GOODS.

The situation as far as canned vegetables is concerned continues to improve, the demand being rather better all round for tomatoes, corn and peas. Prices remain in much the same position as they were a week ago, tomatoes being quoted at 92½c. up; corn at 65c., and peas at 80c. Canned fruits are rather quieter than they were a week ago. Further advices from the Coast confirm what was said last week in regard to the combination having been consummated. As a result, there is a somewhat firmer feeling, and although spot goods are unchanged, prices are higher on the Coast than they were a month ago, by 50c. for Fraser River sockeye, 25c. for Northern sockeye, and 20c. per case for pink salmon. Mail advices to hand this week say that most of the principal concerns, except The A. B. C. Co., have joined the combination, while the former will, it is understood, work harmoniously with the latter. All the Naas River canneries are understood to have joined the combination. The demand for canned salmon on the local market is good with prices unchanged. Our quotations follow: Fraser River sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality. A small shipment of canned haddies has arrived on the local market, and is quoted firm at \$1 to \$1.10. The demand for canned meats is keeping up well, and prices are firm.

COFFEES.

The outside markets continue unsettled on Brazilian coffee. On Tuesday the Brazilian market was firmer, but later reacted. The receipts in Rio and Santos were smaller, which led to the firmer feeling at the opening of the market. Locally, green Rios are in fair demand at unchanged prices. Green mild coffees are quiet, with the market somewhat flat. Roasted coffees are in fairly good demand. Our quotations are as follows: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

CREAM OF TARTAR.

Prices, which have been abnormally low for some time, are now showing an upward tendency.

SPICES.

There is just a fair trade doing, and local prices are steady and unchanged. Buyers in the outside markets are reported to be somewhat indifferent at the

See pages 113 and 114 for
Toronto, Montreal, St. John
and Halifax prices current.

moment. On the whole, the spice market appears to be steady.

SUGAR.

The local market continues quiet with prices unchanged, and there is no special indication for the immediate future. In fact, it is difficult to find anyone who cares to prognosticate at all in view of the disappointment of the past and the prevailing uncertainty in regard to the future. The beet-sugar market has declined 3d. per cwt. for the week, and is now quoted at 6s. 1½d. This quotation is equal to \$3.53 duty paid New York for 96 test centrifugals, which are now selling there at \$3.44, or 1-16c. lower than a week ago. Muscavados remain unchanged at 2½c., and molasses sugar at 2 11-16c. Considerable quantities of centrifugals have been purchased by refiners at current quotations, but at the moment offerings are very light and the market is not influenced either way. Holders are firm in their views and base their hopes on the probable favorable result in the United States Senate of the Cuban Reciprocity Bill, which will likely give a reduction of 20 to 25 per cent. on

Cuban sugars. Tired of waiting for the Reciprocity Bill to pass the Senate some of the holders of sugar in the Southern ports of Cuba have been making shipments. Thirty factories in Cuba have closed down during the past week, and the stock of sugar now on the Island is 143,000 tons. Receipts of raw sugar at the four United States ports last week were 25,033 tons, while the meltings were 30,000 tons. Stocks of raw sugar have thus been reduced to 122,271 tons. The meltings so far for the year have been 55,000 tons less than during the same period of 1901.

NUTS.

Shelled walnuts are firmer in the primary market, prices being fully 15 francs per 100 kilos higher.

SYRUPS AND MOLASSES.

There are no syrups offering and none are apparently wanted, and business in this line, as well as in molasses, is quiet. New Orleans advices report a firm market for blackstrap. Prices generally are firm. Our quotations are as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open kettle.

RICE AND TAPIOCA.

Trade is good in rice and fair in tapioca. We quote as follows: B rice, 3¼c.; Japan, 5½ to 6c.; tapioca, 3½ to 3¾c., and sago, 3¾ to 4c. per lb.

TEAS.

The Japan market is still the centre of attraction. A cable received in Toronto early this week indicated that the first crop of Japan would probably prove to be 40 per cent. less than last year. Prices, in consequence, are firm and 3 to 4c. per lb. higher for the same grade of tea, which is, of course, fancy descriptions, than at this date a year ago. This has naturally had a strengthening effect on the Japan tea market, and it is held that a firm market may be looked for during the balance of the season. Medium grades of Japan teas, such as are required on this market, will not be on the Japan market before the latter part of June.

The local market is quiet in regard to black teas as well as Japans. According to latest mail advices from London, Eng., the price of Indian tea showed a tendency to harden at the previous auction, especially in the better class of

teas, while common grades were steady. The auction of Ceylon tea also passed with a better tone. Common grades remained steady, while teas of really good quality were distinctly dearer.

FOREIGN DRIED FRUITS.

CURRENTS.—Both locally and abroad the currant market is firm. Trade, locally, is good, and there has been some business doing on importation account. Quotations are: Filiatras, 5½ to 6c., and Patras, 6½ to 7c.

VALENCIA RAISINS.—Prices are firmly held both here and in London, Eng. Stocks are low and there has been some business done between wholesale houses. We quote selected at 7c. and layers at 7½ to 7¾c.

DATES.—There is very little doing. We quote dates in bulk at 4½c. and in packages at 6¼ to 6¾c.

PRUNES.—The demand has fallen off but prices remain as before. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8¼c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—The demand has also fallen off for evaporated apricots and peaches, and prices are unchanged at 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. Prices have been received on new Santa Clara apricots, and the figures f.o.b. the Coast are 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

GREEN FRUITS.

The demand for green fruits is good. Bananas are still advancing, and 25c. per bunch more is paid for those of good quality than last week. The demand for them has been heavy both in the United States and Canada, and the approach of the holiday season will keep the prices up. Pineapples have declined 50c. per crate. They are arriving in large quantities and in excellent condition. The receipts of strawberries are large, and the demand for them is good. There has been a decline of \$1 per dozen in cucumbers, and they are now on the market in abundance. Oranges continue scarce and the market for them is strong. We quote as follows: Oranges, Mexicans, \$3 to \$3.25 per box; Paper Rind, St. Michaels, \$2 per ½ box; Mediterranean sweets, \$3.75 to \$4.50; Valencias, \$5.75 to \$6.50 per small case, \$6.50 to \$7.50 per large case; Messina oranges, \$3.50; grape fruit, \$1 to \$5.50 per box; bananas, \$1.50 to \$2.50 for firsts, and \$1.25 to \$1.60 for eight hands; pineapples, \$3 to \$3.50 per case; Southern cucumbers, 75c. to \$1.50 per doz.; Egyptian onions, \$3.50 per sack; Messina lemons, \$2.50 to \$3.50; Palermo lemons, \$2.25 to \$2.75; Sorrento lemons, \$2.50 to \$3.50 per crate; Southern

tomatoes, \$3 to \$3.75 per case of 6 baskets; strawberries, common, 12 to 12¼c., and fancy, 15 to 17c. per quart.

VEGETABLES.

The cold weather is making the market quiet. There is some new cabbage being offered at \$1 per dozen. Spinach has declined 10c. per bushel. We quote: Green onions, 7 to 8c. per doz.; rhubarb, 20 to 40c. per doz.; carrots, 90c. to \$1 per bag; turnips, 25 to 35c. per bag; lettuce, 20 to 30c. per doz.; radishes, 25 to 30c.; mint and parsley, 20 to 25c.; cabbage, 50c. to \$1 per doz.; dry Egyptian onions, \$1.75 per bush; potatoes, 90c. to \$1 per bag; asparagus, 50 to 75c. per doz.; Californian cabbage, \$3 per crate; new potatoes, \$8 per bbl.; spinach, 40c. per bushel; parsnips and beets, 40 to 50c. per bag.

COUNTRY PRODUCE.

EGGS.—The arrivals are large, but the competition among the buyers keeps the prices firm at 13½ to 14c. Large quantities are being pickled this spring and the demand for home consumption is heavy.

BEANS.—The market is quiet. Choice handpicked beans are worth \$1.30 per bushel, and prime, \$1.10 to \$1.20.

HONEY.—The market is featureless. We quote: Clover, in 60-lb. tins, 9½ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.; dark honey, 5 to 5½c. per lb.

MAPLE SYRUP AND SUGAR.—Business is slow. We quote: Maple syrup, in 10-lb. tins, 90c., and 90c. to \$1.10 per Imperial gallon. Maple sugar is quoted at 9 to 10½c. per lb.

DRIED AND EVAPORATED APPLES.—The market is almost cleaned out of evaporated apples, for which there is some demand from the wholesale houses. Dried apples are quiet at 5 to 6c. per lb. and evaporated are worth 10½ to 11c. per pound.

HAY.—There is a good demand for baled hay at \$9.50 to \$10.50 per ton in carlots, according to quality.

POTATOES.—The receipts are liberal and the prices steady at 70 to 75c. per bag on the track.

BUTTER AND CHEESE.

BUTTER.—The receipts of butter continue large and the prices are unchanged. There is a good demand for choice butter in tubs and pound-prints. The market is easy. We quote: Butter, choice, 1-lb. prints, 15 to 16c.; large rolls, 14 to 16c.; tubs, best quality, 15c.; large rolls, medium grade, 12 to 13c., and tubs, medium grade, 12 to 13c. per lb. Creamery prints are quoted at 19 to 21c., and creamery solids at 19 to 20c. per lb.

CHEESE.—There has been a decline in the prices of new cheese, and the market is so unsettled that it is difficult to quote prices with any certainty. The factories

are holding out for 10½ to 10¾c., but it is improbable they will obtain those prices. Here, new cheese is quoted at 10½c. The make, so far this season, has been large, but the demand from the Old Country is keeping up well and this has a tendency to make the factories hold out for high prices. Some old cheese is being offered at 12c.

FISH.

Trade in fish continues heavy and the prices are unchanged. Herring and white fish are scarce. Some speckled trout are on the market at 25c. per lb., and eastern salmon are now commencing to move. Halibut, trout and perch are plentiful, but the supply of British-Columbian salmon is not large, the season for them being about over. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 6½c.; pike, 4c.; British-Columbian salmon, 20c.; whitefish, 7½ to 8c.; catfish, 10c. per doz.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 25 to 30c.; speckled trout, 25c.; halibut, 15c.

GRAIN, FLOUR AND BREAKFAST FOODS.

During the week there has been a large decrease in the visible wheat supply of the world, and the market is much stronger. The prices quoted are the same as last week, being 86c. for Manitoba hard, 82½c. for No. 1, and 80½c. for No. 2 Northern. The prices of oats are strong, and 46c. is asked for them at outside points. Ontario fall wheat is scarce at 79c. at outside stations. On the local market the receipts of grain have been light. We quote prices paid on the street: Red and white Ontario wheat, 75 to 84c.; oats, 48 to 48½c.; barley, 50c., and rye 62c. per bushel.

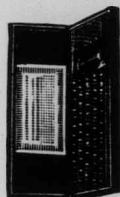
FLOUR.—Trade is active and large quantities of flour have changed hands within the last ten days. The prospect of wheat advancing is stimulating the buyers to purchase heavily. We quote: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4 to \$4.15; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per barrel in Toronto.

BREAKFAST FOODS.—The oatmeal and rolled oats market is strong, the former having advanced 20c. and the latter 10c. per barrel during the week. But in barrels only 10c. more will be charged instead of 20c. as formerly. There is a fair demand for all classes of these foods. We quote: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100-lb. bbl.; cornmeal, \$3.60; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls.

We Print For Grocers.

All kinds of good printing cheap. 1,000 Good White Business Envelopes for \$1.00. 500 Noteheads. 500 Statements and 500 Envelopes for \$2.50. Snaps in Stationery. 1 dozen Business Pencils, 10c., regular, 15c.

WEESE & CO., Jobbers,
54 Yonge St., TORONTO.



BERNARD CAIRNS.
Leader in
RUBBER STAMPS
SEALS, PRICE MARKERS, Etc.
10 King Street West, - TORONTO.
Awarded Diploma at Toronto
Exposition, 1901.

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, reasonable well advertised, and have letters daily from consumers
34 Yonge Street, Toronto.

EGGS—BUTTER

WE ARE BUYERS—F.O.B. your station. Phone, write or wire us, stating quantity you can sell for delivery next week.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
68 Front Street East, Toronto.

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

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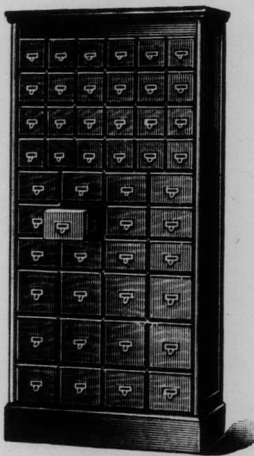
help you increase your profits by attracting customers to your store, enabling you to serve them quicker, and in preserving your stock from dirt, dust, mice and insects. You can do this by using

Bennett's Spice and Grocery Cabinet

which also saves 20 per cent. of your room.

Full particulars from

J. S. BENNETT,
Patentee and Mnfr.,
5 Marion St., Toronto.



HIDES, SKINS AND WOOL.

HIDES.—These continue scarce and the market is strong. We quote: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½c.

SKINS.—The receipts of calfskins continue heavy. We quote: No. 1 calfskins, 10c.; and No. 2, 8c.; deacons (dairies) 60 to 70c. each; sheepskins, 80c. to \$1; lambskins, 20 to 25c.

WOOL.—The wool market is still weak. We quote: Fleece, 13c. and unwashed, 7 to 8c. per lb. f.o.b. Toronto.

TALLOW.—There is some trade doing at 6¼ to 6½c. 6¾c. is asked.

MARKET NOTES.

New cheese has gone down ½ to 1c. per lb.

Cream of tartar is showing an upward tendency.

Shelled walnuts have advanced in the primary market.

It is estimated that the first crop of Japan tea is about 40 per cent. short of last year's crop.

Oatmeal, in sacks, has advanced 20c., and in wood, 10c. per bbl., and rolled oats, in sacks, have gone up 10c.

Good quality bananas have advanced 25c. per bunch; pineapples have declined 50c. per case, and cucumbers, \$1 per doz.

The price of canned salmon on the Coast is 50c. per case higher than a month ago on Fraser River sockeye, 25c. on Northern sockeye, and 20c. on pink salmon.

MANUFACTURE OF ICE IN THE STATES.

The final census report on the manufacture of ice in the United States was issued a few days ago. It shows that the total manufacture for the 787 establishments reported throughout the country during the census year 1900 was 4,294,439 tons valued at \$13,303,874. Pennsylvania led the States in ice manufacture, with 735,018 tons manufactured. New York led the cities with 26 establishments and 410,837 tons of ice valued at \$868,239.

EXPORTS OF BUTTER FROM SIBERIA.

United States Consul Samuel Smith, of Moscow, says that, according to the Minister of Ways and Means of Communication, freight traffic on the Trans-Siberian Railway has grown immensely during the past few years. In 1899, the increase over the preceding year was 95.96 per cent.; in 1900, 115.63 per cent., of which 62.13 per cent., or 38,435,904 lb., was butter. In 1901, the shipments of butter had grown to 72,000,000 lb., and, during the latter part of the summer, the railroad authorities were obliged to despatch four special trains, each of 25 refrigerator cars, for the transportation of this product. The export of Siberian butter is increasing astonishingly.

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses
CUT TOBACCO

OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES

RICHPOND STRAIGHT CUT,
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POT AND PEARL BARLEY,
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Fresh, Frozen, Salt and Smoked.

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AND MANUFACTURERS' AGENT.

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WINNIPEG, MAN.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.
LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

QUEBEC MARKETS.

Montreal, May 29, 1902.

GROCERIES.

THE past week has not been one of unusual activity in groceries, although the regular trade has been of fair dimensions. The carters' strike has inconvenienced the wholesale houses to some extent in the matter of transportation to points in the city. The new pack of "Thistle" haddies is now being distributed to the wholesale trade, and the quality is said to be excellent. Glucose has been reduced, and is now quoted at 3½ to 3¾c., according to the size of the package. The new fried smelts that appeared on the market a short time ago have been entirely sold up. Canned meats have advanced. On the basis of the actual price of the manufacturer Clark's corned beef should be sold by jobbers at \$1.65 per doz. for 1-lb. and \$3 for 2-lb. tins. Ready lunch beef in the same quantities, are quoted the same. Tapioca, pearl and seed, have weakened somewhat. Evaporated apples have become very scarce.

SUGAR.

There has been no change in the price. The market continues quiet. The price of Montreal granulated sugar is \$3.70, and of yellows, \$3.05 to \$3.70.

TEAS.

It is known that the crop of Japan tea is about 33,000 piculs short, and prices are fully 3c. higher at present. The only house on the local market having any tea on hand has been ordered from Japan to stop offering. The second crop, it is not thought, will be as cheap as last year, although lower in comparison this year with the first crop. Ceylon reports state that the market remains firm for all teas with quality. At the auction of the week of April 23, the demand for tippy broken pekoes from medium to finest grades was very good. Common-leaf teas, however, were easier. The quality of teas has been steadily deteriorating, although the average price, 36c., was well kept up.

SYRUPS.

The market for corn syrups is dull and featureless, and no quotable change was made. Corn syrups are quoted as follows: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 35½-lb. and \$1.20 in 25-lb. pails.

MOLASSES.

The molasses situation is unchanged. The price varies as much as 3c. The quoted price remains at between 23 to 24c. for Barbados. Antigua is worth 24c. and Porto Rico, 38c.

CANNED GOODS.

The situation in French peas is serious. The peas are in bloom, and no change for the better has been reported. It is very likely that great harm will be done to the crops. Cannery have not yet quoted prices. We quote: Peas, 82½c. to \$1.15; corn (ordinary), 80c.; tomatoes, 95 to 97½c.; gallon apples, \$2.85 to \$2.90; 3-lb. apples, \$1.10; salmon, \$1.00 to \$1.05; for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for "Clover Leaf" talls.

SPICES.

There is a good demand in almost all lines of spices. The firm feeling contin-

ues, and our quotations are as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The market is still active on rice. Pearl and seed tapioca have weakened somewhat, and are quoted at a slight reduction. We quote: B rice in bags, \$3.02½; in ½ bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags, and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3½ to 3¾c.

FOREIGN DRIED FRUITS.

CURRENTS.—The recent advance in the foreign market has not been well maintained. Considerable buying is reported at the slight reduction made. We quote: Fine Filiatras, 5¾c. in half cases; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7½ to 8c. per lb.

VALENCIA RAISINS.—The market is about bare of these. Some 1900-stock has arrived from New York, which is about all there is. We quote: Finest off-stalk, 6½c.; selected, 6¾c., and layers, 7½ to 7¾c. per lb.

SULTANA RAISINS.—The firm feeling continues. The price is 9c. per lb.

CANDIED PEELS.—Jobbers are taking advantage of the low price of sugar, which enters so largely into the cost of candied peels, to place their orders now, resulting in a good demand rather earlier than is usual. Citron peel is worth 16½c.; orange, 11½c., and lemon, 10½c.

MALAGA RAISINS.—There is a good demand at unchanged prices. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES.—Trade is fair. Hallowee dates sell for 4½c. per lb.

FIGS.—There is an active market. We quote: Tapnets, \$1.20 and layers, \$1.15.

CALIFORNIAN RAISINS.—The absence of Valencia raisins has brought on a strong consumptive demand for seeded Californians. These are quoted at 9¼ to 9½c. per lb.

PRUNES.—The market is fairly active and steady. Quotations follow: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS Trade is only moderate. Apricots are quoted at 14½c.; peaches, 10½c., and pears, 10c.

NUTS.

Local prices are unchanged. Shelled walnuts have become so small in quantity at primary sources that shellers are prepared to let New York undersell them for the present. We quote: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled

almonds, 42c.; filberts, 8½ to 9¼c.; pecans, 15 to 16c.

BUTTER AND CHEESE.

BUTTER.—Our quotations are still 19½c., which, however, are for finest salted goods. The market is somewhat easier, and it is doubtful if more than this could be procured. Reports from the wharf quote 19c. as the ruling price for Quebec makes. Dairy is quoted at 17 to 18c. Trade in this line, however, is by no means active.

CHEESE.—The market took a sudden drop this week, and for a time considerable irregularity in prices was reported. As low as 9¼c. was said to have been paid at the wharf, while other firms quoted the price at 9¾c. Ontario new make is quoted at 10½ to 10¾c., and Quebec new make at 9¾ to 9¾c. The market has now become quiet and English buyers have been doing little business since the decline, being apparently distrustful of the market.

COUNTRY PRODUCE.

EGGS.—There has been no material change in this market, 13½ to 14c. being still quoted, and to obtain goods in a wholesale way in Montreal even higher than 14c. is paid. There is an active demand all round. Reports from the country points indicate an easier feeling.

HONEY.—There has been no change in the market, and prices are the same. We quote: Buckwheat honey in comb, 9 to 10c.; strained, 7 to 8c.; white clover comb, 13 to 14c.; white extracted, 9 to 10c. per lb.; slightly tinged, 10 to 11c.

ASHES.—The market is quiet and unchanged. We quote as follows: First pots, \$1.30 to \$4.35; seconds, \$3.90, and pearls, \$6 per 100 lb.

MAPLE PRODUCTS.—There is not much doing in this line. No change in the price is reported. Our quotations are as follows: Large tins, 70 to 80c.; small tins, 50 to 60c. Sugar sells for 9 to 9½c.

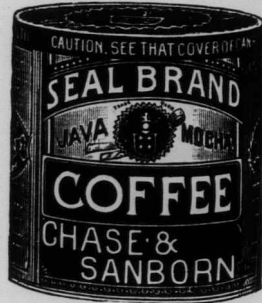
BEANS.—The market has been a little easier during the week and a lower price is quoted. At present, trade is fairly active. Finest primes are worth \$1.25 to \$1.35 per bushel.

POTATOES.—These have again advanced, and choice Quebec stock, in carloads, are worth \$1; choice Ontarios, 85 to 90c. per bag. There is a good demand.

GREEN FRUITS.

The demand has been moderate in most lines of green fruits. Considering the backwardness of the season fruit dealers have little to complain of as regards the business done. The market has been fairly steady during the week. The only quotable change to be noted is in Egyptian onions, which have advanced slightly. They are in good demand and none too plentiful. Our quotations are as follows: Jamaica oranges, in barrels, \$4.50 to \$4.75; in boxes, \$2.75; Valencia oranges, 420's, \$5.00; 420's, Jumbo, \$5.50; 714's, \$6; Messina lemons, \$2.00 to \$3.00 per box; pineapples, 9 to 20c.; Canadian apples, \$1.25 to \$5.50 per bbl.; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.25 to \$2, and eight hands, \$1 to \$1.50; sweet potatoes, Vincelands, \$5.50 to \$6; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; red onions, \$3.50 per barrel; yellow \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; grape fruit, \$4.25 to \$5

When Napoleon First Saw

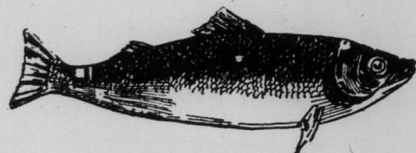


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In 1 and 2-lb. Cans
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the great Pyramid of Egypt, he was surprised to find it so small. It stood alone on a boundless plain. But when his own tents were pitched beside it, they looked like mere specks, and he realized then the immensity of this mightiest effort of man.

If you want to realize the value of Chase & Sanborn's Coffee, put ordinary Coffee beside it in a side-by-side comparison. That is all that is needed.

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All kinds. Prompt shipment. Write or wire orders.

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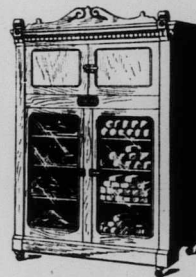
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per box; Florida tomatoes, \$3 to \$3.50 per crate; fine spies, \$5.00 to \$5.50; radishes, 45c. per doz.; spinach, \$2 per bbl.; No. 1 cucumbers, \$1.20 to \$1.40 per doz.; strawberries, 13 to 15c. per box; asparagus, 40 cents per bunch; Boston lettuce, \$1.00 per dozen; Canadian lettuce, 35c. per doz.; Canadian spinach, \$2.00 per bbl.; Egyptian onions, 3c. per lb.

FISH.

There has been no change in the market. Fish dealers report a fair demand for all sorts of fresh fish. The cold weather, which has prevailed, has kept the market in a more active state than is usual at this late period. The jobbing houses report being entirely out of fried smelts, and this is likely to last until September, when the new pack will be put up, as manufacturers are at present unable to supply them. We quote: Haddies, 6c.; bloaters, 95c. per box; kippers, 90c. per box; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½c. per lb.; whitfish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 8 to 9c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$4.75 to \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$6.00 to \$6.25 per barrel; No. 2, \$4.50 to \$5.00 per barrel; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9.00 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$10 to \$11 per bbl.; No. 1 Labrador salmon, \$6 per ½ bbl.; No. 1 British Columbian salmon, \$5 per ½ bbl. and \$9 per bbl.; standard bulk oysters, \$1.30 per gallon; select bulk oysters, \$1.50 per gallon; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per dozen; Canadian kippered, \$1 per dozen; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per dozen; canned Cove oysters, No. 2 size, \$2.20 per dozen.

FLOUR AND GRAIN.

FLOUR.—The flour market has continued firm, although owing to buyers having become pretty well stocked up, the demand is not large. Winter wheat patent and straight rollers have advanced, the former by 10 to 15c. and the latter by 15c. We quote: Manitoba spring wheat patents, \$4 to \$4.30; winter wheat patents, \$3.90 to \$4.10; strong bakers', \$3.80 to \$4; straight rollers, \$3.65 to \$3.70.

GRAIN.—The market is somewhat quiet. The inquiry for Manitoba wheat on export account was active, but not much business was done. Peas are quoted 1c. lower. We quote: Ontario No. 1 spring wheat afloat May, 78c.; No. 2 spring wheat, 76c.; peas, 85½ to 86c.; rye, 62½c.; oats, 49c., ex-store; corn, 72c.; buckwheat, 68½ to 69c., middle freights; barley, 57c.

OATMEAL.—In sympathy with the advance of 4c. per bushel in oats, the price of oatmeal and rolled oats has also ad-

vanced. Granulated, fine and standard oatmeal, in bags, are quoted at \$2.95. Rolled oats have taken a big advance and are now quoted by jobbers at \$5.65 in bbls., and \$2.77½ in bags.

FEED.—The scarcity of feed continues, and the market is in consequence very firm. Ontario bran and shorts have advanced. We quote: Ontario bran, in carlots, \$20 to \$20.50 per ton; shorts, \$22 to \$22.50; Manitoba bran, \$19 to \$20; shorts, \$22 per ton, including bags.

BALED HAY.—There is an active demand for baled hay for both local and export account. The market is still firm, but no quotable change has occurred. We quote: No. 1 timothy, \$9.50 to \$10; No. 2, \$8.50 to \$9; clover, mixed, \$7.50 to \$8; clover, \$7.50 to \$8 per ton, in carlots.

MONTREAL NOTES.

Pork is 50c. lower.

Cheese is 1½ to 1¾c. lower.

Egyptian onions have advanced ¼c. per pound.

Winter wheat patent flour is 10 to 15c. higher, and straight rollers, 15c.

Rolled oats are 65 to 75c. higher in barrels, and 27½ to 37½c. higher in bags.

NEW BRUNSWICK MARKETS.

St. John, N.B., May 24, 1902.

THE holiday made the past week a very busy one, the more, being a Saturday. In markets there has been nothing of very particular interest. Quite a large cargo of coarse salt was landed. The high price of beef has cut the consumption down at least one-third. With our best fresh fish in season, and selling at low prices, we are peculiarly independent of beef. Five large cargoes of Porto Rico molasses and one of Barbados are due. In cream of tartar, for which there is a large sale here, the price is quite a little higher. Hops are also quoted higher. In these, during the past few years, sales have largely fallen off.

OILS.—This is the quiet season in burning oils. A good steady sale is reported. In lubricating oils the sale is large, and there is no change in prices, which are held quite firm. Paint oils have rather less demand, except in turpentine quite high prices rule. In fish oil the stock of cod oil is being well cleaned up. Prices are held at full figures. Seal oil is scarce. It is thought new will be held at quite high figures.

SALT.—Quite a quantity of Liverpool coarse salt was received this week by direct sailing ship, the first shipment since the close of the winter-port business. Prices are well maintained. There is an active sale at this season. There was also a quantity of rock salt received. In fine salt the market is largely supplied with Canadian. The cheese and butter factories in particular taking this salt. Quite a quantity of English fine is repacked here into wooden boxes. We quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; carlots, \$2 per case of 2 dozen; English

bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Meats are quoted higher this week. The market is chiefly supplied with Canadian meat; in fact, entirely, except in a retail way. Prices are very firm. Salmon are moving freely and prices are unchanged, but rule quite low, showing a wide range according to quality. In canned vegetables there is a good sale, peas showing improved demand. Stocks in corn and tomatoes are not large. In fruits, there is a fair sale. Blueberries and apples are scarce. In finnan haddies some new goods have been received. New domestic sardines are daily expected. There is a good sale for all domestic fish.

GREEN FRUITS.—The arrival of the direct Jamaica steamer has caused cheap bananas and oranges. In bananas, however, the large supply continues to come via Boston. There is a large sale for oranges. Valencia fruit is higher and is beginning to show considerable waste. Sorrentos are freely sold, but the quality is but fair. Lemons are low and have a fair sale. Considerable cheap fruit is offered. In prunes, there is a fair sale, and prices are low. Cucumbers are rather lower, but there is a fair business. Tomatoes have a limited sale. Strawberries are received freely and the quality is but fair. Prices are rather lower.

DRIED FRUITS.—There is little life. Prunes are still low, though rather firmer. The sale here is for Californian stock, 90-100's, in 25-lb. boxes. In seeded raisins there is a fair sale; stocks are not large and the price is rather more firmly held. Currants are unchanged at the rather higher figures. Loose muscatels are a light stock. The market is firmer. There is no business in Valencias or Malaga layers at this season. Peels are scarce. Dates have a fair sale at full figures. In evaporated apples the market is about bare and prices are very high. There is quite a movement in dried, but stocks are not large. A new line, flaked apples, is sold. Coconuts are rather firmer. Egyptian onions are higher, and there is a fair supply. Some nice Bermudas are to hand.

DAIRY PRODUCE.—In butter the market is firm and there is a good sale. Real good new butter is saleable at full figures. Eggs are rather higher, but the sale is good. Arrivals are not large. Cheese are scarce. New cheese come on a bare market. The sale is chiefly for twins. Domestic come in slowly and full prices are asked.

SUGAR.—In sugar the low prices continue. There is quite a large sale for the second grade granulated, which is packed in 100-lb. bags and sold 10c. under standard. Some nice foreign sugars are offered. In yellows, there is a fair sale. The quality of domestic yellows offered is good.

MOLASSES.—There is a tendency to rather firmer figures. A cargo of Porto Rico has just been landed and a cargo of Barbados is due, besides a quantity by steamer. These goods are offered quite low, and so far the quality has been good.

FISH.—Fresh fish find more active sale because of the very high price of beef. We are well supplied both with variety and quality. We have cod, haddock, gaspereaux, shad, halibut and salmon. The last four are particularly in season at

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son has opened up well, and also in the Bay of Fundy. Lobsters have also been freely taken and a large business has been done at the various canneries. Last week the first mackerel were taken along shore. The boat fishermen are getting them in small quantities, but the seiners have not apparently struck the large schools. What fish have been taken are very fine. The wholesalers are buying them at 2½c., but they generally retail at three for a quarter—and they are worth it.

R. C. H.

MANITOBA MARKETS.

Winnipeg, May 26, 1902.

THE weather has been broken and unsatisfactory all week with heavy rains. In all parts of the country the roads are in very bad condition. Business is seriously retarded, and at present there is no indication of settled weather. Fortunately, the great bulk of the seeding is done, and the crops are well up. There is still considerable barley and oats to be sown, but practically all wheat that will be sown in Manitoba is now in the ground. The acreage in the Red River Valley will be considerably less than was anticipated, owing to much of the low-lying land being too wet for seeding. There have been very few changes in prices for the week, and the volume, though light, has been steady.

SUGARS.—There is a steady consumptive demand, and prices are the same as last week. Granulated, \$1.40; light yellows, \$3.80, and lumps, hard, in barrels, \$5.20.

TEAS.—Reports of the Japanese crop are very unsatisfactory; much rain has fallen, and there is a general shortage of crop. Present anticipations are for an advance of 2 to 3c. per lb. on this season's tea.

EVAPORATED AND DRIED FRUITS.—Reports have been received as to advances in primary markets for both raisins and currants. There is not much demand for either. At present we quote: Raisins, \$1.85 to \$1.90 for fine off-stalk, and \$2.15 to \$2.20 for layers. Evaporated fruits are all firm and in good demand, more especially evaporated and dried apples. The latter, it seems, are almost impossible to obtain, several firms having failed to secure sufficient to fill their orders. Evaporated are quoted at 12 to 12½c., and dried at 7 to 7½c. Apricots are in good demand at 13½ to 14c. per lb. for the best grades.

CANNED GOODS.—The reports of damage to eastern crops has stiffened the tone of the market here as far as tomatoes are concerned. The price has not actually advanced, but it looks as if it might go higher. Corn is somewhat easier, present quotations being \$1.80 to \$1.85. The canned fruit market has not yet been affected by the reports of injury to the fruit crops, and the present demand is light.

CANNED MEATS.—The demand is increasing owing to the high price of fresh meat, and it is felt that there must be an advance before long, as the present price was made when all lines of fresh meat were from 2 to 3c. per lb. cheaper than they are at the present time.

CEREALS.—Trade is normal in all lines and prices are unchanged. We quote: Rolled oats, 80's, \$2.20; 40's,

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to us, that's why they all get **Silver Dust Soap Powder** at a price to pay a handsome profit.

SILVER DUST MFG. CO., - HAMILTON.

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Equal to best American Oil.

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SAMUEL ROGERS, President.

\$1.10; 20's, 55c. Granulated and standard oatmeal, \$2.75; split peas, \$2.85; cornmeal, \$1.75. Barley—Pot, \$2.35. White beans are again lower and are quoted at \$1.60. Package goods—Quaker Oats, \$4 per case of 3 doz.; Pettijohn's Wheat, \$2.85 per case of 2 doz.; Cream of Wheat, \$5.50 per case of 3 doz.; Malt Breakfast Food, \$3.35 per case of 2 doz.; Swiss Breakfast Food, \$3.50 per case of 3 doz.; Grape Nuts, \$2 per case of 2 doz.; Postum Cereal, \$2.25 per case of 2 doz.

FLOUR.—Trade is more active than it has been for a long time, and, in fact, the large mills are so busy with the home demand that they are not troubling much about export—although that trade also is good. We quote: Ogilvie's Hungarian Patent, \$2.15; Glenora Patent, \$2; Alberta, \$1.85; Manitoba, \$1.70; Imperial, XXXX, \$1.25; Nestor, \$1.15; Lake of the Woods Milling Company, Five Roses, \$2.05; Red Patent, \$1.95; Medora, \$1.65; XXXX, \$1.25; Hudson's Bay Hungarian Patent, \$2.05; Strong Bakers', \$1.90; Leader, \$1.50; XXXX, \$1.25; Gladstone Sweet Home Hungarian, \$2.05; Home Rule, \$1.90; Headingly Hungarian, \$2.05; Favorite Family Patent, \$1.80; Strong Bakers', \$1.60; Pansy, \$1.25.

BUTTER.—The supply has increased and the market is slightly lower, 20c., factories, being the present quotation. Dairy Butter.—The supply also has increased considerably, and 14 to 15c. is now offered for the best grades of rolls and tubs.

EGGS.—There has been an increase of receipts and the price has dropped in proportion: 11c. Winnipeg is the highest figure now offering.

SEIZURE OF COCOA.

A great quantity of cocoa of different kinds was seized by the food inspectors at Montreal on Thursday, May 22, as it was considered unfit for food. The cocoa came from England on board the unfortunate steamship Lake Superior, and was badly damaged by the water. It was put up at auction at Montreal and sold in small lots. Since then it has partially dried, and is now being offered for sale to the public. The city analyst is making an examination of it, pending the report of which all those who have any of the cocoa in their possession are strictly ordered not to sell it.

NOW IN CANADA.

Thos. Wood & Co., of Boston, Mass., importers of teas and coffees, four months ago decided to open a branch in Montreal. They first opened an office at 393 St. Paul street, but their business has outgrown this establishment, and they found it necessary to seek a larger warehouse, which was found at 428 St. Paul street, and which premises were formerly occupied by Mann & Co. Their representative declares that they are well pleased with business in Canada, and that prospects for the future are very encouraging.

A GREAT FLOUR EXPORTING FIRM.

THE firm of John Magor & Son, Montreal, exporters of flour, etc., is not only one of the largest in Canada, but one of the oldest as well, having been established some thirty-five years ago. It was then known as that of Lord, Magor & Munn, but on the death of the first two gentlemen the style was changed to its present name, and Mr. W. A. Magor became the manager.

This firm, whose brands of flour are famous in almost all the flour importing countries of the world, are largely interested in the milling business in the best wheat-producing districts of Canada and the United States. The "Gold Seal" brand, which is looked upon as the leader, is of hard wheat flour. It is best known for its exceptional keeping qualities in tropical climates, and for its merits in bread-making and general family use. This flour is considered to be unexcelled in the world.

Perhaps a great deal of the firm's success in exporting has been due in a measure to the care with which the goods are packed. The bags and barrels used are of the very best material to be had, nothing but the best being sufficiently durable to withstand a long journey and the rough handling which is inevitable. The smaller packages are of great strength, and in their appearance, which is an important item, there is little to be desired.

Among the recommendations which the "Gold Seal" brand is continually receiving, one will be found of particular interest. It is a letter from F. E. Woods, one of the largest bread bakers of Bulawayo, South Africa, to the firm's agent there, and runs as follows:

DEAR SIR.—I have pleasure in stating that I have carefully tested John Magor's "Gold Seal"

hard wheat patent flour and have to report as follows:

The flour has been thoroughly tested and baked as follows:

1. "Gold Seal" flour only. The color, flavor, and size of loaf, all that could be desired and the yield of bread per bag excellent.

2. In equal proportions of "Gold Seal" and soft "Colonial" (South-African) flour. Mixed this way I find that it makes an ideal loaf—better bread it would be impossible to get.

3. One-third "Colonial" and two-thirds "Gold Seal." Mixed this way I find it very profitable and the quality very good.

I consider "Gold Seal" to be first-class hard wheat flour, in every way suitable for mixing with our "Colonial" flours or Australian brands, or for using alone where trade requires quality with a big return. I am also of the opinion that it is superior to any brand of hard wheat flour I have yet tested in South Africa.

ST. JOHN, N.B., ILLUSTRATED.

"Saint John, New Brunswick. Its Cool Breezes and Enchanting Scenery," is the title of a booklet received from the Tourist Association of St. John, N.B. Much valuable information for the tourist is contained in this booklet, as well as good maps and beautiful illustrations.

Copies will be mailed free to any address on application to Charles D. Shaw, secretary New Brunswick Tourist Association, St. John, N.B.

FIRE IN A GROCERY STORE.

Fire broke out in the Grand Marche grocery store of P. Massicotte & Cie, 1470 St. Catherine street, Montreal, on Wednesday afternoon, May 21, and caused damage to the extent of \$3,000. The store was completely gutted, and the fire might easily have been a much more serious one had it not been for the promptness of the firemen.

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 36 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.

Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:

GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

Canada Preserving Company,
HAMILTON.

For Over Half a Century

JAMES' "DOME" BLACK LEAD

has helped to brighten the house, and still continues to hold first place.

5c. and 15c. Packages.

W. G. A. Lambe & Co., Canadian Agents.

Celluloid Starch

has been too successful to escape imitation.
Look out for the "Just-as-Goods."

The Brantford Starch Works, Limited

Canadian Producers,

BRANTFORD

Jam, Jelly, Orange Marmalade

Put up in tumblers, packed 2 doz. in a case, are sellers. These tumblers are free from roughness, and are useful when the contents are used.

Try a Case.

THE CANADA BISCUIT COMPANY, Limited

Office Phone: Main 3624.
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO

Your Reputation!

Is your reputation gained on second rate goods? Then it's "second rate." Is it gained on "first rate" goods? Then your reputation is "first rate." That accounts for the "first rate" reputation of the grocers who recommend Sunlight Soap.

Did you ever hear anyone question the quality of Sunlight Soap?

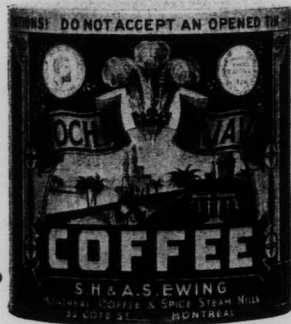
LEVER BROTHERS LIMITED, TORONTO

[705]

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

All Grocers may not be able to study coffee.

But the majority know the difference between the best and other grades. Discriminating grocers, who have once tried, are using and know the superior aromatic flavor and uniform excellence which characterize S. H. & A. S. EWING'S COFFEE. The result of 57 years' experience in the study and handling of high-grade Coffee. Guaranteed by a Canadian name that has stood the test of time. If our travellers do not reach you we will be pleased to forward samples and quotations on application.

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote Street, Montreal, P.Q.
Tel. Main 155.



Schepp's Cocoanut

Standard of the world for quality.
SCanada produces no similar preparation to equal it.
How good we can make it, quality first then price.
Every first-class grocer sells it; every good housekeeper uses it.
Prepared with special care and cleanliness.
Preserving the natural flavor of the fresh nut.
SCHEPP'S is the best always.



L. SCHEPP CO., Canadian Factory: Toronto, Can.

Head Office: NEW YORK, U.S.A.

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

“IMPERIAL”

White Wine Vinegar



Will steadily and surely win the confidence and trade of thinking housewives and pickle manufacturers. This has been proven time and again throughout Canada. Its reliability is a safeguard to packers of pickles. Its pleasant, smooth flavor, absolute purity and healthfulness for table use cannot be duplicated.

Nothing will drive trade across the street quicker than inferior quality. MORAL—Sell only “Imperial” White Wine Vinegar and ensure perfect satisfaction to your customers.



Bank of Montreal.

"Salada" Tea Company.

Bank of Hamilton.

Board of Trade.

THE "SALADA" TEA CO.'S NEW BUILDING.

THE accompanying cut is an illustration of the new premises of The "Salada" Tea Co. which have just been completed. The growth of this business has been one of the wonders of the trade in America. When Mr. Larkin first started the brand, now so well known as "Salada" Ceylon tea, he occupied a small warehouse on Wellington street, Toronto. The gradual growth of the business led him to take part of the warehouse at 25 Front street east. In a year or two he occupied the whole of that building. Time passed and he took in

a part of the adjoining warehouse. Then came the purchase of the premises at 32 Yonge street, which at that time was a four-storey building.

This prominent warehouse promised to be large enough for all time, but the business kept on expanding in Ontario, Manitoba and the Northwest Territories until the company needed the present structure to carry on the business properly.

In the meantime the business was extended in the Maritime Provinces and the Province of Quebec until a large warehouse in Montreal was needed to supply the de-

mand there. Then the business extended to Buffalo, for there the first entry was made into the United States. A branch was shortly afterwards opened in Pittsburg and then the New England business was commenced by the opening of a branch in Boston under the supervision of Mr. James McGuane, late of Toronto. Next came the opening of the Detroit office under the supervision of Mr. Sutherland, late of Hamilton, and so the business has progressed in the United States until "Salada" Ceylon tea is as familiar a word in dozens of American cities as it is in Montreal and Toronto.

When Mr. Larkin was asked a short time

A GENUINE FISH DELICACY

BROWN'S CANNED CLAMS

Canned while perfectly fresh, retaining all their rich, delicate flavor. They are very nutritious and easily digested.

BROWN'S SARDINES

in 1/4's—Oil and Mustard—are acknowledged the best. Once tried, always used.

We also can supply you with
Choice Dry Codfish, Smoked Herrings, etc.

Let us have your order, please.

Northrup & Co., St. John, N.B., CANADA.

T. H. SMITH.

N. CARMICHAEL.

Smith & Carmichael

Wholesale Produce and Fruit Merchants.

PRODUCE

Butter
Eggs
Live and Dressed
Poultry
Cheese
Lard
Bacon, etc.

FRUITS

APPLES
GREEN, EVAP. and DRIED
Plums, Pears
Peaches
Cherries
Raspberries
Strawberries, etc.

WE HAVE GOOD CONNECTIONS WITH ONTARIO CREAMERIES.

We solicit correspondence from buyers of large lots—creamery and dairy.

70 Colborne St., Toronto.



“YOU CAN TALK TILL YOU'RE BLACK IN THE FACE”

in trying to sell inferior Gums. Be wise and stock SOUR PEPSIN GUM. A new gum that is selling fast. Made exclusively by us and manufactured to be sold—not shelved.

ORDER BY MAIL

WRITE DEPT. F.

CROWN MANUFACTURING CO., Limited,
785 Yonge St., TORONTO.



Wines

We make the celebrated wines:

- Golden Diana
- Niagara
- Catawba
- SPECIAL Old Sherry
- Old Port fruity
- Fine Old Port
- Dry Concord
- St. Julien Claret

If you want to have the finest wine on the market, and one that will give the best satisfaction, see that your next order is given to

The Ontario Grape Growing & Wine Mfg. Co.
ST. CATHARINES, ONT.

Write for our prices.

Return March 31/13 to

Co JUN 17 1913

ago as to what he attributed the success of "Salada" he replied: "Quality, first, last and all the time"; and added "quality you must have, but, quality only does not mean success. Our efforts have been to give the tea-consuming public the very best article they can possibly buy for the money and then to tell them of it." "There is no use," he continued, "of having a first class article if the people do not know that you want to sell it. First you must have a good article, and secondly you must tell them of it. Following up these ideas we occupy space in practically every newspaper in the Dominion and many hundreds of newspapers throughout the United States. We have men on the road sampling with lead sample packets; we put up enamelled signs on the grocer's windows; any grocer sending us a list of his customers' names we sample them through the mail, and we do not do this spasmodically, but we continue it year in and year out. We serve the public well, and we give the public every opportunity to know that we do."

All this business has been built up with Ceylon teas, and Ceylon teas only. For many years the firm of P. C. Larkin & Co. have not handled a pound of any other tea but the products of Ceylon, "because," said Mr. Larkin, "there is no tea in the world its equal." The drawback to this has been the fact that up to 1898 Ceylon produced only black tea, and nearly half the tea consumed in Canada and three-quarters of that consumed in the United States is the green tea products of Japan and China.

Now, it is very hard to change a green-tea drinker into a black-tea drinker; still, slow progress in this direction has been made, but, in 1898, the Brunswick Estate, in Ceylon (which, strange to say, at that time was owned by a Canadian), produced the first lot of green tea and submitted it to The "Salada" Tea Co., and this tea received their warmest approval. A first order was given to this estate and the tea delivered in Canada in the month of April, 1898, and it was for 25 half-chests of Ceylon green tea to be delivered monthly. This was soon increased to 50 half-chests, then 100, then 200, and, in 1901, The "Salada" Tea Co. were getting over 400 half-chests per month from two estates in Ceylon and the quantity of Ceylon green tea they now handle is enormous. They now predict that these teas will displace the green teas of Japan and China, and in another year or two The "Salada" Tea Co. will be doing as large a business in Ceylon greens as they are now doing in blacks. This all goes to show that, with energy and push and a first-class article, Canadians are not limited to Canada only, but can do business in the United States just as freely as the Americans do in Canada.

Mr. Henri Jonas, of Henri Jonas & Co., will start on his annual tour to Europe in the course of three weeks or so. He will visit Germany, Belgium, France and Holland, and will be gone about 10 weeks.

EXPORT TRADE IN BUSY TIMES.

An Interview with Mr. R. Munro, President of the Canadian Manufacturers' Association.

IN conversation with a representative of THE CANADIAN GROCER, Mr. Robt. Munro, president of the Canadian Manufacturers' Association, dealt with the subject of trade with foreign markets in the following words:

"There are some men among our manufacturers who say that we are too busy in Canada with our home trade to give attention to any business from abroad. It is quite true that the present feeling of expansion is bearing such good fruit that our factories are all well employed. In fact, the growth of our factories has not been more rapid than the growth of our home trade. Now, any manufacturer who is so content with present conditions that he is indifferent to foreign business had better let the latter alone. Export business, to be done at all successfully, must be done carefully and well. The indifferent exporter, therefore, does only harm to the business expectation of his country with little or no corresponding good to himself.

"The consideration remains, however, what of the trade of other British possessions who are willing to trade with us and whose trade we might indeed have by preference over foreign countries?

"In the West Indies, for example, the United States manufacturer is making advantage of his more frequent shipping opportunities, and works these islands for all they are worth. United States goods are becoming strongly entrenched in these markets, and the longer we delay in asserting ourselves the more difficult will it be to obtain a footing, not to speak of superseding the other. The same is true in our own Yukon, in Australia, New Zealand and South Africa. Even in Great Britain are they not pressing the sale of lines which Canada should be equally able to supply?

"But you ask what need we care so long as we have enough to do at home? That's the main point I wish to suggest to our manufacturers. We look for good times, growing times even, for some years to come. But no man who has been long in business looks for perpetual activity, no matter how favorable the country's position is. The present is certainly a time to make the most of, but we must make up our minds that bad harvests, dull markets for our products abroad, and other causes will arise to make the home trade smaller in volume and less safe. How handy will it be then if we have our roots established in other markets which may be in better shape than our own, and where, being known, we will be sure of some business to help out the limited demands at home.

"Remember, Mr. Reporter, I am not advocating the example of Dickens' character, whose name I cannot recall, who was busy writing about the conversion of the heathen while her own children were running about torn and dirty. I advocate doing our home trade well. Keeping abreast of anything that competes with us, but I point out that other good markets are inviting us; that our Imperial connection gives us a priority in these markets; that while we linger others are pushing forward their exports, while of Canada it may be said, as Mr. Goodwillie said to me in Trinidad, 'We would most gladly deal with Canada. We are proud of Canada, but we do not know what she has to offer, as none of your travellers come this way.'"

CATALOGUES, BOOKLETS, ETC.

A FRUIT FIRM'S DIARY

McWilliam & Everist, wholesale commission merchants, Toronto, have gotten out a handy little pocket diary for 1902-3 and are sending it out to their patrons. This book is useful not only as a diary but also in that it contains a copy of the Fruit Marks Act of 1901, and the amendment thereto of May 15, 1902, up to date in every particular. The forethought of this firm in providing a copy of the Act in this way will be much appreciated by their friends and customers.

A HANDSOME POSTER.

A handsome poster has recently made its appearance designed to advertise Wheat Marrow. It is a very creditable production, unique and attractive. The demand for Wheat Marrow is constantly growing.

IN NEWFOUNDLAND.

The head of a large mercantile establishment recently said that the practice of keeping the stores open nightly in the spring is dying a natural death. This season, the expenses of running them will not have been received when they close, and he thinks it is questionable if they will open next spring. Purchasers all around, especially outport people, who work on cash and credit, are averse to selecting wares at night under artificial light, and not many city buyers of late years can be found willing to do so. This, he thinks, will be the means of keeping the stores closed in springtime after day-time.—Herald, St. John's, Nfld.

DEATH OF EX-ALD. RAYCROFT.

One who for many years conducted a successful grocery store in Hamilton passed away on May 22nd in the person of ex-Ald. Richard Raycroft, of that place, who died suddenly of heart trouble. He had lived in Hamilton for 35 years, and carried on business as a grocer for part of that time. He was elected to the city council in 1895, and was afterwards appointed to the board of health. He was a member of the A.O.U.W., was twice married, and leaves a widow, and one son, who is living in the United States.

Douglas & Ratcliff PAPER

WHOLESALE
AND
IMPORTERS

BAGS,
PARCHMENTS,
TWINES, ETC.

30-34 CHURCH STREET, TORONTO

Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and
Preserved Provisions.*

C. E. COLSON & SON,

MONTREAL.

ALEX. W. GRANT

BUTTER and CHEESE
EXPORTER

and Commission Merchant

33, 35 AND 37 WILLIAM STREET,
MONTREAL

Also at Room 19, Mercantile Exchange,
NEW YORK.

Telephone Main 1263,
P. O. Box 2321.

The Merchants Counter Check Book Co., Limited

34 Colborne St., TORONTO.

Manufacturers of

Counter Check Books and
Cash Sales Slips.

A card from you will bring either a representative or
samples at once.

TELEPHONE MAIN 1956.

The Williams Bros. Co's

PICKLES SAUCES CATSUPS

High-Class
Goods at
Moderate
Prices.



You cannot
Afford not
To handle
Them.

YOUR JOBBER SELLS THEM.

A. E. Richards & Co. - Hamilton

SELLING AGENTS.

SPRING 1902

THE BLUE SEASON IS NOW ON.

We mean

LAUNDRY Blue Season,

and Grocers are laying in a stock of the Best Blue in the world

KEEN'S Oxford BLUE

THE DELIGHT OF THE LAUNDRY.

Don't forget OXFORD BLUE when the travellers call for orders.

Current Market Quotations for Proprietary Articles

May 29, 1902
 Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2 in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Found tins, 3 doz. in case.....	3 00
12 v. tins, 3 ".....	2 40
5-1/2 tins, 1/2 ".....	14 00
Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.....	per doz. 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

JERSEY CREAM BAKING POWDER

1/2 size, 5 doz. in case.....	40
1/2 size, 4 doz. in case.....	75
1/2 " 3 ".....	1 25
1 " 2 ".....	2 25

BLACKING. SHOE POLISH.

Jonas.....	Per gross
Formen's.....	\$9 00
Military dressing.....	7 50
	24 00

BLUE.

Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16

BLACK LEAD.

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz	

CORN BROOMS

BOECKH BROS & COMPANY doz. net	
Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.

CARE & CO. LIMITED.	
Frank Magor & Co., Agents	
Cafe Noir.....	0 15
Ensign.....	0 15
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & Co.	
Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
" extra Lenoir.....	24 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S

HENRI JONAS & Co.	
Moyen's No 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00

FRENCH SARDINES.

HENRI JONAS & Co.	
1/2 Trefavennes.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alps.....	2 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

JOHN P. MOTT & CO.'S

E. S. McIndoe, Agent, Toronto.	
Mott's Broma.....per lb	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracacas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 18
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionary Chocolate 0 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

CHOCOLATE-MENIER.

Chocolate-Menier 1/4 and 1/2 360 per lb.
 1/4 to 1/2 per cake.
 Croquettes and Pastilles 20c. or per case of 1/2 \$20.
 Menier Breakfast Cocoa 1/2-lb. tins 13c.
 1/2-lb. " 25c.
 1/2-lb. " 50c.

Chocolate—

Caracacas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs	0 24
Fry's "Monogram," 1/4's 14lb. bxs	0 24

Cocoa—

Concentrated, 1/4's 1 doz. in box.....	per doz. 2 40
" 1/2's.....	4 50
" 1 lbs. ".....	8 25
Homeopathic, 1/4's 14lb. boxes.....	per doz. 2 40
" 1/2's.....	4 50
" 1 lbs. 12 lb. boxes.....	8 25

THE COWAN CO. LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins ".....	3 75
" 1/4-lb. tins ".....	2 25
" fancy tins ".....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25

Chocolate—

Queen's Dessert, 1/4's and 1/2's.....	per lb. \$0 40
6's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 30
Diamond.....	0 25
8's.....	0 28

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	per lb. \$ 38
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'fast cocoa, 1/2-lb. tins, plain 16-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.	35
Caracas sweet chocolate, 6-lb. boxes	37
Soluble chocolate (hot or cold soda)	
1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

CHEESE.

Imperial—Large size jars, p2 doz.....	\$ 8 5
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, per doz.....	2 40
Small size.....	40

"THE EDWARDSBURG BRANDS"

Starch

.. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-**
MENT guaranteed.

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.		EXTRACTS.		Jams—		T. UPTON & CO.		F. Marion & Cie.	
JAMES TURNER & CO. per lb.		HENRI JONAS & Co. Per gross.		1-lb. glass jars 2 doz. in case, per doz \$1 00		Quarts, 12s..... 6 00		Quarts, 12s..... 6 00	
Mecca..... 0 32		8 oz. London Extracts..... \$6 00		2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 07		1/2 bottles, 24s..... 7 00		1/2 bottles, 24s..... 7 00	
Damascus..... 0 28		2 oz. " (no corkscrews) 5 50		5-lb. tin pail, 8 pails in crate, per lb. 0 07		1/4 " 48s..... 8 00		1/4 " 48s..... 8 00	
Calvo..... 0 20		2 oz. " "..... 9 00		7-lb. wood pails, 6 " 0 07		Flasks, 24s..... 7 00		Flasks, 24s..... 7 00	
Sirdar..... 0 17		2 oz. Spruce essence..... 6 00		14-lb. wood pails, per lb..... 0 07		1/2 Fla-k, 48s..... 8 00		1/2 Fla-k, 48s..... 8 00	
Old Dutch Rio..... 0 12 1/2		2 oz. " "..... 9 00		30-lb..... 0 06 3/4		1-15 bottle, 80s..... 12 50		1-15 bottle, 80s..... 12 50	
E. D. MARCEAU, Montreal.		2 oz. Ancho extracts..... 12 00		Jellies—		Cognac In Wood.		Cognac In Wood.	
Old Crow Java..... 0 25		4 oz. " "..... 21 00		1-lb. glass jars, per doz..... \$1 00		Ph. Richard		Ph. Richard	
" Mocha..... 0 25		1 oz. " "..... 35 00		7-lb. wood pails, per lb..... 0 07		Ga's. Oct's. Oct's. Bbl's. Hhds.		Ga's. Oct's. Oct's. Bbl's. Hhds.	
" Condor Java..... 0 30		1 lb. " "..... 70 00		14-lb. " "..... 0 07		Couturier... \$4 00 \$3 95 \$3 85 \$1 80		Couturier... \$4 00 \$3 95 \$3 85 \$1 80	
" Mocha..... 0 30		1 oz. Flat " "..... 9 00		30-lb. " "..... 0 06 3/4		Marion... 3 75 3 60 3 50 3 40		Marion... 3 75 3 60 3 50 3 40	
15-year-old Mandehling Java and hand-picked Mocha..... 0 50		2 oz. Flat bottle extracts..... 18 00		LICORICE.		Richard		Richard	
1-lb. Fancy tins choice pure coffee, 48 tins per case..... 0 20		2 oz. Square " "..... 21 00		YOUNG & SMYLLIE'S LIST.		V.S.O.P. 5 50 5 35 5 25		V.S.O.P. 5 50 5 35 5 25	
Madam Huot's Coffee, 2-lb. tins..... 0 31		4 oz. " " corked..... 36 00		5-lb. boxes, wood or paper, per lb. \$0 40		V.O. proof. 4 15 4 10 4 00 3 90 3 80		V.O. proof. 4 15 4 10 4 00 3 90 3 80	
100 lb. delivered in Ontario and Quebec.		8 oz. " "..... 72 00		Fancy boxes (36 or 50 sticks) per box 1 15		Richard Fine		Richard Fine	
CLOTHES PINS.		FOOD.		" Ringed " 5 lb. boxes, per lb..... 0 40		champagne 6 00 5 90		champagne 6 00 5 90	
UNITED FACTORIES, LIMITED.		NORTH-WESTERN CEREAL CO., London		" Aome " Pellets, 5 lb. cans, per can... 2 00		Gin—Pollen & Zoon, in Cases.		Gin—Pollen & Zoon, in Cases.	
Ultra's Pins (full count), 5 gross in case, per case..... 0 55		"Superior" Gluten Flour and Breakfast cereal.		" Aome " Pellets, fancy boxer, 40) per box..... 1 50		Red, 15s..... 8 00		Red, 15s..... 8 00	
doz. packages (12 to a case)..... 0 70		Price—Toronto, Montreal and East. 5 10		Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... 2 00		Green, 12s..... 5 00		Green, 12s..... 5 00	
doz. packages (12 to a case)..... 0 90		" Vancouver..... 6 50		Licorice Lozenges, 5 lb. glass jars..... 1 75		Pony, 12s..... 2 50		Pony, 12s..... 2 50	
COUPON BOOKS—ALLISON'S.		GILLETT'S POWDERED LYE.		" 20 5 lb. cans..... 1 50		Gin Pollen & Zoon, in Wood.		Gin Pollen & Zoon, in Wood.	
For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal \$1, \$2, \$3, \$5, \$10 and \$20 books.		4 doz. in case..... \$3 60		" Parity " Licorice 10 sticks..... 1 45		Gal. Oct's. Oct's. Bbl's. Hhds.		Gal. Oct's. Oct's. Bbl's. Hhds.	
Un- Covers and num Coupons bered numbered.		JAMS AND JELLIES.		" 100 sticks..... 0 73		Gin. P. & Z. \$3 15 \$3 05 \$3 05 \$3 00 \$2 95		Gin. P. & Z. \$3 15 \$3 05 \$3 05 \$3 00 \$2 95	
n lots of less than 100 books, 1 kind assorted. 4c. 4 1/2c.		SOUTHWELL'S GOODS. per doz.		Dulce large cent sticks, 100 in box.		Mitchell Bros. Limited Scotch.		Mitchell Bros. Limited Scotch.	
100 to 500 books..... 3 1/2c. 4c.		Frank Magor & Co., Agents.		LIQUORS.		Heather Dew, ordinary qts. 1 case, 5 cases.		Heather Dew, ordinary qts. 1 case, 5 cases.	
500 to 1,000 books..... 5c. 3 1/2c.		Orange Marmalade..... 1 50		COGNAC IN CASES.		12s..... 8 70 8 675		12s..... 8 70 8 675	
Allison's Coupon Pass Book		Clear Jelly Marmalade..... 1 80		Ph. Richard.		Heather Dew, stone jars, Imperial, 12s..... 12 50 12 25		Heather Dew, stone jars, Imperial, 12s..... 12 50 12 25	
\$ 1 00 books..... 3 cents each		Strawberry W. F. Jam..... 2 00		S.O. Quarts, 12s..... \$22 50		Heather Dew, oval flasks, quart 12s..... 11 25 11 00		Heather Dew, oval flasks, quart 12s..... 11 25 11 00	
2 00 books..... 3 cents each		Raspberry " "..... 2 00		F.C. " "..... 15 00		Special Reserve, oval pta. 24s. 11 75 11 50		Special Reserve, oval pta. 24s. 11 75 11 50	
3 00 books..... 3 cents each		Apricot " "..... 1 75		V.S.O.P. pi 1s, 21s..... 14 00		" ordinary qts. 12s..... 9 00 8 75		" ordinary qts. 12s..... 9 00 8 75	
5 00 books..... 4 cents each		Black Currant " "..... 1 85		V.S.O.P. 1/2 pints, 48s..... 14 00		Special Reserve, 1/2 bottles, pints, 14s..... 10 00 9 75		Special Reserve, 1/2 bottles, pints, 14s..... 10 00 9 75	
10 00 books..... 5 1/2 cents each		Other Jams, W. F..... 1 55 1 90		V.S.O.P. 1-15 bottles, 180s..... 18 00		Extra Special Liqueur, flagon, 12s..... 9 50 9 25		Extra Special Liqueur, flagon, 12s..... 9 50 9 25	
15 00 books..... 6 1/2 cents each		Red Currant Jelly..... 2 75		V.O. quarts, 12s..... 8 50		Extra Special Liqueur, ordinary bottles, 12s..... 9 50 9 25		Extra Special Liqueur, ordinary bottles, 12s..... 9 50 9 25	
20 00 books..... 7 cents each				V.O. pints, 24s..... 9 50		Heather Dew, flasks, 48s..... 12 00		Heather Dew, flasks, 48s..... 12 00	
25 00 books..... 8 cents each				V.O. 1/2 pints, 48s..... 10 50		" 1/2 flasks, 60s..... 9 00		" 1/2 flasks, 60s..... 9 00	
50 00 books..... 12 cents each				V.O. 1-15 bottles, 180s..... 14 00		Mullmore, Imperial oval quart flasks, 12s..... 10 00 9 75		Mullmore, Imperial oval quart flasks, 12s..... 10 00 9 75	
				V.O. decanters, 12s..... 0 5		Mullmore, flasks, Imperial pints, 24s..... 10 50		Mullmore, flasks, Imperial pints, 24s..... 10 50	
				V.O. pints, 20s..... 13 00		Mullmore, flasks, ordinary pints, 24s..... 7 75		Mullmore, flasks, ordinary pints, 24s..... 7 75	
						Mullmore, 1/2 flasks, ordinary, 48s..... 9 00		Mullmore, 1/2 flasks, ordinary, 48s..... 9 00	
						Mullmore, ordinary quarts, 12s 6 50		Mullmore, ordinary quarts, 12s 6 50	
						Mullmore, ordinary pints, 24s 7 50		Mullmore, ordinary pints, 24s 7 50	

RECKITT'S Blue and Black Lead ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

Scotch Whiskey in Wood

	1/2			
	Gals.	Oct's.	Oct's.	Bbls Hhds
	9gals.	17gals.	40gals.	60gals.
Special				
Reserve	\$4 51	\$4 25	\$4 15	\$3 90
Heather Dew				
"A"	4 00	3 85	3 75	3 65
Extra Special				
Liqueur	5 00	4 90	4 80	4 75
"B"	3 50			

Whiskey in Cases

Mitchell Bros. Limit d-Irish

Cruiseken Lawo, stone jar, 12's	\$12 50
Old Irish, flasks, Imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
"Imp. pints, 24's	11 75
round bottl's, quarts, 12's	6 50
round 1/2-bottle, pints, 24's	8 00
flasks, 48's	12 00
1/2-flasks, 60's	9 00

Irish Whiskey in Wood

Mitchell, "A"	Gal	1/2-Oct.	Oct.
"B"	\$4 00	\$3 90	\$3 75
"C"	3 50		
"D"	3 00		

Champagne Wine in Cases

Duc de Pierland, quarts, 12's	\$14 00
Cardinal, quarts, 12's	12 50
Vve. Amiot Carte d'Or, quarts, 12's	16 00
"d'Argent, quarts, 12's	11 50

Blandy Bros. Wine

Blandy's Madeira Wine, in cases

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particular, quarts, 12's	13 00

Blandy's Malaga, in cases

Pale Sweet Blue Label, quarts, 12's	7 50
White Label, quarts, 12's	10 00

Blandy's Sherry, in cases

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00

Blandy's Port Wine, in cases

Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

Blandy Bros. Wine in Wood

Madere, No. 1/2	Gal	Octave.
No. 3	\$3 50	\$3 00
Malaga Pale Sweet	3 00	2 75

Canadian Whiskies

Gooderham & Worts, 55 O.P.	4 50
Hiram Walker & Sons	4 30
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
"Hiram Walker & Sons	2 9
"J. P. Wiser & Son	2 19
"J. E. Seagram	2 19
"H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon

65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

MINCE MEAT.

Wethy's Condensed, per gross net \$12 00 per case of doz. net. 3 00

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" 1/2 lb. tins, " "	50
" 1 lb. tins, " "	5 00
Durham 4 lb. jar, per jar	0 75
" 1 lb. " "	25
E. D., 1/4 lb. tins, per doz.	0 85
" 1/2 lb. tins, " "	1 45

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

Per gross

Mugs	13 20
Flint jars	18 00
Quart jars	24

E. D. MARCEAU, Montreal

"Condor," 12-lb. boxes—

1/4-lb. tins	per lb.	0 35
1/2-lb. tins	"	0 33
1-lb. tins	"	0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

1/4-lb. tins	per lb.	0 25
1/2-lb. tins	"	0 23
1-lb. tins	"	0 22 1/2
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins		0 07


PICKLES.

STEPHENS.

A. P. Tippet & Co., Agents.

Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90

SODA.—COW BRAND.



DWIGHT'S SODA

Case of 1 lb. containing 60 pkgs., per box, \$3.00


Case of 1/2 lb. (containing 120 pkgs.) per box, \$3.00.

Case of 1/4 lb. and 1/2 lb. (containing 30 1 lb. and 60 1/2 lb. packages) per box, \$3.00.

Case of 5c. pkgs (containing 96 pkgs) per box, \$3.00.

EMPIRE BRAND.

Brunner, Mond & Co.



Case 120 1/2-lb. pkts. (60 lb.) per case \$2.70.

Case 96 10-oz. pkts. (60 lb.) per case \$2.82.

SOAP



MAYPOLE SOAP

AGENTS colors

Maypole Soap, black

Maypole Soap, white

Oricle Soap, per gross, \$10.30

Gloriola Soap, per gross, 12 00

Straw Hat Polish, per gross, 10 20

GOLD SOAP



GOOD AS GOLD SOAP

Write for prices.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, 4-lb. carton	0 65 1/2
No. 1 " 3-lb.	0 06 1/2
Canada Laundry	0 05 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edwards' Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—

Benson & Co.'s Prep. Corn	0 07 1/2
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car	0 10
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 08 1/2

BEE STARCH.

Cases, 64 pkgs. 48's	\$5.00
1/2 Cases, 32 pkgs. 24's	.50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb. " "	0 06 1/2
Barrels, 175 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case	0 08 1/2
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs, per case	3 25
Celluloid Starch—	
Boxes of 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 07
Crystal Maize Corn—	
1-lb. packages, boxes 40 lbs.	0 07

ENAMELINE



ENAMELINE

No. 4—3 dozen in case, per gross 4 80

No. 6—3 dozen in case, " " 8 40

RISING SUN STOVE POLISH



For durability and for cheapness this preparation is truly unrivalled.

Per gross

Rising Sun 6-oz. cakes, 1/2-gross 1 x 8 \$8 50

Rising Sun 3-oz. cakes, gross boxes 5 50

Sun Paste 10c. size, 1/4 gross boxes 10 00

Sun Paste, 5c. size, 1/4 gross boxes 5 00

SUN STOVE POLISH



DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

TEAS.

SALADA CEYLON.

	Wholesale	Retail
Brown Label, 1's	0 20	0 25
" 1/2 and 1/4	0 21	0 26
Green Label, 1's	0 22	0 30
Blue Label, 1's, 1/2, 1/4 and 1/8	0 30	0 40
Red Label, 1's and 1/2	0 36	0 50
Gold Label 1/8	0 44	0 60

KOLONA PURE CEYLON TEA



Black Label, 1-lb., retail at 25c... 19

" 1/2-lb., " " " " 20

Blue Label, retail at 30c... 22


Green Label " 40c... 28

Red Label " 50c... 35

Orange Label, retail at 60c... 42

Gold Lab " 80c... 55

RAM LAL'S PURE INDIAN TEA



Cases each 60 1-lb. 0 35

" " 60 1/2-lb. 0 35

" " 30 1-lb. 0 35

" " 120 1/2-lb. 0 35

LUDELLA CEYLON 1's AND 1/2's PKGS.

Blue Label, 1's	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

CROWN BRAND

Wholesale Retail

Red Label, 1-lb. and 1/2's	0 35	0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40 lb. boxes	0 40
"II 40-lb.	0 37 1/2
"III 80-lb.	0 36
"IV 80-lb.	0 32 1/2
"V 80-lb.	0 30
"VI 80-lb.	0 25
"XXXX 80-lb. boxes	0 23 1/2
"XXX 80-lb.	0 25
"XX 80-lb.	0 20
"X 80-lb.	0 21 1/2

Black Teas—"Nectar," in lead packets—

Green label	retails 0 26	at 0 20
Chocolate label	" 0 35	" 0 25
Blue label	" 0 50	" 0 36
Maroon label	" 0 60	" 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2	
"Blue, 1-lb.	0 42 1/2	
"Maroon, 1-lb.	0 50	
"Maroon, 3-lb.	1 50	

Black Teas "Old Crow" Blend—

Bronzed tins of 10, 25, 50 and 80 lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17 1/2

LIPTON'S TEA (in packages).

Price per lb

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 25
" (25 1-lb. pkgs.)	34
No. 1, cases 50 lb., in 5-lb. tins	35
No. 2, cases 50 lb. (50 1/2-lb. pkgs.)	29
" (25 1-lb. pkgs.)	28
No. 2, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb. (50 1/2-lb. pkgs.)	23
" (25 1-lb. pkgs.)	22
No. 3, cases 50 lb., in 5-lb. tins	23
Green Ceylon, No. 1 (50 1/2-lb. pkgs.)	35
" (25 1-lb. pkgs.)	34
Green Ceylon, No. 2 (50 1/2-lb. pkgs.)	29
" (25 1-lb. pkgs.)	28

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3's, 5's and 10's	0 39
Royal Oak, 2 x 3, 80 acc, 8's	0 52
Something Good, 7's	0 48
Ch wing—Bobs, 5's and 10's	0 36
Currency, 13 1/2 oz. bars, spaced 9's	0 39
Currency, 6's and 10's	0 39
Old Fox, narrow 10's	0 39
Snowshoe, 1-lb. bars, spaced 6's	0 43
Pay Roll, 6's	0 44

VINEGARS.

E. D. MARCEAU, Montreal.

Old Crow	Per gal. 0 20
Condor	0 25

MICHEL LEFEBVRE

Bull Dog, quadruple strength, regi td	0 55
Lion "L" brand, registered	0 38
Imperial, triple strength, registered	0 33
Cote D'Or, extra super, registered	0 30
"household vinegar, registered	0 28
Crystal Pickling, extra	0 28
"ordinary	0 23
White Wine, XXX	0 20
"XX	0 17
"X	0 17
Cider, XXX	0 27
"XX	0 22
"X	0 17
Pure English Malt triple strength	0 45
"double strength	0 35
"single strength	0 25
Distilled white malt vinegar	0 50

WOODEN WARE

UNITED FACTORIES, LIMITED.

Washboards, Leader Globe	1 40
"Improve 4 Globe	1 50
"Standard Globe	1 70
"Solid Back Globe	1 80
"Jubilee (perforated)	1 85
"Crown	1 25

Per doz.

No. 1 2-hoop pails	1 55
" 1 3 "	1 70
" 0 Tubs	8 50
" 1 "	7 00
" 2 "	6 00
" 3 "	5 25

YEAST.

Royal yeast, 3 doz. 5c. 1-pkgs. in case.	1 00
Jersey Cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 1c.	1 80

"CANADIAN CLUB."

PERHAPS no other whisky in the world has won for itself such a universal reputation for its superior quality and as high a place on the markets of the globe as "Canadian Club" whisky, the product of the distilleries of Hiram Walker & Sons, Limited, Walkerville, Ont. It is now for sale in nearly every quarter of the civilized globe and has the distinction of being more widely distributed over the world than any other article of Canadian manufacture. Within the short space of 12 years this liquor has gained this wide reputation, and its makers confidently look forward to a wide extension of its sales in the future. Its fine flavor, maturity and purity make this spirit popular with everyone using it, and obtain for it praise from members of the medical profession. The advertisement of this firm is on another page of this issue.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

TRAVELLER WANTED.

WANTED—A TRAVELLER FOR ONE OF THE largest and oldest wholesale grocery houses in the Maritime Provinces, doing a well-established business. Write, stating qualifications and salary expected, to "Traveller," P.O. Box 191 Halifax, N.S. (22-1f)

**H. D. METCALFE
GRAIN EXPORTER**

MONTREAL WINNIPEG

SLEE, SLEE & CO.

Limited
Tower Bridge Brewery,
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents—
John W. Bickle & Greening,
HAMILTON and TORONTO
From whom Samples and Prices can be obtained.

The Latest, Brightest and Most Complete Book Yet Published on the Subject.

Up-to-Date Showcard Writing.

By W. Edwards.

Save yourself all worry, guessing and experimenting by sending ONE DOLLAR for this Book which is brimful of valuable information, and is illustrated with 34 sign-writers' Model Alphabets and Figures.

W. Edwards, Carleton Place, Ont., Box 315.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

WANTED EGGS BUTTER

Highest Prices. Prompt Returns.

THOS. PIZER

General Produce Merchant

1274 Queen St. W., TORONTO

Baltimore Strawberries

We are receiving carloads daily and of the best that can be procured.

BANANAS, ORANGES, LEMONS, PINEAPPLES.

We carry everything in the line and would like your orders.

WHITE & CO., Toronto, Ont.

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO., Limited

"Gleaner" Office, KINGSTON, JA.

The Chas. A. Bull Produce Co.

115 King St., MONTREAL.

EXPORTERS OF

Butter, Cheese, Produce.

Cable Address, "Chasab."

\$50,000 Subscribed Capital.

Correspondence Solicited.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

ENCOURAGE HOME INDUSTRY

YORK METAL POLISH

MADE IN CANADA.

It cleans and polishes Gold, Silver, Nickel, Brass, Copper, Bronze, Tinware, Plated Goods and Metals of every description.

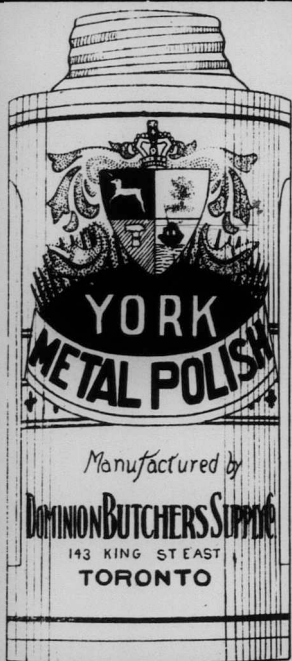
It will be found invaluable for cleaning and polishing Jewellery, Doorplates, Machinery and Harness Mountings, Metal Office Fittings, etc.

It contains no grit or acids in its manufacture, therefore will not injure anything or leave any scratchy marks.

It should be used by you. TRY IT.

Put up in tins, 10c., 25c., 40c., 75c.

Samples and wholesale prices on application.



" GOD SAVE THE KING "

WILL ALWAYS SING

Jersey Cream Baking Powder
 Lumsden's Cream Tartar Baking Powder
 Standard Baking Powder
 Purity Baking Powder
 Mother's Baking Powder
 Jersey Cream Soda
 Jersey Cream Spices

STANDARD SPICE MILLS,
 HAMILTON, ONT.

IMPORTERS

Social Teas
 Social Coffees
 Social Cocos
 Social Baking Powders

Our Special—
 Social English Breakfast Tea

SOCIAL TEA CO.,
 Toronto, Ont.

TORONTO

SOCIAL BREAKFAST FOODS.

Social Flaked Wheat
 Social Highland Oats
 Social Buckwheat Flour
 Social Pastry Flour

New Mills, New Machinery.

SOCIAL BREAKFAST FOOD CO.,
 HAMILTON, ONT.

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Jersey Cream Yeast Cakes
 Victoria Yeast Cakes
 Victoria Squares, for Bakers' use

The only Yeast with cream in it—

Jersey Cream

HAMILTON YEAST CO.,
 HAMILTON, ONT.

MANUFACTURERS

CANNED GOODS.

Jersey Tomatoes
 Standard Tomatoes
 Old Church Tomatoes
 Jersey Corn
 Jersey Peas
 Old Church Canned Fruits—
 all kinds
 Jams, Jellies, Marmalade

STANDARD CANNING CO.,
 HAMILTON, ONT.

HAMILTON

BROOMS.

Our Little Swell	-	X
Our Little Swell	-	XX
Our Little Swell	-	XXX
Carpet	- - -	X
Carpet	- - -	XX
Carpet	- - -	XXX
Carpet Extra		
Steamboat Brooms, extra heavy		

STANDARD BROOM FACTORY,
 HAMILTON, ONT.

WILL ALWAYS SING

" GOD SAVE THE KING "

VOL

CLARK'S Canned MEATS



The Standard
MANUFACTURED By *of Excellence*
W. CLARK, MONTREAL