

PUBLISHED EVERY
FRIDAY



THE



CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard

It is not so because we say it

But

We say it because it is so.

Christie's Biscuits stand PARAMOUNT for Quality

What characterises every variety of our biscuits are their excellent quality and their special adaptability to the purpose for which each variety is intended. Our HIGH TEA biscuit is particularly suitable and is in fact a necessary adjunct to the refreshing cup.



The up-to-date grocer must stock it or be out of line.

Christie, Brown & Co., TORONTO
MONTREAL

LIMITED

F. P. SCUDDER President ADOLPHE E. SMYLYE Vice-Pres't and Sec'y H. W. PETHERBRIDGE Treasurer

National Licorice Co.

Successors to
YOUNG & SMYLYE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

MAIN OFFICE:
375-385 Lorimer St., Broeklyn, N.Y.

Where all communications, orders and remittances should be sent.

MOLASSES

Our First Cargo
NEW 1903 CROP
BARBADOS

Per Schooner "ARCTIC"
Has Arrived

FOR PRICES, ETC., APPLY

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE 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.



Canned Where Caught.

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? *Impossible!*

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. *There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand.* The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. *Buy it and you buy the best.*

**"Thistle" Brand
Fish.**

Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing, gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

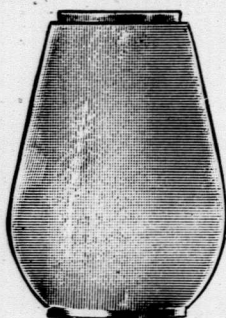
**Macurquahart's
Worcester Sauce.**

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street, Toronto.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



Grocers, Attention!

What would you give for an automatic machine that would hand you from one to three cents every time you made a weight transaction? The Toledo Springless Automatic Computing Scale will absolutely do this, and is the only scale on earth that will do it.

Give us a part of those cents for a few months only and we will give you a Toledo Scale and you may then have all the cents it gives you for the rest of your business life.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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



For Sale Everywhere.

ASK FOR

MOTT'S.



The Tarbox Self-wringing Mop and Mop Cloth.

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

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

For prices, etc., address

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

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



Not the "Tarbox."

Character

vs.

Reputation

Your character may be ever so bad and your reputation good, or vice versa.

Our brands of Salmon have both and this is a pretty good guarantee of quality.

Two good lines at present in stock:

MAPLE LEAF, LOWE INLET.

The British Columbia Packers' Association

VANCOUVER, B.C.

The "Perfection" Canister



9 3
See cut book 9
Page 69
J.M.N.

Only the best made or grown are sold in this Canister.

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

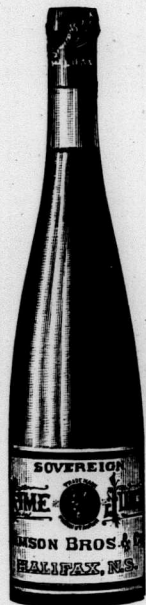
CANADA PICKLING WORKS.

Toronto, June 15th, 1903

To our Customers and Patrons:

The business which has been carried on by us for the last 21 years has been incorporated under the Provisions of "The Ontario Companies' Act" under the corporate name of "THE T. A. LYTLE COMPANY, LIMITED." The new Company will be carried on under the same management, and from our many customers we bespeak the same hearty support and liberal patronage so generously accorded to us in the past.

T. A. LYTLE & CO.



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

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

Stocked by jobbers throughout Canada.

Direct enquiries receive prompt attention.

Simson Bros. Co. Limited


Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

WHY IS IT ??

That the whole crop of _____

JAPAN TEA

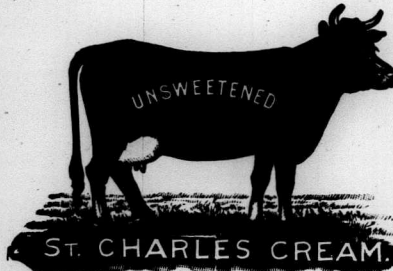
is always too small for the Demand, although the price for the past two years has been **extraordinary high**, and going higher each season?  Because it is the best Tea! and wanted anyhow by real Tea drinkers!

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

...JAPAN TEA...

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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



QUALITY FIRST

Schepp's Cocoanut.

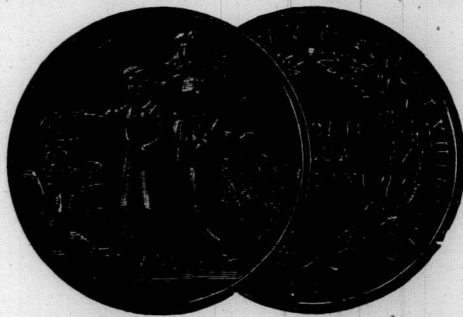
Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: **TORONTO, CAN.**
NEW YORK.



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



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

Facts

No. 3.

The alkaloid "THEINE" in one of the important constituents of **Ceylon Tea**, and is of great value to the human system, giving to the nerves a particularly agreeable, bracing and stimulating effect. It strengthens the action of the heart and is particularly useful as a blood purifier and also arrests the decay and waste of nature. **Theine** is preserved in the finished **Ceylon Leaf** in greater purity and higher percentage than any other growth, making **Ceylon Tea** paramount for intrinsic value.

Buy only . . .

CEYLON TEA
GREEN or BLACK.

A pleasant, refreshing and purifying beverage.

Pure natural Green

CEYLON TEA

Has the highest intrinsic value.

Lost Ground

Some merchants have lost ground—and we mean by this, not real estate, but business—by trying to force on their customers inferior goods. It always pays to give your customers the best goods you can, even if you don't make quite so much money out of it; especially is it important to give them good Sugar; they can gauge this article at once.

ST. LAWRENCE YELLOWS

are acknowledged to be the best Yellows on the market.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL.

THE CANADIAN GROCER

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear, Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats. STRENGTH AND SATISFACTION GUARANTEED.

HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,

Mfg. Chemist.

TODMORDEN



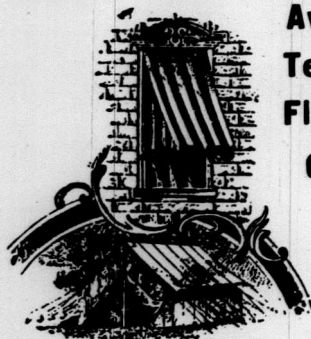
Capstan
Brand
Baking
Powder

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

ASK YOUR WHOLESALE GROCER FOR IT.

The
Capstan Manufacturing Co.
Toronto, Ontario, Canada.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St. Montreal, Can.
Write for Illustrated Catalogue.



THE
**PARKHILL
BASKET CO.**
Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

CANNED GOODS

ALL : KINDS : WANTED

Sole selling agency of **GREAT BRITAIN** a first-class firm for... by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.,

LONDON, E. C., : : ENGLAND.

OUR TEA STOCK

has increased considerably. We have too many—bought last November at two-pence under present market. We have to offer this week :

300 Half-chests Ceylon Green Fannings, at	8½c.,	equal in cup to Japan costing 20 cents.
50 Chests Erlsmere Ceylon Pekoe Black, at	- - -	15 c.
50 Chests Elmwood Ceylon Pekoe Black, at	- - -	17 c.
50 Chests Bactakhal Pekoe Souchong, at	- - -	12 c.
50 Chests New Doars Pekoe Souchong, at	- - -	12 c.
250 Half-chests Indian Tippy Pekoe Amrail Acme packages, at	20	c.
75 Half-chests Japan. Nice cup. Good style, at	- - -	17½c.
75 Half-chests " " " at	- - -	18½c.
50 Mats, each 4 10-lb. caddies, " at	- - -	20 c.
100 Half-chests coarse leaf Japan Fannings, at	- - -	7½c.
200 Half chests Japan Fannings, at	- - -	7 c.

THE F. J. CASTLE CO., Limited, OTTAWA.

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS
is Cold Water **STARCH** ASK
Water **IVORINE** TRAVELLERS
THE PRICE

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

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

DON'T RUN CHANCES

with your customers. Get a line of Maple
Syrup that is reliable.

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of
years of success. It
is reliable. It sells
well. It gives a
good margin
of profit.



ROSE &
LAFLAMME,

AGENTS,
MONTREAL.

BATGER'S
Lime Juice Cordial

Prospects for a
long warm Summer.

Are you ready for it? When
the hot weather comes and the
demand is heavy for Batger's
Lime Juice Cordial you should
have it in stock. Order now.

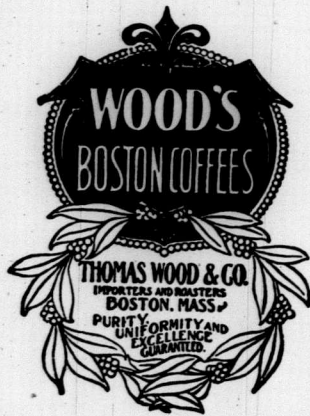
ROSE & LAFLAMME,
Agents,
MONTREAL.

THE PERFECT RESULTS

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

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

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



**ORGANIZED
SUCCESS.**

Not the braggart nor the blusterer permanently succeeds. It takes time, labor and expense for the honest government or individual to organize success. All these have been freely expended for the grocer who handles

WOOD'S COFFEES

and he therefore finds a genuine success in these brands the moment he touches them. Put them at once before your trade and you will "take time by the forelock."

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



THE longer the path by which merchandise comes from first hands to the grocer, the more it costs the grocer, the more hands there are upon it, the more profits there must be paid from it. Our system of doing business is undoubtedly the correct one, our goods are sold by satisfied grocers, and if our statements about our merchandise were not true, we should not be supplying goods to so many successful grocers.

We carry a well-assorted stock of staple and fancy groceries, and our motto is Co-operation, not Combine.

GROCERS' WHOLESALE COMPANY, Limited

CORRESPONDENCE SOLICITED.

This is Worth Looking Into.

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

We are selling agents.

WARREN BROS. & CO., - - TORONTO

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament.

House of Commons,
Ottawa, June 15, 1903.

VERILY Ottawa politicians have no reason to complain of lack of variety in their parliamentary bill-of-fare. Last week the corridors and committee-rooms were buzzing with discussions as to a new transcontinental line, with an expenditure in connection therewith ranging from eighty millions for a Government road, all the way down through various proposed subsidies, to nothing but a bare, a very bare, charter; and this week Mr. Fielding starts the ball rolling with a bill for the establishment of penny banks. Needless to say, the object of these new institutions in the field of commerce is to encourage small savings, and no depositor is allowed to have more than \$300 in the bank at any one time. As a penny is two cents, we can accurately estimate that an energetic contributor can deposit 15,000 times before he loses further privilege, and as, eliminating Sundays and holidays, he has about 300 days in the year, he can keep on doing business for just 50 years. Surely, this should satisfy the most demanding.

* * *

When we remember how many among the Captains of Coin in the great Republic to the south of us have started their capitalistic ventures by the saving of half-dimes arising from polishing their clients' shoes—later in life they usually polish their clients' pocket-books with much larger resultant profit to themselves—we cannot overestimate the immense advantage likely to accrue to Canada from the establishment of this new financial collecting agency. In the course of his explanatory remarks, Mr. Fielding very modestly gave the credit for his proposed measure to a "Toronto philanthropist." He tells us that this gentleman moved in the matter a year ago, but that, for reasons of state, his wishes could not be carried out at that time. Surely this gentleman was not only a philanthropist; he was also a seer. He must have foreseen the slump in Canadian stocks, with special reference to his home, Toronto. There are at present very few in the "Queen City of the West" who would find it convenient to use for deposit purposes any but a

penny bank. To these gentlemen our assurance that on each banking day for 50 years to come they may walk solemnly up and lay their penny on the counter without let or hindrance will come as a reassuring truth, for we think they will agree with us that in half a century the stock market will have become so buoyant as to justify us in the withdrawal of our \$300, and its investment in a ground-floor purchase on a margin, to which our attention has been called by the sure tip of one of the directors who knows. Let us not be misunderstood. In our 50-year calculation we are not considering the subject of interest—we expect the depositor to draw this for running expenses—a man must live.

But the Minister of Finance was not to have it all his own way as a philanthropist. Scarcely had he resumed his seat after answering the numerous profound questions elicited by his announcement, when the Minister of Justice sprang to his feet. His was a scheme for the betterment of women. No self-proud measure his, but a plan more philanthropic. Just a little bill to give the fallen sisters of St. John, N.B., the same chance enjoyed by those of their class in the Andrew Mercer Reformatory in Ontario. Marvellous to relate, no prolonged discussion followed, and the honorable gentleman was granted leave to introduce his bill.

* * *

And then from being fishers of men, or rather, of women, the members turned to the fishers of mackerel, their attention being called to the incursions of certain smart Yankees who followed the schools to the coast of that famous county which sends as its representative the genial, eloquent, and, at times (like all Highlanders), really poetic "Giant of Guysborough." The Minister of Marine having given satisfactory assurance that our tricky cousins would be better watched in future, the uproar subsided, and the Ministers proceeded to answer, so far as unto them seemed good, the questions put by members thirsting for information. And it then did appear that Sir John Boyd had "no sons or relatives" in the employ of the Government, as well as sundry other matters of equally absorbing interest and usefulness to the country.

Among these other matters, the question of that staunch Independent, Mr. Jabel Robinson, of Elgin, is worthy of passing notice, but before dealing with it, we cannot refrain from recounting a little anecdote characteristic of the interlocutor. When in the Session of 1900 the sessional indemnity of the members was raised by Act of Parliament, Mr. Robinson nobly voted against the measure, which it was a foregone conclusion would carry, and he alone so recorded his opinion. One of the supporters of the bill, rather a wag, after the vote was taken, made it a point to ask Mr. Robinson what he would do now that the measure had carried. "What shall I do?" said Mr. Robinson, "What can I do? Aint it the law of the land now? Why, I must take the increase!" and so he does. But to his question. After making a speech in the House a member may have it printed in as many copies as he wishes in the Government printing Bureau at cost price. Having made what he considered a brilliant speech, which the stupid dailies have scarcely noticed, it is but natural that a representative should wish his constituents to sample the output of his genius, and so he orders many copies, and the side-lines of his county are speedily illumined. So far so good. But it doth appear that several gentlemen having gotten the goods have forgotten to settle for the same. It was with regard to these recalcitrants that Mr. Robinson arose and spoke, and the purport of his question was, what treatment is meted out to these men? Are they made to pay? By whom? How soon, and how? To which the Premier replied that the matter had been dealt with so far back as 1897, the Treasury Board ordering a suspension of credit in all such cases, on the well-known principle of the country store-keeper: "You'll get no more till you've paid for the last you got."

* * *

After questions, Mr. Blair moved a motion with regard to railway aid to a portion of the system of Mackenzie & Mann, which is of vast interest and importance as an earnest of future Government policy along these lines. A guarantee of the principal and interest of the first mortgage bonds is to be given. We use the word "given" in that loose

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE **3000 TONS SOLD 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.

sense which has led to so much inane discussion in connection with railway aid—"exchanged" would be a better word; better in sense if not in sound. To give, suggests very strongly the handing over of something, receiving nothing in return. In Mr. Blair's scheme this is very far from the facts. The road, it is true, receives a guarantee which will sell its bonds at a high price and enable it to finance its schemes, but in return the country receives (1) a railway which will open up and develop new country, to the increase of the best elements of our population, and of our purchasing power, which latter, since a percentage of our consumption will always be from foreign goods, means in time an increase of revenue with the further possibility of development which money gives; (2) a claim upon the road when built if ever the Government is forced, on default of the company, to pay either principal or interest, in whole or in part; (3) the control of rates and tolls, not only upon that portion of the line to which the guarantee applies, but upon the whole system of the Canadian Northern Railway, such control to be exercised by the Governor in Council, "or of such authority, commission or tribunal as is designated or constituted under any act of the Parliament of Canada for the regulation or control of the business of railways." The clause quoted will let in Mr. Blair's Railway Bill of this session, so that we may consider this regulation of rates as something very real, not a mere empty formality to cloak a gift, but a condition of immense value, as in all human probability the Government will not be out one cent in the long run in actual cash, since the subsidized road will pass through a country where freight will in time be plentiful. It means we are to get a valuable concession in exchange for the use of our credit and at no monetary sacrifice to ourselves; (4) the right to grant running powers over any portion of the lines aided to any other railway company on terms which seem equit-

able to the Governor in Council. This insures a fair measure of competition in large sections of the West where influx of settlers will produce new roads in the future, and the same end is further served by (5) the right to prohibit lease or sale to the Canadian Pacific Railway, or any arrangement with that road for the pooling of rates. Aid granted under conditions such as these cannot surely be very much objected to even by those who take the extreme ground against all kinds and conditions of subsidies, and to whom anything of a railway character is as a red flag to a bull.

* * *

Probably no debate since that on the budget, and that, of course, we confine to its early stages, has aroused such wide-spread interest in Canada, as has that on the resolution of Mr. R. L. Borden that in the opinion of the House the tariff of customs duties should be so amended as to secure the Canadian market for Canadian producers of iron and steel. The reason for this is not far to seek. Patriotism is not dead in Canada, but it requires something in the nature of a national crisis to call it forth. On the other hand, self-interest is an ever-present active force, and self-interest was nearly affected by the motion of the Leader of the Opposition. While no specific case was mentioned in connection with his resolution, everyone acquainted with commercial affairs associated it with the great industry of The Dominion Iron & Steel Company, at Sydney, the common stock of which, representing at par value 17 millions of dollars, has fallen in the market from 79 to from 10 to 15 per share. During the stock market boom of last year fortunes large and small were made with marvellous rapidity; financial successes were freely chronicled in the press, and thousands of people who had never before "played the markets," invested the savings of years in the purchase of industrial securities upon a margin. The knowing ones gave it forth that "Iron & Steel" was the

next going to par, and on this tip the public went in. In every hamlet in the Maritime Provinces someone can be found who has put money in the stock of this company, while hundreds further west, notably in Montreal and Toronto, have invested heavily. With the recent heavy slump, wide-spread ruin has resulted, but while many have dropped their all, others have been able by great financial strain to margin down, and these have been looking with hungry eyes towards Ottawa in hope of a raise in tariff, which would so improve the prospects of the company as to send stocks back somewhere towards their old level. While for these unfortunates we have nothing but sympathy, their case must, nevertheless, be disregarded in the consideration of the iron trade of Canada. The question is not what will recoup the losses of the brokers and their following, but what are the requirements of this great industry in Canada?

* * *

Mr. Borden's speech was a good one, containing many valuable statistics, and his points were lucidly and logically made, but the arguments were not new, and scarcely could be; they were as old as protectional propaganda itself. He stated, as reported in the unrevised Hansard of June 9, 1903, that in the year ending June 30, 1902, we imported of iron and steel goods and manufactures thereof, over 33 millions worth, as against a little more than 10 millions in 1896, and he asks why not so protect the native industry as to produce all or nearly all these goods in Canada, etc. He argues that since wire, put on the free list of the Liberals, costs more now than when under an import duty, therefore, duty does not enhance price. With this argument we cannot agree. In a free market price is determined by supply and demand. Impose duties and you interfere with the rule, and those behind the tariff wall can assuredly raise prices to the extent of their protection, so that the point is not how high is a certain

In Summer Time

MacLaren's Cheese is in demand. It comes handy. We keep all sizes. Their Roquefort is A1 quality. A supply of new cheese in boxes just to hand—May make—also a few twins.

LUCAS, STEELE & BRISTOL,
HAMILTON.

Quina Excelsior

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

The Very Best Medicine for convalescents and sick persons.

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

—SOLE AGENT FOR CANADA.—

B. O. BELAND,

—IMPORTER OF—

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

26 Lemoine Street (near McGill Street),



MONTREAL.

Telephone Main 181

McMechen's

Old Virginia Catsup,
Sauces, Mustards,
and Olives are the very best

We have these to arrive in a few days at right prices:

Oyster Tomato Catsup, Pints.

English Sandwich Mustard.

Chili Sauce, Pints.

Stuffed Olives, 10 oz.

Salad Dressing, Pints and Half-Pints.

Old Virginia Tobasco Sauce.

Horse Radish and Mustard.

All McMechen's pack, and the leaders in Yankeedom.

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers }

49 Front Street E.,
TORONTO



OUR JARS AND LABELS
ARE BEING IMITATED.

YOU WILL NOT BE SURPRIS-
ED TO NOTE THE IMPETUS
WHICH THE PUSHING OF
**MACLAREN'S IMPERIAL AND
ROQUEFORT CHEESE** GIVES
YOUR TRADE.



A. F. MaCLAREN IMPERIAL CHEESE CO.,
LIMITED, MANUFACTURERS AND AGENTS,
TORONTO.

article on the free-list, but how much higher would it be but for being on that free-list? We are disposed not to worship the consumer as does the out-and-out free-trader, but we must admit the economic truth, that he pays more for his goods under a high tariff than under a low tariff or no tariff. The question is how much of a burden should the consumer (and in the case of such a staple as iron the consumer is everybody) be saddled with to procure the advantage of the establishment of a great industry? Feeling as we do that Canada possesses the economic condition necessary to produce iron cheaply and well, we think the people are willing to pay a little more for their goods to set the industry on a firm footing, but we do not close our eyes to the fact that a little more will have to be paid if protection be increased, notwithstanding Mr. Borden's argument founded on the price of free iron.

* * *

While the motion was voted down, it must be noted that the Government did so on the ground that it was a vote of want of confidence, and not on the ground that no further aid be given. In the speeches of both Sir Wilfrid and Mr. Fielding there is a notable absence of refusal to increase the iron duties, and we believe from the sentiment of the members and from what seems to be "in the air," that something will before a great while be done towards further protection for the iron industry.

PICKLE FIRM INCORPORATED.

T. A. Lytle & Co. has become incorporated, under the provisions of the Ontario Companies Act, and will in future be known as "The T. A. Lytle Company, Limited." No change in management takes place—a guarantee of the continued high quality of their pickles, catsups and other goods—and of their thoroughly reliable ways of doing business.

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.

365 Richmond St., LONDON.

TRADE is quite active amongst the wholesale grocers of this city.

Every house reports continued good business, with very bright prospects of a good long continuation of the present condition of things. There are no special lines that are having extra large demand, with the exception of sugars, which usually at this season begin to change hands in considerable quantities. The prices remain firm.

The London cheese market, which is undoubtedly one of the largest in Ontario, had boarded last Saturday 1,805 boxes, by the following factories—J. A. Nelles is and has been the able secretary for the last 23 years :

Boxes.		Boxes.	
Northwood.....	210	Blanchard.....	160
Dunboyne.....	230	Gladstone.....	165
Be'mont.....	370	Blanchard-Nissouri.	105
Ballymot.....	100	Devizes.....	100
Mapleton.....	200	West Nissouri.....	165

The bids ranged from 10¼ to 10⅝c. Mapleton sold at 10⅝c.

A. M. Smith & Co. were wonderfully fortunate in escaping from the big fire in the Granite Block with so little loss. Although McMahan & Granger, their next-door neighbors, were entirely gutted and their entire stock of dry goods a total loss, Mr. Dillon, of the firm of Smith & Co., states that a little smoke and the scorching of half a dozen butter tubs was the extent of their damage.

T. P. Blackwell, who was some years ago a valued employe of Priddis Bros., Dundas street, when that firm carried on the dry goods business, died on Sunday afternoon. His death was due to a complication of ailments. Of late years he was on the travelling staff of his brother-in-law, Joseph Smith, cigar manufacturer, this city. He was kind-hearted, sympathetic and one of the most popular travellers on the road.

The firm of Clark, Vandelinder & Co., well known to the general merchants of Western Ontario as doing one of the largest millinery and fancy goods businesses in London, have made an assignment. Mr. Clark has but recently gone out of the firm—and arrangements were being made for another partner to take his place.

* * *

The price paid this week for live hogs in this market was generally \$5.65 for best grades. Dressed hogs were slow at \$7.75 and 8.00 per cwt.; beef, \$6.50 to 8.00 per quarter; veal, \$5.50 to 7.50; mutton, \$5.50 to 7.50; spring lambs, \$4.50 and \$5.00 each.

* * *

The cold weather has increased the prices for eggs, which are now 14 to 16c, but it is not expected that this figure, which is high, can stand long at this season. Other produce, such as butter, remains for best roll, 17 and 18c per pound; crocks, 16 and 17c; creamery, 19 to 21c. The last rains have helped the strawberry crop most wonderfully, but some hot days

are needed to ripen and flavor the succulent berries. Wheat, corn, oats, peas, buckwheat, barley, rye, and beans remain at last week's prices, with no particular demand.

* * *

Through the wreck of the "Norwegian" on the coast of Newfoundland last week, Mr. William Bignell, of this city, is a loser to the extent of thirty-six head of cattle. We are given to understand that every head of cattle on the wrecked steamer was insured for \$100 each.

W. H. L.



"Upton's"

JAMS, JELLIES, AND MARMALADE, ARE SUPERIOR IN QUALITY TO ANY OTHER—FOREIGN OR DOMESTIC.



A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

SELLING AGENTS,
TORONTO.



**NEW PACK
Lobster**

½ s. and 1 lbs.

**Finest Packed.
Prices Right.**

The DAVIDSON & HAY, Limited

**Wholesale Grocers
TORONTO**

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Hog as a Money Maker.

CANADA'S bacon industry has made tremendous strides in the last 12 years. In 1890 Canada exported \$622,761 worth of bacon, and imported \$330,421. In 1902 there was exported \$12,162,953 worth of bacon, and \$656,021 imported. That shows the immense increase of \$11,510,192 in the exports. The imports also show an increase of \$325,600. Those figures speak exceedingly well for the export bacon trade, and there is every prospect for a continued advancement.

It is very important that producers should study the kind of hogs the packer requires for export trade, since 75 per cent. of our bacon is exported.

T. H. Mason submits an article in the annual report of the Ontario Agricultural and Experimental Union, which he calls: "The Hog as a Money Maker."

He points out that ten or twelve years ago, our bacon was of an inferior order, and therefore was unpopular; but now Canada is producing a very satisfactory article, and therein lies the impetus to our export trade. He says that the sort of hog the packer requires is one weighing at maturity 160 to 220 lb., preferably between 180 and 200 lb., the largest percentage of first class bacon being found in carcasses between those weights.

Those weights asked for by the packers are the most profitable for us to produce. He says that he has found that fact to be correct from his own experience. Under average conditions, and with the average breeds of hogs of all kinds, after the 200 lb. mark is passed, the profitable point has been passed, and the sooner those hogs are got rid of the better. If, however, there should be extraordinary conditions, such as low price for grain and high for hogs, it would be profitable to feed a little longer.

The lengthy hog is the most profitable for the farmer to produce. Of course producers should not go to extremes, but they should aim to produce a moderately lengthy hog, with good bone and good constitution—one that looks like a feeder.

As to the question of breeds, there is no hard and fast rule saying that one particular breed possesses all the good qualities. There are several that are producing good results, such as the Yorkshires, the Tamworths, and the

Berkshires. Mr. Mason thinks that the first cross between two pure breeds is a more vigorous feeder and has a better constitution than one of pure breed. For summer conditions the best results are obtained by feeding on pasture with clover, peas, oats, tares or rape. The advantage of this system is that the exercise obtained when pasturing promotes strength in the digestive organs, and tends to produce a more lengthy hog, a better development of the muscular system, and a large percentage of lean meat. A hog treated in this way is in a stronger and more healthy condition and will give better results for the grain feed afterwards in the finishing process than the hog fed in the confinement of the pen.

Mr. Mason says: "We must remember that to-day Ontario is largely a dairying country, and the production of hogs from the by-products of the dairy, along with other foods, makes it possible for us to produce pork very cheaply, and at the same time of excellent quality. I would lay special emphasis on:

(1). Giving proper attention to the selection of parents;

(2). Breeding entirely from mature animals;

(3). Giving small pigs a good, strong start on the sow, and not weaning them before they are eight or nine weeks old;

(4). Using dry beds, frequently changed—dampness being fatal to young pigs; and

(5). Furnishing in winter fresh earth, sods, wood ashes, and charcoal, and, whenever the weather is mild enough, letting the pigs out for exercise and to get access to fresh earth."

New Commission Company.

The Imperial and General Agencies, Limited, have been incorporated under the Ontario Companies Act, with a capital of \$50,000, divided into 1,000 shares, to carry on a general agency and commission business in all its branches and to act generally as agent for any person, firm or corporation for the transaction, management, promotion or development of business and property of every description, and for this purpose to take over the business of the Corporation of Colonial and General Agencies, Limited. The head office of the company is to be in

Toronto, and the provisional directors of the company will be, J. I. Davidson, E. Stranger, R. D. Harling, E. Still, and J. R. Adamson.

Barrie Association.

The closing meeting of the Barrie, Ont., Cheese and Butter Association was held recently, at which there was a good attendance of both buyers and salesmen. Those present were unanimously in favor of re-organizing for the coming year.

It was agreed that prospects for good prices were very bright, and that never before were the opportunities so great for farmers to realize large profits on their milk.

The following officers were duly elected:

President—R. Graham, Elmvale.

Vice-President—Robert Murray, Avening.

Secretary-Treasurer—C. E. Lundy, Newmarket.

Directors—Messrs. Perkins, Campbell, Gunn, Peacock and Bennett.

Honorary Directors—Ex-Warden Quinlan and County Councillor Dr. Wells.

Arbitrator—Jas. Park, Toronto.

Auditors—Messrs. Gunn and Porter, Toronto.

Dairy Board.

The second meeting of the Sherbrooke Dairymen's Exchange was held on June 11, at which the anticipations of the members that the board would be a success were justified. There were seven buyers from Montreal present. Cheese sold at 10c, 10½c and 10¾c; and butter went at 19½c.

Ottawa Cheese Board.

Cheese makers in the vicinity of Ottawa have at last obtained what they wanted regarding the inspection of their cheese. They have been complaining that, after the cheese has been sold on the Ottawa Board, shipped to Montreal, and there inspected, buyers often inform them that their cheese is not up to the standard and refuse to pay the price bid. Rather than have it returned, they usually let it go at whatever is offered by the buyers. They think that this difficulty might be overcome if the cheese were inspected at Ottawa instead of at Montreal.

At the meeting of the Ottawa Board on June 5, it was decided to let the manufacturers have their wish, and the

DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada.

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

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

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

SEND FOR PRICE LISTS.

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

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

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THE CARTON.

"Knowledge comes, but wisdom lingers"—too true. Yet we are learning some things at a fair rate of speed, the result of which cannot but add to our stock of wisdom. The grocers, for example, are learning that the carton, or small package, is not only labor-saving and ornamental, as well as economical, but is a preserver of goods, preventing the destruction of color, flavor, etc., which is liable to ensue when bulk goods are uncovered in the somewhat frowsy atmosphere of the smaller class of grocery stores, which outnumber the big stores two to one.

"God bless the man who invented sleep," cried honest Sancho Panza, and the grocers might well echo the invocation with a blessing on the inventor of the carton.

—MERCHANTS' REVIEW, NEW YORK.

We can give you Pure Lard—the very finest—in 1-lb. Cartons, and we can give them to you at a price much more economical to you than in Pails, Tubs or Barrels. Try them and you will endorse the sentiment of the above extract. We were the originators of this package and hold it patented in Canada.

F. W. FEARMAN CO., Limited
HAMILTON.

Mess Pork, Short Cut Pork, Plate Beef.

Hams
Breakfast Bacon
Roll Bacon
Long Clear Bacon
Bologna Sausage
Pork Sausage

Pure Lard
Full Cream Cheese
Stilton Cheese
English Brawn
Boiled Hams
Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

cheese are now to be inspected at the rooms of The Ottawa Cold Storage Company immediately after the sale.

A Big Dairy Farm.

A company has been organized at Winnipeg to conduct what will, it is said, be one of the largest dairy farms in America. 1,750 acres of land on the south bank of the river just one-half mile from the city limits have been secured. This land is one solid block and is well adapted for the purposes of this new company to keep 600 cows.

The next largest farm to this is said to be in New Jersey, where 500 cows are kept.

Weekly Supply of Butter Wanted.

A subscriber to "The Canadian Grocer" has sent in the following letter:

Toronto.

Dear Sirs:—Would you kindly inform us if possible where we can make arrangements to secure say 50 to 100 lbs. of good butter per week, during the summer.

We like "The Canadian Grocer" very much.

Yours truly,

S.

If any of our readers can supply the desired information, they would greatly oblige us by writing in care of the editor.

Barrie Cheese and Butter Association.

The closing meeting for the season of the Barrie Cheese and Butter Association was held recently. There was a very good attendance of both sellers and buyers.

Those present agreed that never before in the history of Canada were the opportunities so great for farmers to realize such large profits for their milk as the present, and it was agreed unanimously to reorganize for the coming year.

The following officers were elected for the season:

- R. Graham, Elmhurst, president.
- Robert Murray, Avening, vice-president.
- C. F. Lundy, Newmarket, secretary-treasurer.
- Directors—Messrs. Perkins, Campbell, Gunn, Peacock and Bennett.
- Honorary Directors—Ex-Warden Quinlan and County Councillor Dr. Wells.
- Arbitrator—James Park, Toronto.
- Auditors—Messrs. Gunn and Porter, Toronto.

C. E. Lundy, the secretary, represented the association at the conference held in Montreal on June 3.

A Growing Butter Firm.

The Orillia News Letter says: "The butter export business of The Chris. Moore Co., Limited, has grown to such dimensions that they found it necessary to increase the capacity of their facilities for packing, which they have recently done by adding to their business one of the largest machines used in connection with the butter trade. The new machine, run by electric power, is a revolving table, on which run two grooved rollers, which press and mix the butter rapidly and thoroughly. By this new system they are now able to pack as many as 130 cases a day of 56 pounds each, where

as under the old system a day's work was considered the filling of about 60 cases. The amount of butter and eggs now handled by The Chris. Moore Co. is, to say the least, extraordinary, and their business is steadily growing."

THE PROVISION MARKETS.

TORONTO.

The demand in all lines continues very good; smoked meats have a specially big demand. Of course there is always a good market for smoked meats at this time of the year, but the sales at present are even heavier than usual. The stock of backs is light and the market continues firm. On account of the heavy demand the stocks of smoked meats are becoming light. Lard has reached bottom prices now, and the market is at present steady; however, now that the lard season has begun, dealers expect a firmer tone on the market within a reasonable time. All prices hold firm at last week's quotations. We quote:

Long clear bacon, per lb.	\$0 10 1/2	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	18 00	23 00
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 10 1/2	0 11
" tubs "	0 10 1/2	0 11
" pails "	0 11	0 11 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy "	7 50	7 75
Plate beef, per 200-lb. bbl.	15 00	15 00
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium "	5 50	6 50
" common "	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

There has been a good movement in hog products during the past week and lard, which rules somewhat easier, has met a fair enquiry. American canned meats are also somewhat easier than they were. We quote:

Heavy Canadian short cut mess pork	\$22 00	\$23 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb.	0 12	0 13
Bacon, per lb.	0 14	0 15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10	0 10 1/2
" " " pails, per lb.	0 11 1/2	0 12 1/2
" " " cases, per lb.	0 11 1/2	0 12 1/2
Fairbank's "Boar's Head" lard compound, 8c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00 1/2	
20-lb. wood pails, "	0 00 1/2	
10-lb. tins, "	0 00 1/2	
5-lb. tins, "	0 00 1/2	
3-lb. tins, "	0 01	
American can meats:		
1-lb. corn beef	1 69	
2-lb. "	3 00	
1-lb. lunch tongue	3 90	
2-lb. "	7 10	
2-lb. Ox tongue	8 10	
2 1/2-lb. "	10 40	
3-lb. "	13 00	

ST. JOHN, N.B.

In barrelled pork, while American packers push anxiously for business, sales are very light; even lower prices fail to increase business. Beef, while unchanged, has very light sale. Of course this condition is rather expected at this season. In imported meats, there is a fair sale for short rolls. Hams are rather high. Lard is very quiet. Prices are rather lower and stocks quite large. Refined is unchanged. In fresh meat, western beef is unchanged in price, but the sale is rather light. Domestic is low, being

quite freely offered. Veal is rather firmer. Mutton is light sale. Lamb is not yet quoted by the pound. Pork is unchanged. There is little business.

Mess pork, per bbl.	\$21 50	\$22 50
Clear pork "	21 00	23 00
Plate beef "	14 00	15 00
Mess beef "	12 50	13 00
Domestic beef, per lb.	0 06	0 07 1/2
Western beef "	0 08	0 09
Mutton "	0 07	0 08
Veal "	0 07	0 08
Pork "	0 07 1/2	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 11	0 11 1/2
" " pails "	0 11 1/2	0 11 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" " pails "	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 10
" " pails "	0 10	0 10 1/2

WINNIPEG.

CREAMERY BUTTER.—In creamery butter the situation is peculiar. The local demand is supplied, there is little or no market at the coast as their local creameries have enormously increased the output and the Northwest creameries are also sending some in. The prices in Montreal are so low as to make more than 16c at factories unprofitable to the dealer for June butter, but as yet no factory man has been willing to accept 16c. About 17 1/2 is the lowest at which it could be learned a sale had been made. It will be necessary, however, for prices to be lower than this if there is to be any export of butter from this market to Montreal. The difficulty will probably adjust itself in a few days.

DAIRY PRODUCE.

TORONTO.

BUTTER. Receipts have only been fair during the past week, and there is a slightly firmer feeling on the market. Only a moderate number of dairy rolls were received, but what did arrive were in good condition. Dairy prints are coming in quite freely, but, of course, the largest percentage of the receipts at present consist of tubs. There is a very good demand for tubs of good, sweet butter of uniform color. The local demand for fresh grass dairy prints is also good. Butter is going to be cheap on the English market, and prospects are very poor for Canadian butter to regain its hold there. The production on the continent is very large, and also in England; there is a dull feeling prevailing on the market. At present there is no Canadian butter on the market, but it is expected that there will be in a few days. Canadian shippers are taking risks in making consignments to the British market, for the line is very finely drawn at the present time between profit and loss. On the Toronto market dairy butter in tubs is 1c. higher this week. We quote:

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

CHEESE. There is a firmer feeling on the market this week. Sellers on the cheese boards have obtained higher prices, but dealers have not as yet raised their quotations so high as those prices would warrant, because it is felt that this is only a temporary firmness, occasioned likely by the droughts. However, cheese, both large and twins, have been advanced 1/4c. Twins are very scarce. The manufacturers find it more profitable to make the large, and, consequently, there

THE CANADIAN GROCER

We look on each grocer in Canada as our agent. On every pound of

Blue Ribbon Ceylon Tea

we see that you have a good profit. We don't do this at the expense of the quality of the tea. That is as it always has been and will be the finest "hill grown" tea in Ceylon. That's our policy.



MAGIC BAKING POWDER



every wide - awake
merchant handles
MAGIC BAKING POWDER

the best advertised, most popular,
most profitable Baking Powder to
handle—

makes
friends
and
customers
for
you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

The Canadian Grocer

is a dearth of twins. Twins are in good demand just now, retailers not wishing to invest in too much new cheese. Local demand is very good, and export demand is fair. However, prices in England are dropping, and, consequently, things are not so bright for Canadian cheese. There has been some Canadian cheese shipped to the Old Country in a very green condition, and the prestige of Canadian cheese has been somewhat weakened in consequence. We quote:

	Per lb.	
Cheese, large, new	0 11	0 11 1/2
Twins, new	0 11 1/2	0 11

MONTREAL.

The cheese market has maintained its firm tone here and it is now clearly evident that the short sales for first half of June shipment were much greater than was at first supposed. In fact estimates placed these sales at 50,000 lbs. sold on the basis of 53¢ which have to be sent out of Montreal before the 20th of June. This circumstance explains the strength witnessed this week and the previous one and why prices were held at a rise of 1/2¢ per pound, at 10 1/2¢, 10 3/4¢ on Ontario, 10 3/4¢, 10 1/2¢ on Townships, and 10 1/2¢, 10 3/4¢ on Quebec, the outside figure for colored. Of course goods costing these prices do not net the shippers much, but that is another story when you want to sell the market short.

The butter market also, as a result of a lot of speculative buying by Montreal operators who are putting the goods into cold store, has risen 1/2¢ per pound on the basis which predominated a week ago for fine full grass creamery. This grade has realized 19 3/4¢, or over 20¢ laid down here, for fancy Eastern Townships factories, while Quebec makes have sold at 19 1/2¢ to 19 3/4¢.

ST. JOHN, N.B.

BUTTER. There is a rather light sale, but then, while receipts are not large, it comes in in a scattered way and many retail dealers are supplied direct. Price for best stock is quite well maintained.

EGGS. There is a fair sale at unchanged prices. Receipts are not large. We, as a rule, get large supplies from Prince Edward Island, but at present prices there are higher than here.

CHEESE. There is a fair sale. Domestic made now supply the trade. While prices are rather lower, there being quite a quantity offered, remembering last year, dealers are unsettled.

Butter, creamery prints, per lb.	0 24	0 25
creamery solids (fresh made), per lb.	0 22	0 24
prints	0 20	0 22
tubs	0 14	0 16
tubs, selected, per lb.	0 18	0 20
Eggs, new laid, per doz.	0 16	0 18
case stock, per doz.	0 13	0 14
Cheese, per lb.	0 12 1/2	0 13

WINNIPEG.

DAIRY BUTTER. Supplies are increasing, but so far no stocks have been accumulated and for this reason prices are higher than is usual at this season; 15¢ for the top of the market has been paid this week for small lots of extra choice table dairy. Probably 50 per cent. of receipts may have reached that figure, but certainly not more. From this the prices shade to 10 1/2¢.

CHEESE. This market is also in a somewhat chaotic state here. The new cheese came on a hungry market. No

DAIRY PRODUCE AND PROVISIONS

jobber had any in stock when the season opened and the first lots that came in commanded very fancy prices. The factory men now are unwilling to believe that these prices are over, and so they are holding, as jobbers refuse to pay more than 11¢, and state that after the middle of the week they cannot pay that price.

EGGS.—The market has again stiffened and 13 to 13 1/2 net Winnipeg is offered, and so far the demand is exceeding the supply. The fact of the pickling season being in full swing is the principal factor in these high prices.

Provision Notes.

THE Alberton cheese factory, of P. E.I., has opened up for this season's operations; Robert Weeks, who has been in charge for the last three years, has again been appointed manager.

The Dominion Creamery Co., Limited, Ottawa, have been incorporated.

The assets of the butcher business of Naz. Dufort, Montreal, are to be sold.

The creamery building at Salt Spring Island, B.C., is now under construction.

Dunn's pork packing establishment, Musquash, N.B., was recently destroyed by fire.

Crews & Job, meat merchants, St. John, N.B., are advertising a dissolution of partnership.

On account of the drought the price of milk to Montreal consumers has been raised one cent per quart.

H. G. Dawson, grocer and butcher, Rosthern, Man., is giving up business, and has removed to Wapella.

The Norwich Junction, Ont., cheese factory, one of the finest in the Oxford district, on June 1 had a record make of 70 large cheese.

The demand for cheese on the Ingersoll Board on June 9 was very keen. Only 120 boxes were offered and that was bought up at 10 1/4¢.

H. Rattray, Charlottetown, P.E.I., has purchased McLaren's lobster factory, which he will run in connection with his butchering business.

Lucas Fee, who has carried on for 45 years a provision business in the St. Lawrence Market, Toronto, died on June 13, at the age of 73 years.

Reports from Prince Edward Island state that the cheese factories there have been doing well in spite of the dry weather and consequent short pasturage, turgage.

On June 13, the Allan Line steamship, Norwegian, with a general cargo of cattle, went ashore at Cod Roy, Nfld. The cargo and the cattle had to be thrown overboard.

The Crystal City Creamery has started this season's operations. The improved building and the machinery puts the factory in still better shape to manufacture first class butter.

G. A. Fawcett has established a creamery in Upper Sackville, N.B. The factory will be managed by Mr. Fawcett's son, who has had a special collegiate training in dairy matters.

One of the sheds at the Toronto Cattle Market was destroyed by fire on June 9. At the time of the fire there were cattle in the shed, but the owners succeeded in getting them out uninjured.

The cheese factory at Somerset, Que., is now in shape to commence operations,

and it is expected that the undertaking will be a success. The district was much in need of such an industry.

J. D. Frier, Sussex, Ont., says that the drought has not effected the output from his creamery in the least; on the contrary, it has been increasing steadily since the beginning of the season.

An agitation has been started among the cheesemakers in the district of Marmora for a union to increase the scale of wages. The Marmora Herald says that there is no doubt but that they are underpaid.

The liabilities of the Canadian Hygienic Butter Company, Toronto, whose affairs were wound up about a year ago, are \$900. The chief promoter, E. S. Reade, has offered to pay \$650, and the offer has been accepted.

The May make of cheese at the Cornwall factory, near Charlottetown, P.E.I., has been disposed of at 11¢. The make at the Fort Augustus factory, in the same district, has also been sold, but at the lower price of 10 3/4¢.

R. Mitchell, butcher, Medicine Hat, N. W.T., recently purchased two car loads of winter-fed beef from Gleichen ranches. Mr. Mitchell says that it was the best meat he ever had in his store; and that the ranchers may well take pride in their product.

The Creamery Association, Nanaimo, Vancouver Island, has let a contract for erection of a \$3,000 creamery building plant. Its capacity will be 1,500 pounds per day. It is expected that the local demand will take the whole product of the factory.

The large storage warehouse and produce stores of John Lanton & Sons, London, Ont., were seriously injured by fire on June 9. A great quantity of merchandise was ruined by water and fire. The total loss is estimated at \$100,000, which is covered by insurance.

A. J. Brice, the well-known cheese exporter, Montreal, was in St. John, N. B., recently, and while there he visited the butter factory in that city conducted by S. J. Roy. Mr. Brice was very much taken with the factory and remarked that in his estimation it was the best equipped and most complete butter factory in Canada.

Before the recent rains, inquiries having been made among the cheese men in the Brockville district, it was ascertained that the cheese output had not suffered from the drought, but that unless rain came soon the effects would begin to be felt. Now that rain has come to refresh the fast withering pastures, there need be no fear of a decrease in the cheese make.

The New Zealand Government's meat-selling scheme requires parliamentary sanction. The details regarding the purchase and shipment to England have not, as yet, been settled. It is claimed that Premier Seddon's idea is that the emporiums, after creating the demand, shall be acquired by British tradesmen, and that fresh centres may then be exploited by the Government.

The business of The Pakenham Pork Packing Co., Stouffville, was ordered to be wound up, at Osgoode Hall, Toronto, on June 11, by Justice Street, under the Dominion Act instead of the Provincial Act, on the ground that the Dominion statute is broader. The order refers the matter to G. A. McAndrew, official referee, to appoint a permanent liquidator, Osler Wade officiating in the capacity in the meantime.

GILLETT'S CREAM YEAST.

When buying "Cream Yeast" see that you get the original and genuine goods and that the name "GILLETT" appears on each package.

Do **NOT** accept something represented to be "just as good." We manufacture several brands of Yeast, and merchants, and consumers, for their own protection should see that our name is on the package.

See for yourself—

Don't take our word

for it—Compare directions on packages put out by our would-be competitors with those we use and you will find they are almost the same, word for word. What is your opinion of this kind of work?

It takes from 2 to 4 cakes of these so-called Yeasts to do the same work as one cake of Yeast made by us, and besides, our goods keep fresh 4 times as long. Sold in 5c. packages only and each package contains 6 full-weight cakes.

 **Be on your guard when buying Yeast.**

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

London, Eng.

Chicago, Ill.

Yeast of our manufacture is used exclusively by the British Army and Navy.

Retailers wanting a box of "Cream Yeast" can get it direct from us or from any Wholesale Grocer.

1903

BANK OF MONTREAL

ANNUAL GENERAL MEETING

HELD 1ST JUNE, 1903

(From The Gazette, June 2nd, 1903.)

THE eighty-fifth annual meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution at 1 o'clock yesterday.

There were present: Hon. George A. Drummond, Vice President; Sir William C. Macdonald, Messrs. E. B. Green-shields, James Ross, Charles Alexander, W. H. Evans, T. Irving, F. S. Lyman, K.C., James Kirby, K.C., G. F. C. Smith, James Tasker, Henry Dobell, R. Hampson, Michael Burke, E. K. Greene, Lieut. Col. Prevost, A. W. Hooper, A. T. Taylor, Albert Piddington, M. S. Foley, D. Morrice, James Skeoch, and John Morrison.

On the motion of Mr. F. S. Lyman, Hon. George A. Drummond, Vice President, was unanimously voted to the chair, in the absence of the President, Rt. Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. Henry Dobell, seconded by Mr. James Tasker, it was agreed "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their 85th annual general meeting was then read by Mr. E. S. Clouston, general manager, as follows:

The directors have pleasure in presenting the 85th annual report, showing the result of the bank's business of the year ended 30th April, 1903:

Balance of Profit and Loss Account	
April 30, 1902.....	\$195,856 09
Profits for the year ended April 30, 1903, after deducting charges of management, and making full provision for all bad and doubtful debts.....	1,813,483 66
Premiums on new stock.....	965,468 00
	\$2,944,807 75
Dividend 5 per cent., paid	
December 1, 1902.....	\$900,000 00
Dividend 5 per cent., payable June 1, 1903.....	620,000 00
	1,220,000 00
Amount credited to Rest Account.....	1,000,000 00
Balance of Profit and Loss carried forward.....	\$724,807 75

Since the last annual meeting, branches of the bank have been opened at Birchy Cove, Bay of Islands, Newfoundland; Raymond, Alta.; Collingwood, Ont.; Paris, Ont.; and Spokane, Wash., U.S.

The bank has acquired the property at the corner of Hollis and Prince streets,

Halifax, and went into occupation in May last; and has also purchased the premises it has been occupying, under lease, at Amherst, N.S.

A special general meeting of the shareholders was held on January 7, 1903, at which authority was taken for the following purposes:

To increase the bank's capital by \$2,000,000, making it \$14,000,000.

To apply for an Act of Parliament to sub-divide the shares of the bank into shares of the par value of \$100 each;

To appoint the first Monday of December as the date upon which the annual general meeting of the shareholders of the bank is to be held in future, instead of the first Monday in June, as heretofore.

The head office and all the branches

have passed through the usual inspection during the year.

STRATHCONA AND MOUNT ROYAL,
President.

Bank of Montreal, head office, June 1, 1903.

ADOPTION OF THE REPORT.

Hon. George A. Drummond moved:—"That the report of the directors now read, be adopted and printed for distribution among the shareholders."

It is usual, he observed, for the presiding officer to make some remarks at this particular stage of the proceedings, but in view of the fact that we shall have another meeting in six months, under the new and altered date, it seems to me unnecessary to detain you with any observations of mine. I can only say that the statement now in your hands is, I

THE GENERAL STATEMENT.

LIABILITIES.	
Capital stock.....	\$13,379,240 00
Rest.....	\$9,000,000 00
Balance of profits carried forward.....	724,807 75
	\$9,724,807 75
Unclaimed Dividends.....	3,940 01
Half-yearly dividend, payable June 1, 1903.....	620,000 00
	10,348,747 76
	\$23,727,987 76
Notes of the Bank in circulation.....	\$7,968,972 00
Deposits not bearing interest.....	21,699,154 27
Deposits bearing interest.....	71,698,765 04
Balance due to other Banks in Canada.....	453,231 41
	101,820,122 72
	\$125,548,110 48
ASSETS.	
Gold and silver coin current.....	\$3,196,245 10
Government demand notes.....	4,719,861 75
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation.....	360,000 00
Due by agencies of this bank and other banks in Great Britain.....	\$2,429,755 41
Due by agencies of this bank and other banks in foreign countries.....	4,552,248 82
Call and Short Loans in Great Britain and United States.....	24,043,278 00
	31,025,282 23
Dominion and Provincial Government securities.....	435,697 46
Railway and other Bonds, Debentures and Stocks.....	8,136,235 53
Notes and cheques of other banks.....	2,032,005 14
	\$49,905,327 21
Bank premises at Montreal and branches.....	600,000 00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets.....	\$74,767,257 28
Debts secured by mortgage or otherwise.....	141,500 51
Overdue debts not specially secured (loss provided for).....	134,025 48
	75,042,783 27
	\$125,548,110 48

Bank of Montreal,
Montreal, April 30, 1903.

E. S. CLOUSTON,
General Manager.

THE CANADIAN GROCER

am sure, one which you will all agree is extremely satisfactory. It shows the largest profits of any of the bank's statements for the last 25 years, although some indication may be drawn from the fact that in earning that profit, the business of the bank has enormously increased. In 1876, when the profit to which I have referred was realized, the assets of the bank—an indication of the business done—stood at \$37,500,000, and to-day, according to the statement in your hands, they stand at \$125,500,000 so that the old story is repeated, which is, that to earn an equal amount of profit, you must now do a very much larger business; in this case, three times or more. With these remarks I put before you the motion I have already made.

The motion was seconded by Mr. E. B. Greenshields, and it was carried unanimously.

Mr. B. A. Boas moved:—

"That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the bank."

This was seconded by Mr. Charles Alexander, and was unanimously agreed to.

BY-LAWS ADOPTED.

It was moved by Mr. A. W. Hooper, seconded by Mr. A. T. Taylor:—

"That by-law No. 3 shall read as follows:—

"III. For the management of the affairs of the bank, the shareholders, at each annual general meeting, shall elect, by ballot, a Board of nine directors, who

shall be capable of serving as directors during the ensuing 12 months, or until they shall be replaced by their duly elected successors. Every such director at the time of his election shall be, and during the then immediately preceding 30 days shall have been, and during his service as director shall continue to be, the holder and absolute owner in his own and sole name and right (and not in any other right, or in trust for any purpose, person or party, or in trust simply), of not fewer than 100 of the paid-up shares of the capital stock of the bank. At every annual general election the outgoing directors, and each of them, shall be eligible for re-election."

"And that by-law No. 11 shall read as follows:—

"XI. The Board of Directors may, from time to time, appoint local directors for the management of the affairs of the branches of the bank, and may fix their qualifications and remuneration, define their powers and duties, and revoke their appointment; but no such local director shall at any time be appointed or serve as a local director unless he be, and during his service continue to be, a holder in his own and sole name and right (and not in any other name or right, or in trust for any purpose, person or party, or in trust simply), of not fewer than 20 paid-up shares of the capital stock of the bank."

This was unanimously concurred in, after which it was resolved, on the motion of Mr. R. Hampson, seconded by Mr. J. Kirby, K.C.

"That by-laws Nos. 3 and 11, as amended, shall go into effect on September 1, 1903."

Sir William C. Macdonald moved:—

"That the thanks of the meeting be given to the general manager, the inspector, the managers and other officers of the bank for their services during the past year."

This was seconded by Mr. James Ross, and was unanimously carried, the general manager acknowledging the compliment.

Mr. John Morrison moved, seconded Mr. Albert Piddington:—

"That the ballot now open for the election of directors be kept open until three o'clock, unless 15 minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was unanimously concurred in, and a hearty vote of thanks was then accorded the chairman, who acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:—

R. B. Angus, Esq.
Hon. Geo. A. Drummond.
A. F. Gault, Esq.
E. B. Greenshields, Esq.
Sir William C. Macdonald.
A. T. Paterson, Esq.
R. G. Reid, Esq.
James Ross, Esq.

Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G.

At a meeting of the new Board on Tuesday, June 2, The Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., was re-elected president, and Hon. Geo. A. Drummond, vice president.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.



Jersey Cream Yeast Cakes.

We are wearing the smile that never comes off.

The blooming H'eagle has come off his perch and is on the run for the woods.

When right is right John Bull gets there in the end every time.

Gentlemen of the Grocery Trade—You who have been threatened with suits, with all kinds of bluff—now that we have won our case get behind

Jersey Cream Yeast Cake.

Make it the largest sale (as it is the best) in the Dominion of Canada.

GOD SAVE THE KING.

LUMSDEN BROS., HAMILTON and TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Stop! Reflect! Act Promptly!

and spare yourselves great disappointments in the near future.

Read the general reports on the Conditions of the Crops, observe their appearance in your own Section, inquire of their Prospects in your neighboring Districts, bear in mind the actual remarkably denuded state of the market in Canned Goods, and last, but not least important—**Think of the Canadian Packers' Consolidation.** Then, form your opinion on the probable ruling prices of the Coming Pack of Canned Vegetables and Fruits.

You will fully realize that we are performing a feat in making you the present propositions. Don't miss the opportunity, is our advice!

Consider that good quality Canned Goods—such as we are offering—do not deteriorate in one or two years, and that, on the contrary, some kinds, more particularly Peaches, in cans, improve with age.

In support of this statement we have our own experience and the reliable authority of our esteemed friend, the longest established, the largest Producer and most competent man in the Canned Goods Industry of Canada—the well-known Prince Packer of Simcoe!

There are no better **Canned Goods** than **Simcoe Lynn Valley Brand** packed in any Country, and they are those we are offering you now.

Our guarantee against swells or defective tins of Simcoe Goods—they are few and far between—lasts as long as the labels last on the Tins.

SIMCOE LYNN VALLEY BRAND—PACK 1902.

Sweet Corn.....	2 lbs.	\$.80	per dozen
Boston Baked Beans.....	3 lbs.	.80	"
FRUITS IN HEAVY SYRUP:			
White Peaches.....	2 lbs.	1.40	"
Yellow Peaches.....	2 lbs.	1.50	"
Yellow Peaches.....	3 lbs.	2.35	"
Flemish Pears.....	2 lbs.	1.20	"
Bartlett Pears.....	2 lbs.	1.40	"
Bartlett Pears.....	2½ lbs.	1.60	"
Bartlett Pears.....	3 lbs.	1.80	"
Bahama Pineapples, sliced.....	2 lbs.	1.90	"
Bahama Pineapples, grated.....	2 lbs.	2.10	"
Bahama Pineapples, whole.....	3 lbs.	1.90	"
Strawberries.....	2 lbs.	1.25	"

TERMS:—Net 30 days or 1% 10 Days, F.O.B. Montreal, or in 50 case lots, F.O.B. Factory Points in Ontario, if more advantageous to buyers.

THIS OFFER IS SUBJECT TO GOODS BEING UNSOLD ON RECEIPT OF ORDERS.

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

"You'll need 'em"
FOR YOUR SUMMER TRADE.

YOU CANNOT BUY THEIR EQUAL
 AT ANYTHING LIKE OUR
 QUOTATIONS.

"DIANE HUNTRESS" SARDINES 1/4's.

GENUINE FRENCH.

PACKED IN THE FINEST QUALITY OLIVE OIL.
 SPECIAL FIGURE ON CASE LOTS.

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

A NEW REPRESENTATIVE.

Mr. J. Wark, who has a large business connection in Eastern Ontario and the Ottawa Valley, has joined the travelling staff of S. H. Ewing & Sons, and will start out shortly to cover that section of the ground lately looked after by Mr. Vickers, who has gone into ranching in the Northwest. Mr. Wark is a keen, active business man, a successful salesman, and well liked by the trade which he looks after, and the interests of S. H.

Ewing & Sons should be quite safe in his hands. Messrs. Ewing have a large trade connection in Ontario and the Ottawa Valley, and the business of this firm is steadily increasing.

TOOK OVER THE BUSINESS.

John Magor & Son, Montreal, have taken over the flour business of the late David Robertson, and to their "Gold Seal" and "Devon" brands will add those of the Robertson business, "First Prize"

and "White Wheat Frost." The firm of John Magor & Son is one of the oldest of the kind in Canada, and does a large exporting trade. Over 30,000 sacks of their flour were exported to South Africa during the past year. They were on the ground first in that country after the war, and their brands having become established there, are much sought after.

J. Brouillette & Company, grocers, etc., Montreal, have registered.

OUR STORES WILL BE CLOSED

Wednesday, 24th June,
St. Jean Baptiste Celebration.

Laporte, Martin & Cie
MONTREAL.

Windsor Salt.

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

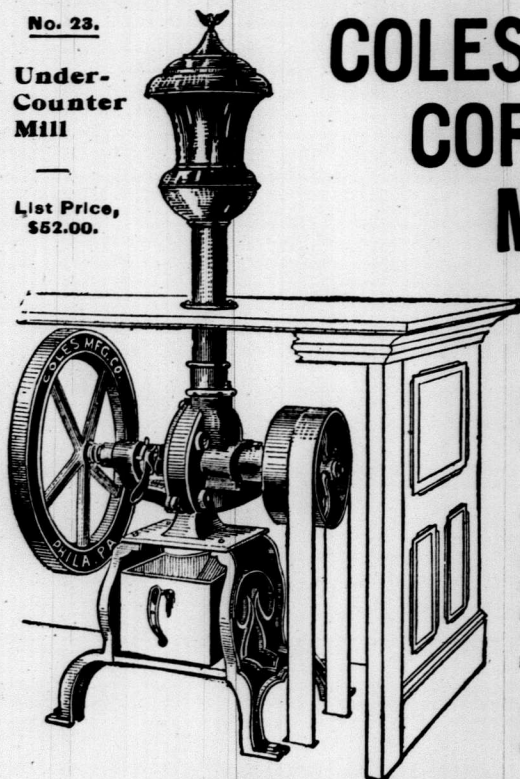
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

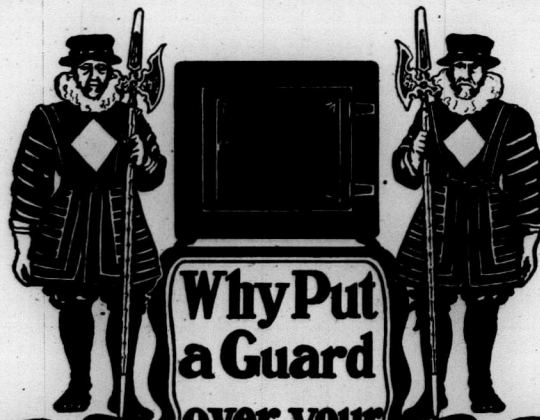
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Why Put a Guard over your Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

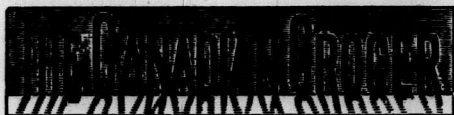
Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be tomorrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will



A post card brings our 1903 catalogue. Ask Dept. M. for catalogue.

Save three Pennies

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



President:
JOHN BAYNE MacLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

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ST. JOHN, N.B.	No. 3 Market Wharf. J. Hunter White.
NEW YORK	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	377 Cumberland Ave. D. J. Benham.

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

Published every Friday.

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GREEN CHEESE IN ENGLAND.

CONSIDERABLE harm has been done to Canada's cheese trade in England by a recent shipment of Belleville cheese to that country in a green condition. Upon its arrival, the shipment was at once disposed of to a large retailer. A few days after, however, over half the cheese was thrown back on the hands of the English importer, the retailer complaining that the quality was deteriorating on account of the cheese being shipped before it was ripe.

That, however, is not the worst. The importer tried to replace the goods the retailer had returned with fine, well cured Belleville cheese, but, although he demonstrated to the retailer the good quality of the cheese by unboxing and boring them, he refused to take them, and instead bought a lot of inferior New Zealand cheese.

This is only one case, but the prestige of Canadian cheese in England is sure to suffer to some extent from it. Bad news travels faster than good; it is more difficult to build up a good reputation than it is to ruin it.

Canadian cheese has obtained a high prestige in the British market, and Canadian makers and exporters should do all in their power to maintain it. Let this be a warning to them.

The makers should not have sent that cheese from their factories before it was thoroughly cured, and neither should the exporters have shipped it in its green state.

Cheese should at least be cured from ten to twelve days before leaving the factory.

LOYALTY IN TRADE.

IS there as much loyalty to each other on the part of the retail and wholesale trade as there should be? Does the jobber do his best to protect his customers from the competition of catalogue concerns, or price-cutting firms? Is it not too often the reverse, that the jobbers, after receiving an order from a retailer in a town, follow this up by selling goods to a manufacturer or a mill-man who had been the retailer's customer, at wholesale prices?

On the other hand, do retailers appreciate loyalty on the part of the jobber, and are they loyal to those who protect them, who stand by them? There are two sides to the question, and in many cases both retailers and jobbers can, without disadvantage to themselves, show greater regard for the interest of the other.

In a letter to an exchange, E. C. Atkins & Co., Indianapolis, Ind., state that they make it a rule not to solicit or even take orders from catalogue houses. They have taken this stand in deference to the interest of the regular retailer. If retail dealers throughout Canada took note of the goods that are offered at cut prices by the catalogue houses and were loyal to the jobbers and manufacturers whose goods are not so advertised, a strong influence would be ever at work toward the preservation of fair prices for the regular retailers.

TRADING STAMPS IN MONTREAL.

THE by-law prohibiting the use of trading stamps has been passed by the Montreal City Council, but in order not to incommode those who are engaged in their sale or distribution, it will

not come into force till May 1, 1904. As it is expected that other municipalities in Quebec Province will also pass similar by-laws, it was thought that this extension of time would be a good thing, as they could all be brought into force at once.

During the discussion of the question, Ald. N. Lapointe, of N. Lapointe & Fils, grocer, gave some interesting information regarding his experience with trading stamps. He had been allotted a district by the company, and for a time used the stamps. He found that if he gave the stamps he could not give customers the value of their money besides. "I found that it was a case of either robbing my customers, or throwing out the trading stamps," he said, "and I threw them out. I was threatened with a suit for damages for breach of contract, but I never got any action." He was asked if there were any other grocery stores in his district, who were discriminated against by not being given the trading stamps, and he replied that there were twenty-five or thirty others.

The two principal clauses of the by-law read as follows:

No person, in the city of Montreal, shall give, sell, distribute or receive any trading stamps or coupons, nor shall any person employ similar means nor resort to similar devices, which may be construed as equivalent to or as having the same effect as the said trading stamps or coupons.

No person, firm, company or corporation shall, in the said city of Montreal, carry on or pursue the trade of such stamps or coupons or other similar devices, or their equivalent, or that which may be construed as having the same effect.

GREEK CURRANT SITUATION.

The proposed syndicate to monopolize the output of the currant crop is still under consideration in the Greek Chamber, and there is a feeling amongst some of the merchants that it is probable terms will be arranged to enable it to come into operation. This, however, could not be until the season of 1904, so that it cannot possibly affect the present season's trade.

Advices to hand refer to an unexpected increase in demand for currants from the French wine trades. It would appear that the recent extensive frost in those districts has played havoc amongst the vineyards, so much so as to impede the wine manufacturers, with the result that the manufacturers have had to fall back upon the Greek currant stocks, thus adding an impetus to the currant trade which cannot fail to be of advantage by way of meeting the over supply.

CANADA'S PROSPEROUS CONDITION.

ONE of the most reassuring features of the trade situation in Canada at the present time is the bright crop outlook in the grain-growing provinces of the country. In both Ontario and in the Great West the conditions are of a most promising nature. The acreage under wheat in Manitoba is this year close to the 2,500,000 mark. The official report puts the figures at 2,442,873 acres, which is 402,933 more than last year, or an increase of over 19 per cent. Based on the average of 1901, which, it will be remembered, was smaller than that of last year, it means an increase of about 10,000,000 bushels in the yield of wheat. But the increase is not confined to wheat; everything except barley shows a greater acreage. Taking everything into consideration, something like 500,000 acres more than last year are under cultivation.

The official figures for the Territories have not yet been issued, but as the increase in immigration into that part of the Great West has been much larger than into Manitoba, it naturally follows that the increase in the acreage there will be proportionately greater.

Taking agriculture in all its ramifications—cereals, fodder, cheese, butter, etc.—it may be expected, on a moderate estimate, that the earning powers of the farms of Manitoba and the Northwest Territories will this year be increased by at least \$1,000,000. This divided among a population of about 600,000 is by no means insignificant.

The statistical estimates for the Province of Ontario have not yet been issued, but the report in regard to the condition of the crops is on the whole of a most satisfactory character, and the bountiful rains which have fallen since the report was issued have certainly greatly improved the situation from what it was a month ago.

At present there is every prospect of 1903 being a prosperous year for Canada. The agricultural prospects, as we have already shown, are most promising. They certainly were never more so. The

unusually large influx of immigrants and the expanding of railway construction in the Great West must necessarily mean a large increase in the consumptive requirements of the country, both in the way of constructive material as well as in food products.

Besides the home market, however, it must be remembered that there is a demand abroad for everything that our fields and farms can produce, while in all our staples there is a gratifying increase in the export trade. In farm products of all kinds the increase during the nine months of the present fiscal year, compared with the same period last year, was \$16,398,585; in products of the forest over \$2,500,000, and in manufactured goods nearly \$2,000,000.

All told, the export trade in domestic produce for the nine months was \$162,420,763, or nearly 8,000,000 more than during the same period in 1902.

In imports there was an increase of nearly \$15,000,000 during the same period, showing that our ability to buy as well as to sell is greater than it was a year ago.

Our factories are still busily employed, and the most important of them have orders for several months ahead; in fact, notwithstanding the rapidity with which our manufacturing industries have expanded during the past decade, the consumptive capacity of the country has increased in a greater ratio.

There is also a scarcity of skilled labor, and in fact unskilled labor as well, in nearly every part of the Dominion.

The mining industry in British Columbia, on account of the labor disputes, has been in an unsatisfactory condition for some time. This has been the only cloud on the Canadian trade horizon for a long time, but even in this particular the conditions are improving. In the coal mining industry on the Atlantic coast, on the other hand, the conditions were never as favorable as they are to-day. The lumber industry in all parts of Canada is in a flourishing condition and there is every indication of an active trade in this line for some time to come.

The general favorable condition of trade in Canada is also reflected in the earnings of the railways, which continue to increase. During the five months of the present year ending May, the earnings of the Grand Trunk Railway and the Canadian Pacific Railway show an aggregate increase of over \$1,000,000, compared with the same period last year.

The bank clearings for the same period also show an increase, notwithstanding the tendency to the curtailment of trade on account of the falling off in business in the speculative market. The fact that the failures during May were very much less than for the corresponding month of 1902 is also a favorable evidence of the condition of trade in this country.

The lack of confidence in the stock market, which is the outcome of the collapse of the speculative boom, cannot of course be expected to un-influence the general trade and commerce of the country. In reality, however, this should not seriously affect the general trade of the country, for it must be remembered that the chartered banking institutions were never in a healthier or better condition, while back of all this is the generally prosperous state of the country.

STRAWBERRY SITUATION.

The crop of Canadian strawberries this year promises to be a record breaker, both as regards quantity and quality. The berries this season are very large, indeed larger than they have been for several seasons. As a rule the flavor is very good indeed.

It was feared last week that the berries might be injured by the dry weather, and that if the drouth continued the crop might be a failure. However, all fear of that is now over. The rain came at an opportune time, and since then there has been ideal weather for the promotion of the strawberry crop.

Not only did the rain come at the right time for the strawberries, but also for the other small fruits, such as raspberries and gooseberries. Indeed, all fruits felt the good effects of it, and in the Niagara peninsula, the fruit-growing district of Canada, there are prospects of a good crop of fruits of all kinds. Canadian cherries are now being marketed, and from present prospects this will be a fine season for them.

It is to be hoped that the weather will continue favorable.

THE "CREAM" YEAST CASE.

THE Divisional Court has given judgment in the case of E. W. Gillett Co., Limited, vs. Lumsden Bros., regarding the use of the word "Cream" in the name of the yeast manufactured by the latter firm. The judgment, which was concurred in by three judges on the bench, was in favor of the defendants, thus reversing the decision of Judge Street. This is the judgment, as given by Judge Ferguson :

The Defendants, since the year 1892, have owned a Trade Mark for Baking Powder, being the words "Jersey Cream Baking Powder," with a picture of two Jersey cows and a milkmaid, but until the year 1901 they did not apply the words "Jersey Cream" to Yeast Cakes. In the year 1901, the Defendants commenced selling Yeast Cakes in packages, with label thereon, "Jersey Cream Yeast Cakes," the words "Jersey Cream" at the top of the label and the words "Yeast Cake" at the bottom, with the picture or representation of the two Jersey Cows and milkmaid between, and of this, the Plaintiff complains as being an infringement of his Trade Mark. The Plaintiff claims the right to the exclusive use of the term "Cream Yeast." The Plaintiff shows in his evidence, that in or about the year 1875, he got a Trade Mark for "Royal Yeast," and ever since that time his goods were mainly known by that name. William Dobie, the Plaintiff's Manager of the business in Canada, giving evidence for the Plaintiff, said that ever since 1875 the "Royal" has been the Plaintiff's leading brand of Yeast, and that the Plaintiff since that time has sold about five hundred boxes of the "Royal" for every box of the "Cream" that he has sold.

The same witness said that the "Royal" superseded the "Cream," and such was the intention of the Plaintiff. It appears that during this long period the Plaintiff has sold only a small quantity of "Cream Yeast," but that he had the labels on hand and could furnish the "Cream Yeast" on a short time if called for by intending purchasers. This witness says that the Plaintiff stands on his alleged exclusive right to the use of the word "Cream," and he does not claim that there is any similarity in the packages used by the Plaintiff and Defendant respectively. From this I understand that the Plaintiff treats the word "Cream" in his Trade Mark as a distinctive and not a descriptive word and so rests his contention. It also appears that "Cream" is not a component part of his manufacture, that no "Cream" whatever is used in his manufacture. It appears, too, that about the time of the commencement of the alleged infringement an effort was made by the Plaintiff, under the advice of his Solicitor, to place larger quantities of his "Cream Yeast" upon the market, or at least to make it appear that he was selling larger quantities than had been sold for a long period before.

As stated, the Plaintiff places his alleged right upon the use of the word "Cream." He complains that the Defendant is using this word, and therefore, as I understand his contention, infringing this part of his registered Trade Mark. He does not seem to complain of anything beyond this, so far as the registered Trade Mark has concern.

For the purpose of what I am about to say now, it may be assumed that the Plaintiff's mark was properly registered. The learned trial Judge was, as appears by his judgment, of the contrary opinion. The registered Trade Mark of the Plaintiff certainly contains the word "Cream," on which he places his reliance here. The Defendant adopted and is using the expression "Jersey Cream," which as certainly contains the word "Cream." Let it then be assumed in the Plaintiff's favor that the Defendant is using a characteristic and distinctive particular of the Plaintiff's Trade Mark, which is assuming much in the Plaintiff's favor. Yet this is not ipso facto an infringement of the mark. The further question arises as to whether or not the use that the Defendant is making of the word "Cream" with other matters is calculated to deceive the public into the belief that they are buying the Plaintiff's manufacture, when they really purchase the Defendant's manufacture, under his, the Defendant's labels.

Now placing myself as well as I can, I am entirely unable to see how the public can be deceived by the Defendant's label or the use he is making of it. Even assuming the onus in respect of this question to be upon the Defendant, I think the solution of it clearly in his favor, the Plaintiff in the argument conceded. The Plaintiff does not claim that there is any similarity in the packages used by him and the Defendant respectively, and I cannot see how the use of the words used by the Defendant as they are used can have the effect contended for by the Plaintiff.

For these reasons I am of the opinion that even conceding that the registration of the Plaintiff's mark is in every respect good, it has not been shown that there is any infringement of it by the Defendant, and I think it appears plainly that the Defendant has not infringed it.

The evidence shows that the Plaintiffs do not use Cream of any kind in the manufacture of their goods, Cream of any kind does not enter into the manufacture or composition of the Plaintiffs' goods.

What the Defendant has done is to manufacture and sell Yeast Cakes. In the manufacture of these he uses large and substantial quantities of cream from the Jersey cow, said to be superior to cream from the ordinary cow, and to sell these under his labels which described them as "Jersey Cream Yeast Cakes," which upon the evidence must be found to be a fair, candid, and so far as it goes, an actual description of his manufacture. The Plaintiff cannot, I think, properly complain of this unless, at all events, it appears that this conduct of the Defendant is calculated to deceive the public into the belief that when they are purchasing the Defendant's goods they are getting goods manufactured by the Plaintiff, and after

the best consideration I have been able to give the evidence, and all that has been brought before the Court, I am of the opinion that this does not appear. I am for these reasons of the opinion that the Plaintiff fails upon both branches of his case.

I am of the opinion that the action should be dismissed and the injunction dissolved with costs, and that this appeal should be allowed with costs.

OBITUARY.

MR. ALFRED MARIEN.

MR. ALFRED MARIEN, of the firm of N. Quintal & Fils, wholesale grocers, St. Paul street, Montreal, died on Friday, June 12th, at the age of 47. Mr. Marien had been ill for some time, though until a few days prior to his death he had attended business regularly.

He was a native of Montreal, and for the past 18 years had been connected with Messrs. N. Quintal & Fils. His application to work and ability soon advanced him in the firm, and on the death of Mr. N. Quintal, the senior partner, five years ago, he entered into partnership with the other members. Mr. Marien was one of the best known men in Montreal commercial circles.

MR. WILLIAM FRASER.

The death took place on Thursday, June 11th, of Mr. William Fraser, of Fraser Bros., grocers, 182 Bleury street, Montreal, who was one of the oldest men in the business in Montreal. He had not been well for the past two or three months, and just when it was hoped that he would be able to get out of doors a change for the worse came, and a few days afterward he was dead.

Mr. Fraser's birthplace was in Edinburgh, Scotland, and he was about 69 years of age. He came to Canada when about 11 years old, and began to make his own way in life at an early age. In a short time his natural business ability began to count and he was not long in commencing in business for himself; throughout his career he was known as a man of the strictest honor and integrity.

Mr. Fraser has left a widow, and three brothers, A. B. Fraser, of Montreal; George Fraser, of Chicago; and John Fraser, of Fort William, Ont.

His remains were interred on Saturday afternoon, June 13.

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What has made "**SALADA**" Ceylon Tea a success
What is keeping it successful
What has made it world-wide famous



One uniform standard of sterling worth that others have dared not follow. / This is a truthful solution of the question. /



"PERHAPS" the Tea Department of your business would be the better for a "Tonic." Did you ever think it worth your while to try "SALADA" in this direction?
It has a great reputation as a trade "Pick-me-up."

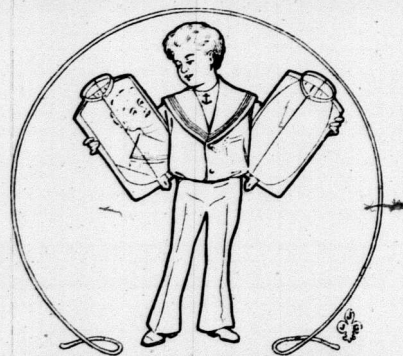
Black, Mixed or Natural Ceylon Green. **SEALED PACKETS ONLY.**
Retailing at 60c., 50c., 40c., 30c., 25c. per pound.
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HORSE SHOE BRAND OF SALMON

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

For sale by all leading Grocers throughout the Dominion.



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

Celluloid Starch

Never Sticks Requires no Cooking.

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

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

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 18, 1903.

GROCERIES.

THE amount of trade done since our last issue has been of a more satisfactory character, and presents a distinctly better outlook. On the street, however, business has not been so promising, jobbers showing no great anxiety to increase their stocks. Canned goods have maintained a good deal of their previous prominence and the steady demand which has been sustained, has had the effect of materially reducing the stocks held. Coffee has been in but in different demand and prices have somewhat slackened. In sugar there are no changes to record; in the local market trade has been in good activity with every prospect of further increasing as the green fruit trade advances. There are indications that, should prices of refined advance in the U.S. Canadian figures will go up in like ratio. Nuts are featureless, the local market showing little indication of life; prices, however, remain firm. Spices are inactive, the demand being but of a limited character; foreign reports all point to strong position of nearly all spices, the firmness being particularly manifest in peppers, cream of tartar and mace. Rice and tapioca are continuing in good demand with prices firm at previous quotations. Syrups and molasses are in slow demand and former quotations continue. In foreign dried fruits there has been a steady trade doing and prices are remaining firm. The primal markets report favorably of prospects for coming crops. In currants there has been an increased demand for wine making, on account of the damage to vineyards through continued frosts. The crop of peas for bottling is rapidly recovering from the effects of the late drought and there are every prospects of an ultimate good crop. The business in tea has been fairly active since our last issue, at firm prices, and there are indications of further good and active trade.

CANNED GOODS.

The demand for canned goods continues to be fairly well sustained. The stocks of all well known brands are now much reduced, in many instances there being scarcely sufficient to keep supply in check. Corn, which, till recently, showed well in stock, is now considerably reduced, and it is anticipated, will scarcely last out the increased demand. Canned peas are practically out of stock. Tomatoes have not been much in demand; stocks, however, are remarkably small. In canned meats there is nothing further of interest to chronicle. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, #2s.		0 85
Corn, 2s.	0 85	1 00
Cherries, red, pitted, 2s	2 00	2 10
" white	2 30	2 50
Peas, 2s.		1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30

Pears, 2s.	1 00	1 50
" 3s.	1 75	2 00
Pineapples, 11s	1 50	1 60
" 2s.	1 80	2 00
" 3s.	2 25	2 40
Peaches, 2s.	1 35	1 55
" 3s.	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
" Lombard	0 55	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
" gallon		2 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s	1 50	1 65
Lobster, tails		3 35
" 1-lb. flats	3 50	3 70
" 1-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1s.	0 13	0 14
" " "	0 19	0 20
" Sportsman 1s.		0 14
" " "		0 23
" Portugee 1s.	0 08	0 10
" P. & C., 1s.	0 25	0 27
" " "	0 35	0 38
" Domestic, 1s.	0 03	0 04
" " "	0 09	0 11
" Mustard, 1 size, cases 50 tins, per 100.	8 00	9 00
Haddies	0 40	1 00
Kipperd herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55

CANNED MEATS

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

COFFEES.

Business in coffee is reported light and prices are weakening. It will be noted this week's quotations for Rios are revised 1/2c. The N.Y. reports denote receipts of Rio and Santos as large, which, together with easier European advices, had the effect of causing considerable weakness there. In the mild grades the tone of the market continued easy. Stocks on hand were full and receipts of most grades coming in continued large offerings were moderately few and prices showed a tendency to sag. We quote:

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

SUGAR

Conditions in raws remain unchanged and at the moment almost entirely without features of interest. The week closes on a steady and quiet market, with fair business done in cane sugars at current quotations, on basis of 1.90 cost and freight N.Y., for test 96 per cent. centrifugals. That American refiners, despite their own heavy holdings, which at latest report were over 250,000 tons, should be willing to enter the market and accept offerings on current basis, may be regarded as an indication of the strength of

the situation and this is all the more noticeable when the week's heavy receipts are considered. These for week ending June 10 were 61,451 tons, which came very near the previous heaviest week for the year, (May 7, 66,376 tons). Meltings for week ending June 10 were 35,000 tons, an increase of 9,000 tons for the previous week, which is accounted for by the resumption of those U. S. refineries which had closed down for some days. Stocks in U.S. Atlantic ports were 327,906 tons which were 200,000 tons over same period last year, while Cuban stocks for same time were 313,000 tons, or about 100,000 tons less than same time last year. Latest cable advices reported 51 central factories grinding, or 38 less than previous week. Combined stocks of Europe and America at latest uneven dates were 2,863,906 tons, or 82,920 tons less than last year. Raw sugars for shipment are held at 1-16 above quotation for spot sugars and holders in Cuba show little disposition to part with their stocks, feeling that prices must eventually advance. Java sugars of the September shipment are held for fully 1/2 above the present parity of Cuba centrifugal. Europe is reported easier for the week, quotation for 88 per cent beet now being 7s 11 1/2d. basis f.o.b. Hamburg, which is 2 1/4d. less than last week. The price, however, is still considerably above the parity of cane sugars in N.Y. by 31c. per 100 lb. so there is little likelihood of the weakness of Europe affecting prices here. In refined we have to record a further advance of 5c. per 100 lb., made by the Arbutle refinery, which took effect just as we had gone to press last week and established their quotation on same basis as those of the sugar trusts. Since then there are no further changes to record, but the demand for refined is exceptionally good with some refiners oversold on some grades. With outside conditions so strong the prevailing feeling in local circles is optimistic and there is no disposition in any quarter to shade prices, especially as we are at the beginning of what promises to be a bumper fruit crop and the demand for refined sugar already shows improvement, with promise of considerable expansion. We quote:

Paris lumps in 50-lb. boxes	4 78
" " in 100-lb. "	4 68
" " "Domino" brand, 50-lb. boxes	4 73
" " " " " " 100	4 63
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 13
Maple Leaf No. 2	4 03
Crystal granulated (Wallaceburg)	4 13
Beaver	3 98
Imperial	4 13
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	3 48

NUTS.

The home trade in nuts continues without feature. The primal market reports good outlook for coming walnut crop; the trees are in excellent condition and prospects are of abundant crops. We quote:

	Per lb.
Brazil	0 14
Valencia shelled almonds	0 30

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

CAN NOW SELL YOU

85 bbls., \$6.00; 20 1/2-bbls., \$3.50; 36 Kits, \$2

F.O.B. Vancouver.

Choicest B.C. Herring, January Fish.
Excellent condition.

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

Established 1869.

A. GIBB & CO.

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

Consignments solicited.

Prompt returns.

83 COLBORNE ST.,

TORONTO

BUTTER

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70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO
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Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The

**DAWSON Commission
Co., Limited**

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets,

TORONTO

SPECIAL VALUES

In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

of course, on circumstances. Eggs are quoted this week one cent higher. In some cases eggs have been sold as high as 15c, but that price is not a market quotation. We quote:

Fresh laid eggs.....	0 14 0 14 1/2
Seconds and checks.....	0 10 1/2 0 11

HONEY.—There is little or no change on the honey market this week. Prices remain firm. We quote:

Extracted clover, per lb.....	0 08 0 09
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BEANS.—This market is very quiet, as is to be expected. Prices remain at last week's quotations. We quote:

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

DRIED APPLES.—Of course there is very little, if anything, doing on this market at present. There is no change in price. We quote:

Apples, dried, per lb.....	0 03 0 03 1/2
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POULTRY.—There is very little being done in this market of course. There is a ready demand for all arrivals, but receipts are very limited. Prices are very firm. We quote:

Spring chickens, per pair.....	0 90 1 25
Old hens, per lb.....	0 10 0 12

POTATOES.—Old potatoes are very scarce and very firm. Two or three days ago a car sold for \$1.22 1/2, and later one sold for \$1.25. New potatoes are somewhat easier, but the market is very unsteady. The reason for this is, that at present all are being sold on commission; agents hold them at a certain price as long as possible, but when fresh arrivals make their appearance, the market has to be cleared in a hurry, and of course this necessitates a reduction in price. Then too, the new potatoes will not keep for very long. There is a fairly good demand for the new stock. New Canadian potatoes will likely be in about the beginning of July. There promises to be a pretty good crop, the recent rains having helped them a little. We quote:

Old stock, on track, Toronto, per bag.....	1 22 1 25
New American, on track, Toronto, per bbl.....	5 00 5 25

GREEN FRUITS.

The green fruit market is very active at present; there is a good demand for all fruits. The weather has a great effect on the market; on the bright warm days strawberries sell especially well, while on dull, cool days the demand is not so good. Canadian strawberries are arriving in splendid condition; the berries are larger than for several seasons. Receipts have been very liberal during the past week, and there has been a tumble in price. The receipts of American cherries are increasing, but the price holds firm. Canadian cherries have made their appearance this week; there promises to be a very good crop of them. The first lot of red astrachan harvest apples appeared last week, and sold for \$1.80 per basket. New green pears have appeared on the market, and are going at 75c. per basket. A few gooseberries are now on the market. The inferior stock of Messina lemons is being cleared off the market. Egyptian onions are slightly firmer this week. There has been quite a drop in green musk melons; they are now quoted \$1 to \$1.25 per crate cheaper. Other quotations are about the same as last week. We quote:

California sweet oranges.....	3 50 3 75
Sorrento oranges.....	3 25 4 00
Valencias 420's, large.....	7 00
" 420's, small.....	6 00
Pineapples, per crate.....	2 75 3 00
Grape fruit, per box.....	3 50
Bananas, per bunch for ordinary.....	1 35 1 75
" large bunches.....	1 75 2 50

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

**FISH AND OYSTERS
WHOLESALE.**

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

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

DRIED, GREEN, EVAPORATED APPLES.

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

Quick
Returns. **Capital Fruit & Produce Co.,**
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**EASTERN MANUFACTURERS
—AND—
SHIPPERS.**

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

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Represent some of the leading houses in

CANADA and the U. S.

INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

The Canadian Grocer

Messina lemons, per box	2 50	3 50
Cabbage, per case	2 50	3 00
New potatoes, American, per bbl.	5 00	5 50
Cucumbers, Baltimore stock, per hamper	3 25	3 75
Canadian strawberries, per qt.	0 95	0 97
Tomatoes, per crate	2 75	3 00
Canadian apples, in bbls.	2 50	3 00
Bermuda onions, per case	1 50	2 00
Egyptian onions, per 100-lb. sacks	3 00	3 25
Cocoanuts, per sack	3 50	4 00
Californian cherries, per box	2 50	2 75
Canadian cherries, per basket	1 25	1 50
Goose berries, " "	0 50	0 75
New green peas " "	0 75	1 00
Green musk melons, per crate	4 00	4 25
Wax beans, in hamper	2 75	3 00

VEGETABLES.

The demand for fresh vegetables is very brisk. Old carrots and parsnips cannot now be had. Butter beans are now on the market, and are selling well. Green peas have also appeared. Lettuce has gone up 5c. per dozen bunches. Cabbage lettuce is now on the market. Spinach is 5c. per dozen bunches firmer. New beets are gradually falling in price; they are now quoted 10 to 25c. cheaper. Old potatoes are very scarce and, consequently, are rising in price. There is still a good demand for rhubarb. Mushrooms are selling well. We quote:

Cabbage, per doz.	0 50	1 00
Lettuce, per doz. bunches	0 25	0 40
Carriage lettuce, per doz. bunches	0 40	0 50
Butter beans, per peck	1 00	1 25
Green peas, per bag	2 50	3 00
Asparagus, per doz. bunches	0 90	1 00
Fresh onions, per doz. bunches	0 19	0 15
Rhubarb	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 75	0 90
Mint, per doz. bunches	0 15	0 20
Parsley, " "	0 15	0 20
Spinach, per bush	0 30	0 35
Potatoes, " "	1 30	1 35
New beets, per doz.	0 50	0 55

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Wheat is slightly firmer than last week; peas, however, are 2c. per bushel easier; otherwise, prices remain at last week's quotations; the market is very quiet. Relatively, the price of wheat is higher than that of flour, and that has a tendency to keep things on the market quiet. We quote:

Red wheat, per bushel, on track Toronto	0 76	0 77
White wheat " " "	0 76	0 77
Barley " " "	0 45	0 46
Oats " " "	0 34	0 34½
Peas " " "	0 68	0 68
Buckwheat " " "	0 40	0 40
Rye, per bushel, " " "	0 55	0 55

FLOUR.—There is practically no change in the market this week; the prices are unchanged and the situation is the same. The market is quiet, which is unusual for this time of the year. We quote:

Ontario patents, per bbl.	3 49	3 65
Hungarian patents " "	4 20	4 30
Manitoba bakers " "	3 85	4 00
Straight roller, " "	3 25	3 35

BREAKFAST FOODS.—There is no change on this market; the demand is still very good. Prices remain unchanged. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	3 60	3 60
Rolled oats, standard, carlots, per bbl., in bags	3 50	3 50
" " " " " in wood	3 65	3 65
" " " " " for broken lots	3 75	3 75
Rolled wheat, per 100-lb. bbl.	2 25	2 25
Cornmeal " "	3 40	3 40
Split peas, " "	4 75	4 75
Pot barley in bags " "	4 00	4 00
" " " " " in wood	4 15	4 15
Swiss food, per case	0 88	0 88
Aunt Sally's Pancake Flour, per case	2 00	2 00

HIDES, SKINS AND WOOL.

There is no change in the market this week; prices are firm at last week's quotations. The hide market is fairly active. The calfskin market is quiet. The wool season is coming in, and an active market is expected.

HIDES.—We quote:

No. 1 green, per lb.	0 08
" " " " " " "	0 07
" " " " " " " " steers, per lb.	0 08½
" " " " " " " " "	0 07½
Cured, per lb.	0 08½

THE MARKETS

CALFSKINS.—We quote:

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09	
" " " " " " " " "	0 07	
" " " " " " " " " 1 15 to 20 lb "	0 08	
" " " " " " " " " " "	0 06	
Deacons (dairies), each	0 60	0 70
Sheepskins	0 90	1 10

WOOL.—We quote:

Unwashed wool, per lb.	0 08	0 09
Fleece wool	0 14	0 15
Pulled wools, super, per lb.	0 15	0 15
" " " " extra	0 18	0 18
Tallow, per lb.	0 05	0 05½

QUEBEC MARKETS.

Montreal, June 16, 1903.

GROCERIES.

HERE has been a fair trade in groceries and prices, as a rule, show a steady basis, which has not a little to do with the good demand which jobbers now are experiencing. This is especially so in the case of leading staples which have been quite active, a good movement being noted in sugar, while teas have been moving freely. There have also been some wholesale turnovers between the trade in dried fruits, round lots of currants and raisins changing hands since last report. In canned goods enquiry tomatoes continue a notable feature down here and jobbers are now inclined to hold back what supplies they have remaining on hand until they find out how the new crop is going to pan out.

SUGAR.

The good demand noted for refined sugar during the previous week has been maintained and prices rule steady, the movement being active both on local and western account. A feature in local sugar circles is the fact that refiners have turned their attention to the West Indian market for supplies and several cargoes have already been bought by them. We quote:

Granulated, bbls. and bags	\$4
" " " " " " " " " ½-bbls	4 20
Paris lump, boxes and bbls	4 60
" " " " " " " " " ½-boxes and ½-bbls	4 70
Extra ground, bbls.	4 45
" " " " " " " " " 50-lb. boxes	4 65
" " " " " " " " " 25-lb. boxes	4 75
Powdered, bbls.	4 25
" " " " " " " " " 50 lb. boxes	4 45
Domino lumps, boxes and bbls	4 25
" " " " " " " " " ½-boxes and ½-bbls.	4 60
Phoenix	3 95
Cream	3 80
Bright coffee	3 75
" " " " " " " " " yellow	3 75
No. 3 yellow	3 70
No. 2 " "	3 50
No. 1 " "	3 35

SYRUPS AND MOLASSES.

The molasses market remains unchanged as last reported, with business in new stock for forward shipment on the basis of 37½c to 40c as to quantity. In a jobbing way, there has not been much business noted. Letters from Newfoundland state that practically no new Barbados molasses has arrived there this season. We quote:

Barbados, in puncheons	0 38	
" " " " " " " " " in barrels	0 40	
" " " " " " " " " in half-barrels	0 41	
New Orleans	0 16½	0 17½
Antigua	0 24	0 24
Porto Rico	0 38	0 38
Corn syrups, bbls.	0 02½	0 02½
" " " " " " " " " ½-bbls.	0 02	0 02
" " " " " " " " " 1-bbls.	0 05	0 05
" " " " " " " " " 3½-lb. pails.	1 30	1 30
" " " " " " " " " 25-lb. pails.	0 90	0 90

TEAS.

There has been an active business put through in teas during the week, Ceylons, Indian greens and Japans all sharing in the demand, and it is clear that buyers have made up their minds that they have

nothing to gain by holding off. Cables from China report that the market for new crop Pingsuey tea had opened, and that prices show an advance of 20 per cent. over last year.

Advices from London report a firm market for tea, and stated that the large packers had advanced their prices from 1s per pound to 1s 2d per pound. Owing to the advance in prices of black India and Ceylon tea the past season it is understood that the output of green India and Ceylons the coming crop year will be light, as dealers who had contracts with growers for greens have been converting them into orders for blacks. We quote local prices: Japan teas at 17c to 18½c for good medium up to 22c and 23c for the best sorts. Ceylon greens, 14c to 18c and Indian 16c to 19c Japan style. China Congous 8c to 10c. Pealeaf Gunpowder 23c, and common Gunpowder 14c to 15c. In black teas Ceylon and Indian are quoted at 11½c up to 20c as to quality.

COFFEE.

The coffee market continues without any new feature and business is of moderate volume. We quote:

Good cuenta	0 09½	0 09½
Choice " "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

Foreign advices on spices continue strong. Cable advices from the East report firm markets for pepper, and state that the Penang white pepper crop will be 30 per cent. short. Later cables from the East quote higher prices for pepper, naming 13c for Singapore black for July-September shipment, and 12½c for Lampong for August-October shipment. Another cable from the East stated that the crop of Zanzibar chillies was practically a failure. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 17	0 22
" " " " white	0 25	0 27
Ginger, whole Cochin	0 17	0 19
" " " " Japan	0 13	0 14
" " " " Jamaica	0 18	0 20
" " " " Afghan	0 12	0 13
" " " " ground Japan	0 19	0 20
" " " " Cochin	0 19	0 20
" " " " Jamaica	0 18	0 20
" " " " Afghan	0 13	0 14

RICE AND TAPIOCA.

Furnish nothing of a special character and prices remain as last quoted:

B rice, in bags	3 15
" " ½-bags	3 20
" " ¼-bags	2 25
" " pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
" " ½-bags	3 10
" " ¼-bags	3 15
" " pockets	3 20
Imported Patna rice, in bags	4 50
" " " " in ½-bags	4 62½
" " " " in ¼-bags	4 75
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Lmp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87½		3 87½
Indian Bright	3 50		3 50
Java Caroline	3 50		3 50
Lustre	3 75		3 75
Snow Japan	4 87½		4 87½
Japan Ice Drips	5 25		5 25
Tapioca, medium pearl	0 022	0 03	0 03
" " seed pearl	0 03	0 03	0 03
" " flake	0 04	0 05	0 05

CANNED GOODS.

The scarcity of canned tomatoes is becoming marked with jobbers down here and for this reason travellers have been instructed to book orders with great caution. Prices, however, are as yet unchanged. Canned salmon are in good

How is your Coffee Trade ?

Good, Eh!!—

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb. and 2-lb. tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686.

Telephone orders receive prompt attention.

FIGS.	
Comadres, per tapnet.....	1 20
Elenes, per lb.....	0 10 1/2 0 20
DATES.	
Dates, Halloweas, per lb.....	0 04 0 05
CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.....	0 11
Peaches.....	0 05 1/2 0 10 1/2
Apples.....	0 06 0 06
PRUNES.	
Per lb.....	Per lb.....
30-40s.....	70-80s.....
40-50s.....	80-90s.....
50-60s.....	90-100s.....
60-70s.....	Egyptian onions.....

APPLES.	
Dried.....	Per lb.....
Evaporated.....	Per lb.....
ONIONS.	
Bermuda onions, per crate.....	4 50
Egyptian onions, per lb.....	0 02 1/2

SUGAR.—There is an active sale, particularly for granulated; market is firm. Refineries have sold quite largely for July delivery. We quote:

Paris lumps, in 50-lb. boxes.....	5 00
Rowat's granulated.....	4 25
St. Lawrence.....	4 25
Acadia.....	4 20
Acadia Dutch, in bags.....	4 10
Bright yellow.....	3 90
No. 2.....	3 90

MOLASSES.—A cargo of Porto Rico was received this week; also quite a quantity has been bought for shipment from Boston. Prices are still high. Some New Orleans continues to arrive. We quote:

Barbadoes.....	0 36 0 38
Porto Rico.....	0 40 0 42
New Orleans.....	0 30 0 35

FISH.—Salmon have first place. There is just a fair catch, and prices are well maintained. Catch of gaspereaux is about over; it was small, which means a light pack of alewives. Shad and halibut are offered. In dry fish, prices are quite firm. Smoked and pickled herring are light stock. We quote:

Haddies, per lb.....	0 07 0 07 1/2
Smoked herring, per lb.....	0 11 0 12
Fresh haddock and cod.....	0 02 0 02 1/2
Boneless fish.....	0 04 0 05
Pollock, per 100 lb.....	1 75 2 00
Pickled herring, per 1-bbl.....	2 10 2 20
Dry cod.....	3 75 4 00
Pickled shad, 1-bbl.....	5 00 6 00
Halibut.....	0 05 0 07
Fresh gaspereaux, per 100.....	0 60 0 70
Fresh shad.....	0 09 0 09
Fresh salmon.....	0 12 0 14
Fresh mackerel.....	0 10 0 15

FLOUR, FEED AND MEAL.—In flour, the rather higher prices have improved sale. Oatmeal is unchanged and the sale is light. A fair demand is reported for oats. Feed is scarce and high and in steady demand. Cornmeal, while rather lower than it has been, tends higher. Beans have a light sale but are rather firmer. Barley and split peas are scarce. We quote:

Manitoba flour.....	\$4 70 4 85
Best Ontario.....	4 10 4 25
Medium.....	3 95 4 00
Oatmeal.....	4 10 4 35
Cornmeal.....	2 65 2 70
Middlings, in small lots.....	24 00 26 00
Oats.....	0 40 0 44
Hand-picked beans.....	2 00 2 10
Prime.....	1 86 1 90
Yellow eye.....	2 80 3 00
Split peas.....	5 25 5 50
Barley.....	4 25 4 40
Hay.....	9 00 11 00

ADVERTISE YOUR ADVERTISING.

THE CANADIAN GROCER is in receipt of a circular just issued to the trade by Archdale Wilson of Fly Pad fame, showing in detail the places and newspapers in which he is advertising Wilson's Fly Pads this season. There are over three hundred papers on the list, and they seem to cover the country pretty thoroughly.

This idea of letting the trade know just where and how an advertising campaign is being carried on is good, as it helps the traveller to sell and the dealer to buy the goods for which the demand will be made or increased.

HINTS TO BUYERS.

Contributors are requested to send news only, not puff 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.

Grocers' Wholesale Co., Limited, have received a shipment of Rowat & Co.'s Worcester sauce, both sizes; prices low.

Crosse & Blackwell's P. & C. sardines are now in store with Grocers' Wholesale Co., Limited.

Armour's "Star" sliced dried beef in 6-lb. tins can be had from Grocers' Wholesale Co., Limited, Hamilton.

Buyers of Malaga table raisins may secure some from H. P. Eckardt & Co.

H. P. Eckardt & Co. have an exceptionally fine high-grade New Orleans molasses.

L. Chaput, Fils & Cie have in store on Saturday some new crop early May Japan teas, and others are following closely.

Bakers and confectioners would do well to get samples and quotations offered by The Eby, Blain Co., Limited, on cleaned Sultana raisins.

The sardines advertised this week by The Eby, Blain Co., Limited, are exceptionally good value in view of the high price of all genuine French sardines.

OTTAWA TRADE GOSSIP.

BUSINESS here is still good. Retail grocers all handle fruit extensively, and the last two weeks have been busy ones. The receipts of fruit have been large, especially berries. Sugar is selling briskly, and there is not the tendency to cut prices as has always occurred in preserving season other years. It is hoped merchants will see the benefit derived by themselves when a fair profit is maintained. The price of sugar is as last week—the expected rise did not take place.

Mr. Hunter Scott leaves for Peterboro next week on a very important errand. More news later.

The business of the late S. J. Major is being conducted under the management of Mr. Jules Cote. Mrs. Major is appointed administratrix and the style of the firm is as before, S. J. Major.

The Grocers' Association have decided to hold their annual excursion on Civic Holiday, instead of July 1st. The place they intend to go will be arranged at an early date.

MANITOBA MARKETS.

Winnipeg, June 15, 1903.

Trade continues good, although the demand is not quite as brisk as it was two weeks ago. So far as the city trade is concerned, trade is beginning to feel the effect of many families being out of the city and this will continue for the next six weeks or two months. Country trade is very fair. There are a few changes in the price list, but nothing of marked importance.

EVAPORATED AND DRIED FRUITS.—The market is steady, with a normal demand for the season, for nearly all lines. There are few, if any, changes in the price to record.

CURRENTS.—Fine Filiatras, in cases, 5 1/2, cleaned 6c.

RAISINS.—We quote:

Fine off-stalk Valencias.....	2 30
Layer.....	2 50
Sultanas.....	0 09 1/2
2-crown muscatels.....	0 07 1/2
3-crown.....	0 08 1/2
4-crown.....	0 08 1/2
Seeded.....	0 10 0 10 1/2

THE MARKETS

The Canadian Grocer

PRUNES.—We quote:

120s	0 03 1/2
90-100s	0 04 1/2
80-90s	0 05 1/2
70-80s	0 06 1/2
60-70s	0 07 1/2
50-60s	0 08 1/2
40-50s	0 09 1/2
Apricots, according to brand	0 08 1/2
Peaches, according to brand	0 06 1/2
Pears	0 09 1/2
Nectarines	0 08 1/2
Apricots	0 08 1/2
Silver prunes	0 08 1/2
Black pitted plums	0 08 1/2
Evaporated apples	0 06 1/2
Dried	0 05 1/2

CANNED VEGETABLES AND FRUITS.

The market is steady and without change of price in any line. Corn continues easier and peas are firmer. But the increasing supply of green vegetables is lessening the demand for canned vegetables and the same is true of canned fruits. Even in boarding houses and hotels there is a noticeable difference in the amount of canned fruit consumed in the summer months to what there was some three years ago. The demand for fresh fruit is enormous. We quote:

Tomatoes, according to brand and pack	\$3 45	3 50
Corn		2 20
Peas, according to brand and size	2 20	2 35
Canned Fruits—		
Strawberries, in heavy syrup		2 75
" preserved		3 10
Raspberries, in syrup		2 85
" preserved		3 20
Black raspberries		2 75
Pineapples, whole, imported		4 10
" grated, imported		3 85
Pitted red cherries		4 50
Apples, 3s.		2 40
Apples, gallon		1 30
Plums, according to brand	2 25	3 60
Apricots, Californian		4 10
Peaches		4 75
Pears		4 95

SUGAR.—Market is steady and without change. We quote:

Best granulated, in bbls.	4 70
" in boxes	4 65
Light yellows	4 19
Lumps, hard, in bbls. and 100-lb. cases	5 35
Bar, powdered, in bbls.	4 85

RICE.—The market for all lines of rice is decidedly stronger and Japan shows an advance. We quote:

B rice, according to size of package	0 04 1/2	0 04 1/2
Japan	0 05 1/2	0 05 1/2
Patna	0 05 1/2	0 05 1/2
Tapioca		0 03 1/2

CEREALS.—All lines of cereals are in fair demand and without change of price. We quote:

Roller Oats, 80-lb. sacks	\$1 75
Standard and granulated oatmeal	2 30
Cornmeal	1 55
Split peas	2 70
Pearl barley	3 30
Pot barley, per sack	2 20
Roller wheat, per sack	2 25
Wheat granules, per sack	2 00
Cream of wheat, per case	5 50
Malta Vita, per case	4 50
Force, per case	4 50

GREEN FRUIT.—The market is rather disorganized owing to the serious floods to the south and washouts along the lines. For two days this week there were not arrivals of Hood River berries, but a car came in late on Saturday afternoon. The demand is enormous. Bananas also are scarce, the last car arriving being perfectly green. The expected drop in green vegetables has not come, indeed owing to the floods stopping receipts, some lines are even higher. The only oranges on the market are St. Michaels, all other lines being cleared up. A car of pine apples is due to arrive. They will sell at \$4 per case. This is the first time that an entire car has come to this city. Bananas are \$3 per bunch, and are in active demand when there are any ripened ones to be had.

GREEN VEGETABLES.—Cucumbers are still \$1.25 per doz; tomatoes \$4.50 per crate; beans in bushel boxes \$2.50; cabbage 5c per lb. Asparagus is about over, a small supply of locally grown being offered at 40c per doz.



Delicious, Healthful
The Ideal Fruit

—FOR—

SPRING and SUMMER USE

Once Tried, Always Used

ASK FOR IT.

YOU ARE NOT UP TO DATE

IF YOU ARE NOT SELLING

LEES & LANGLEY'S

Worcestershire Sauce

YOUR JOBBER WILL SUPPLY IT.

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

Trade Mark

PHONE MAIN 1975.

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

in Nova Scotia, E. D. ADAMS, Halifax.

in Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES
VALENCIA, SEVILLE.

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

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

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught.

J. Frith Jeffers, M.A., Principal.

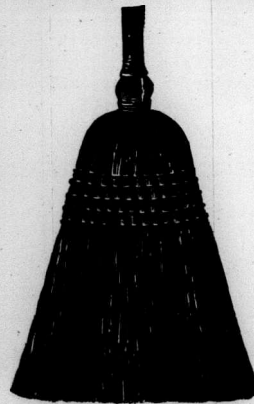
BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks,
Brooms, and
Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.



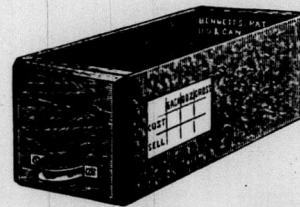
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

BUSINESS CHANGES.

ONTARIO.

COTTRELL & MEILL, grocers, Sault Ste. Marie, have assigned to Hearst, McKay & Darling. A meeting of the creditors will be held June 23.

Delbert Wood, general merchant, Folger, has been succeeded by Wm. Lee.

Robert Mallough, general merchant, Bluevale, has sold out to Robert Shaw.

Thomas McCormick has succeeded to the estate of John McGuire, grocer, Arnprior.

C. B. Trelford, grocer, boot and shoe merchant, Tara, has sold his business to J. D. Tebey & Sons.

Frank D. Harrigan, grocer, Hamilton, has assigned to C. S. Scott. A meeting of the creditors will be held on the 19th inst.

QUEBEC.

W. D. Riopel, grocer, Montreal, has been registered.

Alexis Parent, grocer, Quebec, has compromised at 60c. on the dollar.

The assets of the business of S. Z. Lebouf, grocer, Montreal, have been sold.

J. C. Blanchette, general merchant, Chartierville, has sold his stock at 50½c. on the dollar.

The assets of the business of J. A. Godbout, general merchant, Lauzon, are to be sold on June 18.

A demand of assignment has been made on H. N. Raby, general merchant, St. Andre Avelin, Que.

W. R. Crepeault & Company, general merchants, Kamouraska, are offering to compromise at 40c. on the dollar.

S. Z. Cote, general merchant, St. Anaclet, has assigned to V. E. Paradis, offering to compromise at 40c. on the dollar.

Thomas Stafford, general merchant, North Temiscamingue, has assigned. A meeting of the creditors will be held on June 17.

BRITISH COLUMBIA.

E. H. McMillan, grocer, Vancouver, is asking for a compromise.

J. F. Jarvis, grocer, Fernie, has been succeeded by C. Richards.

Eliza Lyons, of the firm of J. & E. Lyons, general merchants, North Bend, is dead.

MANITOBA.

Catherine M. Poucher, grocer, Dauphin, has gone out of business.

H. D. Brown, general merchant, Saskatoon, has sold out to C. A. Leeds & Co.

Gill & Company, general merchants, Assissippi, are removing to Goose Lake.

W. F. Thompson, general merchant, Caron, has sold out to William Thompson.

H. G. Dawson, grocer, Rosthern, is giving up business and removing to Wapella.

A meeting of the creditors of (Estate of) B. Burk, general merchant, Gainsboro, was held on the 4th inst., and further has been extension granted until November 15th.

A. A. VICKERS LEAVES.

Mr. Vickers, who for the past ten years has represented the firm of S. H. Ewing & Sons, Montreal, in Eastern Ontario and the Ottawa Valley, is about to partially sever his pleasant connection with this firm and go extensively into ranching in the Northwest. Mr. Vickers has been a most successful traveller, and during his long connection with the trade with whom he did business, made hosts of friends who will certainly miss his genial presence and kindly suggestions which his knowledge of the coffee and spice business enables him to offer. S. H. Ewing & Sons are pleased to announce that while he is leaving this section, Mr. Vickers will still continue to represent the firm in the Northwest, and will do his best to further the interests of the old firm in the new section. Probably few travellers enjoyed the popularity with their customers which did Mr. Vickers, and his firm are also loud in their praise for the splendid manner in which he conducted their business, and wish him every success in his new venture.

A BOOK GROCERS SHOULD HAVE.

Advertising is undoubtedly one of the great problems of the day in the business world. The facts are, however, that many business men have not studied the matter as it needs to be studied and do not feel able to devote the time to it which it deserves.

For such men nothing could be more servicable, of more real practical value, than a collection of good advertisements written by men who have been a success in their own line. Such a collection has

been prepared by W. Arthur Lydiatt, Toronto, especially for the use of retail grocers.

The book is entitled "One Hundred Good Ads. for a Grocery Store," and a study of its pages shows the name to be well deserved. The ads. are good—suitable for city or town grocery stores, either large or small. Almost every line of goods in the business is covered, and is covered in a manner sure to attract attention. The book sells at \$1, or at the rate of one cent per "ad."

CANNERS ELECT OFFICERS.

The first annual meeting of the Canadian Canners' Consolidated Company was held in its offices in Toronto, June 13.

The following directors were elected:—Hugh Malcolmson, W. P. Innes, J. Nairn, W. A. Ferguson, F. R. Lalor, Wellington Boulter, Samuel Nesbit, T. N. Dunn, and H. I. Matthews. The directors subsequently elected Mr. Malcolmson president, Mr. Lalor vice-president, R. L. Innes secretary-treasurer, David Marshall general manager, W. A. Ferguson and H. I. Matthews assistant general managers.

FRUIT CROP PROMISING.

John Caldwell, a prominent wholesale fruit merchant of Montreal, having spent a week in the Niagara fruit-growing district, says that the prospects for a large crop of nearly everything in the fruit line are very good. Plums and peaches promise to be very abundant and of a fine quality; the grape vines look very healthy and the same might be said of grapes as of plums and peaches. From all appearances, Mr. Caldwell says, a larger crop and better quality of apples may be expected this year than last.

MARKET FOR SARDINES IN S. A.

Mr. Jardine, Canadian Commissioner in South Africa, reports to the Deputy Minister of Trade and Commerce that there is a prospect for an excellent market in the Transvaal and Orange River Colony for sardines. He says that an 80,000 ton order might easily be disposed of in Johannesburg when the Kaffir labor difficulties are settled.

SPECIAL INDUCEMENT.

The "Force" Food Company are offering a special inducement to the retail trade. During the month of June, each grocer gets a special coupon with every package of Force, worth two cents to himself and two cents to his clerk, when the goods are sold, and redeemable at their head office, Buffalo.

A Good Speculation.

WE OFFER YOU BARGAINS IN THE
FOLLOWING LINES : —————

2180 Cases SALMON, "Best Brands"

WHITE, PINK, RED COHOES, RED SPRING, RED SOCKEYE

TALL AND FLAT TINS.

2600 Cases STRAWBERRIES and RASPBERRIES,

2s in syrup and preserved, including :

BOWLBY, LITTLE CHIEF, BELLEVILLE, RED CROSS, LAKEPORT, THISTLE

3390 Cases Western CORN :

BOULTER, LITTLE CHIEF, AYLMER, BELLEVILLE, LOG CABIN, THISTLE

Don't hesitate to place your orders with us; you are sure to get the right article.

Prices will likely be higher.

Our prices are the lowest.

We carry one of the largest and best assorted stocks in Canada.

QUICK SHIPPERS.

L. Chaput, Fils & Cie,

WHOLESALE GROCERS

Importers of TEAS, WINES and LIQUORS.

ESTABLISHED IN 1842

MONTREAL.

Window and Interior Displays

Timely Hints
and Suggestions.

WINDOW DISPLAY AS AN "AD."

It is only too true that the majority of grocers neglect window dressing. They do not seem to think that window display is at all important to the success of their business. They have an idea that all that is necessary is to fill the window with goods of some sort. They vary the goods occasionally, say once in three weeks or a month. This is however, done when there is nothing else to do; they would not dream of devoting time to it if there was anything else to occupy it.

Wonder if those grocers believe in advertising? Wonder if they think they know how to advertise?

Advertising is the soul of business, and window dressing is a very important department in advertising.

In the cities, window dressing is the best kind of advertisement a grocer can invest in. There are not the facilities for newspaper advertising in the city that there are in a town or village. Therefore the grocer should make his window dressing serve as his newspaper advertisement.

An up-to-date town grocer will have something fresh in his advertising space each issue of the paper, which is generally weekly. Now an up-to-date city grocer should have something fresh in his window space each week. An up-to-date town grocer will not fill out his space with a mere business card, telling the public that he keeps a grocery store, and that he has tea, sugar, oatmeal, etc., for sale; but he has specialties advertised each week. So the up-to-date city grocer should not dress his window merely for the purpose of letting passers-by know that his is a grocery store; but he should pick out a line of goods to push, and should advertise that specialty by his window dressing.

To make a specialty of a line of goods it is not absolutely necessary to have a special price, although of course doing so

would greatly strengthen the drawing value of the specialty. The idea is to bring one line of goods into prominence, and thus attract people's attention to it—get people interested in that specialty. Once a shopper's interest is aroused in anything, it only requires a little diplomatic persuasion on the part of a salesman to make a sale.

Of course it is quite evident that the display would attract more attention if there was a bargain price to the specialty. It would pay the grocer to go over his stock each week, pick out some line that perhaps is not selling so well as he would like, make an attractive display of it in

Would that line of procedure be that detestable scheme in the grocery business—price cutting? No! It would not! Very few grocers would object to a fellow grocer's doing that. The "price-cutter" is he who is always trying to undersell his neighbors—who would have no scruples to calling a 30-cent tea a 40-cent, and selling it at the bargain price of 35 cents. A grocer carrying on business in that way is undermining the foundation of the grocery trade.

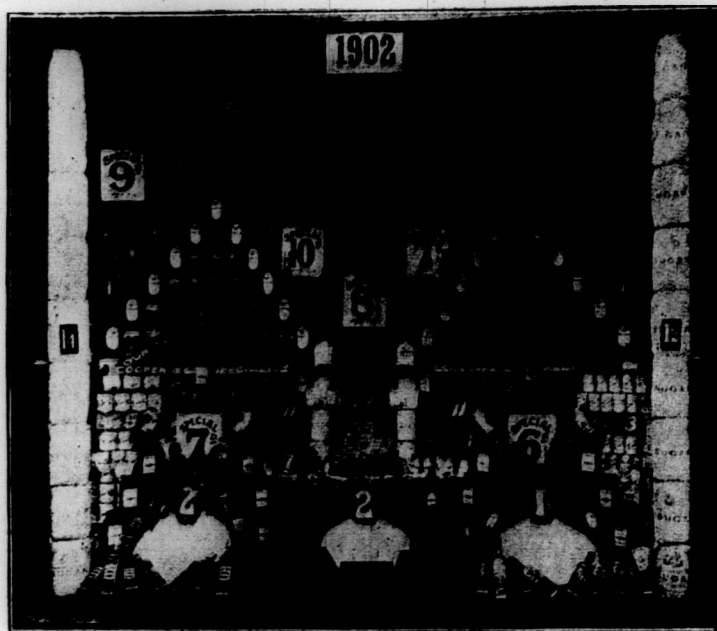
If a grocer had such a systematic scheme of window dressing there would be no need for the accumulation of stock, which is often held over till the next season—always at a loss. In the weekly review of his stock the grocer should take particular notice of the seasonable lines—lines that are in demand only at certain seasons of the year—and, if there are any he thinks will outlast their season, he should push those goods in his window at a bargain price.

A LONDON, ENG., PRIZE WINDOW.

The accompanying illustration shows the English style of window dressing. It took first prize in a recent competition held in London, Eng., and is reproduced from *The London Grocery*.

It can readily be seen that a different plan is adopted in the English window from that usually seen in our best groceries. The advantage is with us, as with such mixed full displays as they use attention is not drawn to any particular line but to the general stock of a grocery store. Our plan is to display less goods, and specialize.

The scheme in the window is, however, very carefully planned and carried out, and must have occupied much time in the arrangement. The sugar bags and bulk goods are seen to advantage, and the pyramids at the back are very effective. Price tickets form an important part of the exhibit and are neatly executed, although used perhaps a little over-abundantly.



AN ENGLISH PRIZE WINDOW.

his window and ticket it a little lower than the general price.

That display would be sure to make sales. A shopper will often purchase an article, not because it is really wanted, but simply because it is a bargain.

The increased sales of this line of goods would fully make up for the decrease in profit.

The chief value of such a scheme of course is in its attractive power; people are enticed into the store by the bargain articles, and then comes the salesman's chance to excite interest in, and bring about sales in, other lines.

**Durable
Artistic
and not Expensive**

Three urgent reasons why you should use our

**Metallic
Ceilings and Walls.**

They appeal to practical people everywhere.

Strictly Sanitary — Beautiful in Design and Finished Effect — and made in a multitude of patterns suited to all kinds of buildings.

**RELIABLE GOODS THAT
NEVER DISAPPOINT.**

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

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE

AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

WINDSOR RETAILERS.

THE Windsor, Ont., retail merchants held their regular monthly meeting on the 9th inst. There was a good attendance of the members, and a lot of business went through with a rush. The principal business of the evening was the appointing of the various sub-committees to carry out the details of the first annual outing of the association to be held on August 3 next, that date having been set as the Civic Holiday in Windsor, Walkerville and Sandwich. The following are the names of the gentlemen appointed:

Reception Committee.—Frank Hutton, J. E. Davignon, C. C. Schumacker, J. W. Drake (Mayor), A. H. Nelson, Geo. B. Lodge, B. G. Davis and W. J. Fielding, chairman.

Sports and Prizes Committee—A. J. McTavish, Alex. Gow, Bruce Allison, W. A. Sweet, B. G. Davis, W. H. Everett and A. D. Bowlby, chairman.

Tickets Committee.—James Penington, Geo. B. Lodge and Nelson J. Clinton, chairman.

Printing and Advertising Committee.—For which the sum of fifty dollars was appropriated. Geo. H. Nairn, Geo. H. Wilkinson, President A. E. Edgar, chairman.

The secretary was instructed to write to the Retail Clerks' Union in regard to the early closing movement, which was forced upon part of the merchants only some six months ago. This matter has caused a great deal of discussion at the association's meetings, and if the Retail Clerks' Union do not take some action toward withdrawing their threat of boycotting those merchants who refuse to close their stores at six o'clock in the evening, the union or the association will see their finish before long. Several communications from the Dominion secretary were read. One of these told of the establishment of a most successful branch at Ottawa.

A vigorous protest from the merchant tailors of Windsor against the passage of the bill now before Parliament, which if passed would compel the tagging or labelling of each garment, showing the grade or quality of the cloth in the garment, was sent to the Dominion secretary in order that it might be sent to the proper committee of the House who have the abnoxious measure in charge. Some other matters of a minor nature were disposed of by reference to committees.

The meeting adjourned after each chairman of committees had pledged himself to make an effort to secure the success of the excursion.

Donohue & Bradley, cigar dealers, Hamilton, have dissolved partnership. D. Donohue will continue the business.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BAKER—First-class on bread and cakes; to take full charge; must be temperate. Apply, at once, James Spicer, Mount Forest. f

BAKER—Good on bread and cakes; steady work; state wages and experience. John Murray, Hastings, Ont. f

BAKER—Good on bread and cake; strictly sober; state wages. J. T. Cowan, Dundalk. f

BAKER—For summer months; first-class on bread and cakes; must be temperate. Apply, at once, stating wages expected. J. W. Burgess, Bala. f

BAKER—First-class on bread and cakes; married man preferred; state wages. Cooper & Son, Kingsville, Ont. f

EXPERIENCED tea and coffee salesmen for Canadian territory—Only salesmen who have present acquaintance with best grocery trade in the Dominion, will be eligible. Address with references, including recent employer. Thomas Wood & Co., 428 St. Paul st., Montreal. (24-3)

SITUATION WANTED.

AS HEAD MILLER—15 years experience; first-class references; steady and reliable; married. W. McNaughton, Teeterville. f

FOR SALE.

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

GROCERY business in St. Thomas; new stock; new fixtures; about \$800; a bargain for cash. Apply Box 217, St. Thomas. f

GOOD chance for beginner — Well-established cash business for sale in growing village; well assorted general stock in a good stand and district; must be sold. Apply, Box 34, CANADIAN GROCER. (24-3)

COFFEE ESSENCE

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, CANADIAN GROCER.

Are People Talking About Your Store? They Should Be.

I have been away for a couple of weeks and find on my return a number of letters from subscribers enclosing ads for criticism. It is certainly encouraging to know that GROCER readers are taking such an interest in this department, and that so many of them are anxious to improve their advertising.

I wish some readers would write and tell me a little of their experience in advertising—what plans or methods they have found to be most successful and what, if any, they have found to be a failure. Most of us are continually doing something or other to extend trade and gain new customers. I would like to know what the more enterprising GROCER readers have done or are doing in this connection.

Ads which have been sent in for criticism will receive attention each in turn, and I hope those readers who have not already sent in specimens of their advertisements will do so, that we may make this department of as much real practical value as possible.—
THE EDITOR.

ON MAKING EXTRAVAGANT CLAIMS.

To write of your own store, or of your own wares, as if you were really "the only pebble on the beach," is to promote unbelief. To make extravagant claims—to say things that you really wouldn't expect people to believe, if you or they gave it a second thought—has anything but the desired effect.

An advertisement, if it is to sell goods, must be convincing, and to be convincing it must wear an air of candor and truth. The public is a shrewd critic and will not believe or be persuaded that perfection of purchase is to be found in only one place.

Makes little difference how much you tell them, or how loud you proclaim it, people won't believe that yours is the only store on earth, or that you have the best of this or the cheapest of that. If you undertake to claim it, the elements of truth that form a part of your advertisement will themselves be discredited. The immediate inference will only be accentuated—that yours is not a probable story, as there is nothing in existence of which it can not, or will be said: "There are others."

Do not, therefore, claim everything. The manner in which "best," "wonderful," "extraordinary," and such superlatives, have been overdone in the wild-cat style of advertising, has altogether destroyed their value. It has, instead, given a force to an understatement of facts—to the quiet reasoning of "value for money"—which makes the rather ordinary practice of racking the brain for "big" words unnecessary work.

The most discreet and shrewd advertisers, therefore, use mild and temperate phrases. They admit that their rivals serve the public well; but they gently insinuate their desire to see and serve you

in such a captivating way that the public are much more easily influenced.

Too much pretension in an advertisement always revolts the audience addressed, and they make the necessary discount. To claim less than might be claimed, invites the reader, and leaves an impression that results in the advertiser's profit.

By making your arguments sound reasonable—by making them believable—you create an impression in the minds of the public that more than doubles the force of your daily announcements.

We cannot, in fact, overestimate the force and value of a few modest words well phrased. When a would-be customer

prize if we find the articles just as good—or better—than represented.

After all, the basis of successful advertising is confidence. People get to know just what value to place on the statements of their local merchant, and always weigh the value of his advertised offerings accordingly.

Get to the point where people will readily believe that what you say is really so, or, that your offerings are even better than you claim, and your advertising will have a double value.

I have received from "Forsyth, Jr., Dartmouth, N.S.," three ads. for criticism, one of which is herewith reproduced. It is evident that Mr. Forsyth writes his ads. in a hurry, and, judging from the one I reproduce, I should say that he doesn't even take time to think what he is saying.

I'll leave it to any reader of "The Grocer," if the statement contained in this ad. is strictly true or not? Yet it is not by any means an unusual statement. I've seen its like in many grocers' ads. Perhaps such things are cheaper down east, but I know that "the best tea I ever tasted" cost me more than 30c. a lb.

I would advise Mr. Forsyth to give a little more thought to the writing of his ads. If he lacks inspiration, let him think of the arguments that were successful in placing the goods in his store; they will usually prove good enough to re-sell these goods to the public.

He'll find in the book of advertising suggestion, which I have recently prepared for grocers under the title, "100 Good Ads. for a Grocery Store," a fund of ideas, which will help him talk interestingly about his goods. So will any other grocer.

The fact that Mr. Forsyth has sent some of his ads. to this department for criticism, shows that he is interested in doing good advertising,—that he wants to improve his ads. If he will read the suggestions and criticisms made in this department from week to week, I have no doubt he will find them helpful, and I hope that as he continues to improve his advertising, he will send me specimens, that I may have an opportunity to tell him how he is getting along.

The preceding talk on overstatement will serve as an additional criticism of the ads. he has sent me this time.

**FORSYTH
JR'S.
FAMOUS 30c. TEA**

IS THE BEST YOU EVER TASTED.

**FORSYTH JR.
WATER STREET,
DARTMOUTH.**

comes to the store time after time and finds that the articles advertised are really just as good, or even better, than what was claimed in the advertisement, he or she is liable to become a little enthusiastic over it.

We read in an advertisement of some special bargain—perhaps a half-price one,—or one of those very frequent "below cost" offerings,—and we wonder if the articles advertised are really as they are claimed to be. This is almost invariably the case, because we are so used to overstatement of facts. It is, then, something in the nature of a pleasant sur-



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Who Ships
BREAD and
CAKES ?

We Do!

The Nasmith Co., Limited, Toronto.

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



Hires
Root Beer

the who'e day long,
And you will feel "all right."

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

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

Setna & Co., "Chutneys"
Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds,
as follows : **Squirrel, Fox and Tiger.**

DRAINED PEELS in 10-lb. Drums and 112-lb. kegs.

PRICES ON APPLICATION.

SOLE AGENT FOR CANADA.

 **MONTREAL.**



QUAKER CEYLON TEA—black or green—

Sold in pound and half-pound packages, is sealed in Ceylon. Any tea which is not, fails to give you the same guarantee of purity and fragrance.

J.A. Mathewson & Co., Montreal
Agents for Canada and Newfoundland.

CEREALS

A Department
of
Mill Products

To the Trade.

WITH this issue we inaugurate a new department, having for its object the promotion of the interests of those engaged in the manufacture of cereals and milling products. The different features of these important industries are at the present attracting world-wide attention, and we trust that our efforts in this department will prove of value to the merchant and manufacturer as well. We hope to make our correspondence and leading matter generally of an interesting and profitable nature, and will spare no effort in our endeavors to advance the welfare of those engaged in the food and cereal trade. We hope that our friends will favor us in the meantime with any happenings of interest in their localities pertaining to the trade, or any suggestions that will aid the dealer in developing and making more profitable this department of his business.

Promise of Beneficial Results.

"The Canadian Grocer" is glad to learn that the recent meeting of cereal manufacturers is likely to lead to good results, and that not only the manufacturer, but the retail grocer is likely to receive substantial benefits as a result of the convention. A strong committee was appointed to make a report on trade evils and the proper remedy therefor, and the harmony since evinced promises well for the success of the movement.

For a long time past prices have been in a very unsatisfactory condition, both in a jobbing and retail way. The retail trade claim that they cannot buy on a uniform basis. This, combined with the indiscriminate price cutting by some of their number of leading lines of cereal goods to the consumer, has had a demoralizing effect, and the result is seen in the advertising of some lines at or below cost without regard to quality or popularity.

One of the most prominent manufacturers, doing a large Canadian business, took energetic steps some time ago to stop this evil as far as his products were concerned, and although the measures he adopted appeared a little drastic and may have cost him a little loss of business at the moment, he had the courage of his convictions, positively refusing to sell to those who refused to adopt a minimum figure. He was at last successful in establishing a firm price for his goods, which are now in greater demand than ever. "The Grocer" is satisfied that his retail friends will welcome any change that will put a stop to the selling of standard goods at a loss, and be quick to endorse a system that promises to yield them a fair and uniform profit.

The Cereal Food Industry.

In the current number of Success, Frank Fayant gives some interesting

facts as to the cereal food industry. He says:

"The varieties of food and drink that can be made from fruits, nuts and cereals are almost infinite in number. Already there are more than 100 on the market. Within a few years it would seem this scientific preparation of foods will be an immense industry, and the present remarkable output of nearly \$50,000,000 a year will be increased many times. The rise of the breakfast food industry has made popular the package idea for kitchens. American housewives take kindly to pasteboard packages or cartons. The sudden growth of the industry would have been impossible without the cartons. Small pasteboard boxes and large wooden cases, each holding two or three dozen cartons, are very large items in the cost of production, but labor-saving machinery cuts these items down to a minimum. In the food factories the cartons are cut, printed and folded almost automatically, and after they have been automatically filled with cereal food they are closed with paste by machinery. Only by the use of this automatic machinery is it possible to keep the price of the cartons under a cent a piece. A fraction of a cent is not much money, but one Chicago factory spends more than \$5,000 a day in cartons. It recently gave an order for \$90,000 worth of paper for labels and 50 tons of ink to print them. The cost of wooden packing cases about equals that of the cartons. One factory uses a piece of paraffin paper to wrap the product inside the carton. This paper costs more than \$100,000 a year, but the manufacturer thinks that American housewives want to have it, and the sale of this particular product would seem to indicate that they are right.

Not all get rich who erect food factories. The profit in the sale of cereal foods is large, but a market is not to be had for simply the asking. It needs just as much sagacity to make money out of a food factory as it does out of a rolling mill or a railway. A market can be created and kept in existence only by persistent publicity, and by publicity that costs. It costs \$400 to \$800 in advertising to sell \$1,000 worth of breakfast foods. The man who makes wheat-coffee spent last year \$884,000 in advertising in 800 newspapers and 30 magazines, and this year he is spending \$1,000,000. The maker of shredded wheat spends \$700,000 a year in publicity. The maker of another well-known food was recently spending more than \$100,000 a month for advertising. He paid \$5,000 for the privilege of painting the name of his product on a big chimney in lower New York that can be seen from all the North River ferry boats. He has for months kept before the public eye a comic figure and some swinging rhymes about his food. It has made England and America laugh, but the laugh has cost the manufacturer hundreds of thousands of dollars."

A New Design.

The Tillson Milling Company have adopted a new box design, in which our Scotch friend is a prominent figure. The new package, which is of a very attractive appearance, is the work of the Firstbrook Box Company, Limited, Toronto.

Through the Rollers.

Isaac Snider, formerly of the Winkler Flour Mills, has taken a lease of the Morden Roller Mills.

In the district of Moose Jaw, N.W.T., the grain is over 5 in. high, and conditions could not be more favorable.

It is said that The Colonial Elevator Co., whose headquarters are in Milwaukee, will build a 30,000 bushel elevator at Treherne.

"The Grocer" had a visit on Monday from Mr. Albert M. Reay, the Western representative of the Force Food Company, Buffalo, N.Y.

Thousands of bushels of oats grown in the Territories are being sold in the Yukon this year. Formerly this market was supplied from Washington and Oregon.

The A. Keely Milling Company, Limited, with a capital stock of \$400,000 will start business at Brandon about July 1. They already have an order for 10 car loads of flour from the Fiji Islands.

The Millers' National Federation, which met in convention at Detroit last week, adopted resolutions demanding the speedy adoption by the National Government of a broad, liberal and comprehensive policy of genuine reciprocity. The fullest measure of reciprocity between the United States and Canada was especially favored, and a memorial was adopted on the subject, which will be forwarded to President Roosevelt.

As indicating the development in transportation, it is understood the Ogilvie Flour Mills Company have recently made charters for upwards of two million bushels No. 1 hard Manitoba wheat, to load at Fort William and come through the all water route via the great lakes, St. Lawrence and canal system to Montreal, unloading direct without transshipment at the large mills of the Ogilvie company on the Lachine Canal basin.

The great grain and cattle growing States of the west are excited about the great increase of wheat acreage of western Canada, where the rush of settlers promises, in a few years, to completely change the wheat map of the continent.

Leitch Bros., millers, of Oak Lake, Manitoba, have issued a writ against The Canadian Pacific Railway Company, claiming damages for breach of duty by the defendants in failing to make proper provision for the moving of the mill stuffs and flour of the plaintiff, as they were bound to do as common carriers.

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

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

Put up in attractive two-pound packages.

Tillson's Oats--Pan Dried

A Food, not a Fad.

The Tillson Company, Limited,
TILLSONBURG, ONT.



Dominion Brand Condensed Milk

(Sweetened)



Noted for purity of flavor and general quality. A popular brand and a sure seller. A Canadian product prepared from the finest selected fresh milk.

Entirely free from adulteration.

SAMPLES ON APPLICATION.
TRADE ORDERS SOLICITED.

Selling Agents in Canada

CITY DAIRY CO., Limited, TORONTO.
D. RATTRAY & SONS, QUEBEC.
JOS. E. HUXLEY, WINNIPEG.
THE BAKER, LEESON CO., Limited, VANCOUVER.

GROGER'S NOVELTY.

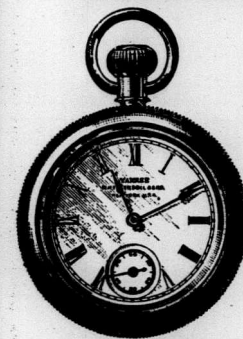
THE

Ingersoll

American Watches.

RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.



We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any General Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane,

NEW YORK, U.S.A.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

GROCCERS AND TOBACCOS.

"THE CANADIAN GROCER" is pleased to learn, both from personal observation and the reports of manufacturers, of the steadily increasing interest evinced by the retail grocers of Canada in the cigar and tobacco trade. Not only is this interest particularly noticeable in the smaller towns and villages, but many of the trade in the larger cities are devoting considerable attention to the handling of this class of goods, and our advertisers report a marked increase in the demand for the higher priced goods of their manufacture.

Many grocers tell us that they are both surprised and gratified at the unlooked-for success they have obtained in this department, and some are so sanguine as to the future that they are already replacing their fittings with those of a more elaborate description.

"The Grocer" noticed in one street in Toronto quite a number of first-class grocery stores showing a cigar and tobacco sign, and on further investigation, was pleased to find what taste had been shown in display with very little additional trouble and expense. Apart from the profit accruing from the sale of goods in this department, they all agreed that its introduction had brought them increased custom in the sale of other goods. All expressed their appreciation of the efforts that "The Grocer" is making to further their interest in this regard, and it will be a pleasure on its part to furnish any information which may be of help or value to those interested in the department.

We are much pleased to hear of the success of those who have acted on the suggestion of "The Grocer," and will be glad if others in the trade will favor us with their experience.

TWO HANDSOME PRESENTS.

Edward Pope, of the office staff of The George E. Tuckett & Sons' Company, Hamilton, was the recipient of two very handsome presents on Friday last as also the felicitations of his friends on his approaching marriage. Mr. H. B. Witton, on behalf of his colleagues in the office, gave him a beautiful tea service, and Mr. Geo. T. Tuckett, for the company, presented him with a cheque for a substantial amount. Mr. Pope feelingly expressed his thanks, referring to the good

feeling existing between the firm and their employees.

APPRECIATIVE REMARKS.

"The Grocer" had a call on Monday from Fred Spires, the well-known representative of J. M. Fortier, Limited, Montreal. Mr. Spires, in referring to the many retail grocers throughout the country who were adding a cigar and tobacco department, acknowledged our efforts towards educating the trade in this direction.

A TOBACCO FIRM'S UNIQUE IDEA.

IN these days of enterprise even disasters are turned to account and the Empire Tobacco Co. deserves a great deal of credit for its originality in making the recent drought a subject of interest. The owner of "Bobs" invited his clients to beat out the learned astronomers and predict the day and hour of the first shower; to the six persons furnishing the most correct answer, the company offered six prizes in gold, viz' \$50, \$25, \$20, \$15, \$10 and \$5 respectively. To the next 500 competitors coming nearest to the answer, the company promised to send, free of charge, one of the illustrated catalogues of The Empire Tobacco Co., giving a description of over 500

premiums exchanged for "Snowshoe Tags." The answers had to be in one hour previous to the first shower.

The long drought was broken on Sunday last at 11.30 p.m., according to the record kept at the McGill observatory and it has kept the company busy all this week going through the thousands of guesses made and picking out the correct ones. It hopes, however, to have the lists ready in a day or two.

WHY USE TOBACCO?

The reason is simple and philosophical enough, says The Smokers' Magazine. The practice contributes more to human

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .
 HIGH ADMIRAL
 SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Open it To-day!

Open up that Cigar Department you've been dreaming of so long—open it to-day! I'll supply you with an assortment of a thousand or more of the best selling cigars in Canada and we'll call it a "trial order" if you like

Payne's Cigars

I take all the risk because you can send the cigars back AT MY expense if not satisfied. No money passes!

J. BRUCE PAYNE, CIGAR MFR.,
Granby, Que.

Steadily upward day by day,
The following brands have forced their way :

Harold H. }
Kim } **CIGARS**
La Fama }

Through the mists of prejudice and competition until now in the full sunlight of popularity they enjoy a patronage surpassed by none, equalled by few.

Brener Bros., Mfrs. London, Can.

FLAVOR AND ODOR

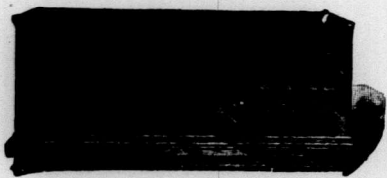
are everything in a cigar—the flavor to the smoker and the odor to those who are in his company.

Tuckett's Marguerites

possess both to a high degree. They are popular sellers and pay a good profit to the retailer.

ASK US FOR SAMPLES AND PARTICULARS.

Tuckett Cigar Company, Limited, Hamilton.



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

TOBACCOS AND CIGARS

The Grocery Trade and "Ronto"

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

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

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

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

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

SOLD ON MERIT:

CHEWING

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

SMOKING


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

STRICTLY UNION MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

SMOKE



Security W.H.S. Co.
S and H
York

STEEL'S

RETAINED
W.H.S.
CIGARETTES
Our Leading Four

W. H. STEELE CO.,
Limited
40 Scott St., Toronto.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

comfort, and therefore to human happiness, and, therefore, the greatest good than any one of the material products of nature. And it does not interfere with the rights of others. There is the whole thing. Nothing will take its place, nothing can take its place.

Give a workman his chew, and he works contentedly. Does he not need contentment? For the average man, this is none too easy a life. He works hard and worries a good deal; sees little result and is not certain of much to follow.

Tobacco is more than a stimulant and sedative. It possesses the qualities of these without any of their baneful effects. It is an all day, all the year 'round standby, better than bread, for bread is a necessity, and there is no gratitude for necessities. It is an age of luxury, and the only approach to luxury possessed by the many is bound up in a plug of tobacco or a cigar.

THE ESSEX TOBACCO CROP.

Alarming reports appeared in the daily papers a few days ago in regard to the tobacco crop in Essex County, Ontario. Some of the reports intimated that the crop would be almost a total failure. "The Canadian Grocer" instituted special inquiries in regard to

TOBACCOS AND CIGARS

these reports and it is gratifying to learn that they were greatly exaggerated, although unfortunately it is true that some damage has been done.

TOBACCO IN A MARRIAGE CEREMONY.

Among the Tchulian Tartars a curious mode of "popping the question" is reported. The Tchulian Coelebs in search of a wife, having filled a brand new pipe with fragrant tobacco, stealthily enters the dwelling of the fair one upon whom he has bestowed his affections, deposits the pipe upon a conspicuous article of furniture and retires on tiptoes to some convenient hiding place in the neighborhood, local etiquette requiring that he should execute this strategic movement apparently undetected by the damsel of his choice or any other member of her family. Presently he returns without further affectation of secrecy and looks into the apartments in a casual sort of a way. A single glance at the pipe he

GROCERS ARE INTERESTED.

The following letter received this week from The Dominion Show Case Company, Richmond street, Toronto, speaks for itself:

Toronto, June 16, 1903.

Editor Cigar and Tobacco Department,
CANADIAN GROCER.

Dear Sir.—You will be pleased to know that we have received several orders recently for cigar and tobacco show cases, as a result of our advertisement in that department of THE CANADIAN GROCER.

This would indicate that the Grocery trade are commencing to evince an interest in what promises to be a very profitable branch of their business.

Yours respectfully,

THE DOMINION SHOW CASE COMPANY.
Per N. R. LINDSAY.

left behind him enables him to learn the fate of his proposal.—If it has been smoked he goes forth an accepted and exultant bridegroom; if not, the offer of his hand and heart has been so irrevocably rejected as not to be even worth a pipe of tobacco.

"IN THE RANKS."

BLINK.—"What kind of a cigar is that, old man?"

BLANK.—"It's called 'The Soldier Boy.'"

BLINK.—"I notice it belongs to the ranks."

WHIFFS.

Mrs. Peck: What smells worse than a dirty old pipe?

Mr. Peck: Two pipes, I suppose.

Reggie: I'm getting devilish. I drank a whole seltzer this morning.

Chollie: Dear Chappie, I beat you. I smoked half a cigarette.

The Canadian Grocer

Jimmy, Jr.: Pop. What's a quid pro quo?

Jimmy, Sr.: I don't know what a quo is my son, but a quid is a chaw of ter-backer.

NOTES OF THE TOBACCO TRADE.

THE cigar manufacturers of Winnipeg have agreed to the demands of their employes with the exception of the Western Cigar Factory and G. F. Bryants, who are not using the label or paying the scale.

McCallum's store in Berlin has been much improved and his cigar display attracts much attention.

Robert Pinchin, managing director of The McAlpin Consumers Tobacco Company, Toronto, left on Tuesday on a trip to the Pacific coast.

The grocery store of Robert Stuart, Ingersoll, was burglarized last week, and the thieves succeeded in getting away with a quantity of tobacco.

Mr. Fenwick, representing W. H. Steele & Co., wholesale pipe and cigar dealers, of Toronto, was a passenger on the train recently wrecked at Scoville Lake.

The W. H. Steele Co., Limited, Toronto, report large sales of their "Security" cigar, and the retail trade refer to it as one of the most desirable brands on the market.

A prominent retail cigar dealer in Toronto recently informed "The Grocer" that the "Ronto," a 5c. cigar lately introduced by T. J. Horrocks, was scoring a big success.

The extraordinary increasing output of the Marguerite cigar is one of the features of the cigar trade, and the superior quality of this high-grade cigar certainly appears to warrant the large demand.

The Dominion Show Case Company report a busy season. The shipments of cigar cases they have made of late to grocers in various parts of Canada indicate the interest they are taking in the cigar and tobacco trade.

The French Government, which controls exclusively the sale and manufacture of tobacco in France, has made a contract with The Havana Tobacco Co., a subsidiary company of the tobacco trust, by which all Havana tobacco, cigars, cigarettes, etc., will be bought from The Havana Co.

J. W. McCullough has added a cigar and tobacco department to his attractive grocery on the corner of Spadina avenue and Sussex street, Toronto. With a handsome showcase and a carefully selected stock Mr. McCullough makes a neat display and expresses himself as being well pleased with the results of the department.

COMMERCIAL EDUCATION.

THE CANADIAN GROCER takes pleasure in commending to the favorable consideration of its readers the educational advantages offered by the Guelph Business College, Guelph, Ont., the advertisement of which will be found in another column. Under Principal MacCormick's able direction the institution is doing high-class work and widely extending the range of its influence. It is centrally and pleasantly located in the Traders' Bank Building, Wyndham and Douglas streets. All branches of commercial education, including stenography, typewriting and all branches of pen-art are thoroughly taught. English, French and German are taught by the best, up-to-date methods, with a view to business or professional requirements. Business firms are provided with competent book-keepers, stenographers, etc., on application to Malcolm MacCormick, B.A., Principal.

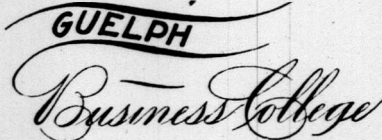
A BUSINESS MAN FOR PARLIAMENT.

John Watson, of Nesbitt, who is the Liberal candidate for South Brandon, is the nephew of John Watson, of Ayr, Ont., the founder of the well-known agricultural implement house. He was born in Seaforth, Ont., August 1, 1863, came to Portage la Prairie in 1878, and was engaged in business there for some years. In 1894 he settled in Nesbitt as a general merchant, and is now a prosperous business man, conducting a large farm in addition to a general store. He has been president of the Liberal Association of South Brandon for the last six years, and upon Mr. Fowler's declining renomination, owing to his removing to the city, was unanimously placed in nomination by the South Brandon Liberals. In 1893 Mr. Watson was married to Emilie Leech, and has a family of young children.—Free Press, Winnipeg.

TWO NEWMARKET FIRMS.

Hunter Bros., dry goods merchants and grocers at Newmarket, are putting in modern plate-glass fronts to their store. Business with them has increased greatly during the past few months, and the alterations begun will help to make the exterior of the store as attractive as the interior has been since these enterprising young men took hold of the business a year ago.

W. A. Brunton, Newmarket, Ont., has removed to premises nearly twice the size of his former store across the street. Both his dry goods business and grocery trade have increased satisfactorily since the removal.



The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.
MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

Their cost is so trifling

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

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

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.



Key Tags made of Brass, Aluminum, or hard Fibre Board Badges for Hotels, Fire Companies, Police, Railroads, etc., made in great variety, send to us for satisfactory goods. Get our Catalogue No. 6.

**Hamilton Stamp & Stencil Works,
Hamilton, Ont.**



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

REFRIGERATORS.



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

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

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

SPECIAL

30,000 lbs. **MARACAIBO COFFEE** (good quality) 13½ cents roasted.

40,000 lbs. **PRIVATE ESTATE JAVA** (fancy) 23 cents roasted.

Delivered your Station. Terms, cash in ten days less 2% or 60 days acceptance. Will ship in quantities to suit; coffee now in Canada and ready for prompt delivery, roasted fresh on day of shipment; we prepay freights and coffee may be returned if not as represented. Trial order will convince you that we are headquarters for GOOD COFFEES at LOW PRICES.

Packed in Barrels; barrels free.

Packed in Tins; tins charged for at cost and returnable when empty at price charged.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Selling Agents for above.



There is a Juiciness, Tenderness and Tastiness in

Clark's Cooked Lunch Tongue,

which will please your **Best Customers,**
Bring Repeat Orders

AND

Win New Trade.



Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

“The wise merchant sees his opportunity.”

MORAL

Stock Tip-Top Soap Chips 

AT ONCE



JOHN BROMLEY & SONS,

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

BLOOMSBURY WORKS, LEEDS, ENGLAND.

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

REQUIRE A SOLE WHOLESALE PURCHASING AGENT IN CANADA FOR

**BROMLEY'S
COFFEE ESSENCES**

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

**DR LAING'S
CREAM SAUCE**

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

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

CANADA IN SEPTEMBER, TO COMPLETE ARRANGEMENTS.

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

ALL APPLICATIONS TO BE MADE TO

JOHN BROMLEY & SONS, BLOOMSBURY WORKS, LEEDS, ENGLAND,

Stating what other English Agencies are held, if any.

NEW CHEESE AND BUTTER STANDARDS.

AN important joint meeting of the cheese and butter salesmen, members of the Montreal Produce Merchants' Association and officials of the Dominion Dairying Service was held at Montreal on June 2nd in the Council Chamber of the Board of Trade, which was very kindly placed at the disposal of the visiting delegates. The meeting was arranged by Mr. J. A. Ruddick, chief of the Dairy Division of the Dominion Department of Agriculture, who was called upon to preside in the absence of Prof. Robertson.

The chief object of the meeting was to consider the questions of standards of quality and descriptive terms for the different grades of cheese and butter. The lack of authoritative finding on these points has sometimes resulted in misunderstandings and disputes, and it was Mr. Ruddick's idea that a representative conference for the interested parties to discuss the specific questions above mentioned would lead to some definite conclusions which would be beneficial to the trade as a whole. In this he was not disappointed, as nearly one hundred salesmen, exporters, instructors and others interested in the export trade were present, and steps were taken which cannot help but lead to improvement in the marketing of cheese and butter.

In opening the discussion, Mr. Ruddick outlined the efforts made by the Dominion Department and by the Provincial Governments of Ontario and Quebec to bring about a more general system of inspecting cheese and butter before it was placed on the market. He pointed out that dairying was making rapid strides in Denmark and Russia, and that Canada should be prepared to meet stronger competition in the future than in the past. Only steady improvement in the quality of our dairy products will enable us to retain our present position in the British market.

BETTER STANDARDS AND DEFINITIONS.

Z. F. Lawrence, proprietor of and salesman for the West Shefford creamery, who was the first speaker, spoke in favor of adopting standards of quality for butter and cheese for the accommodation of all concerned, and to stimulate improvement in manufacture. He explained the loss to which butter and cheese makers are put by lack of good definitions, and pointed out the difficulty which he and other salesmen have in trying to conform to the requirements of the export trade, without

having some clear-cut definitions of grades and standards of quality from some authoritative source. He illustrated his point by referring to a clause in the circular issued by the Montreal Produce Merchants' Association allowing 3% salt in butter. The "3 per cent. of salt" was very indefinite, as salt added at different stages of the making produced very different results. Mr. Ayer, on behalf of the association, explained that "3 per cent. salt" meant that the 3 per cent. of salt was added after the butter was worked thoroughly dry. This gave a distinctive flavor of salt, as required.

BAD PACKING.

A. A. Ayer, of Montreal, spoke especially of the wretched boxes in which Canadian butter is frequently packed. Many creameries made good butter but few packed it properly. He showed a number of boxes which had been sent to him as samples, and pronounced them all unsatisfactory; the wood was too thin, the sides not properly fastened together and the cover hooks not good enough. The paraffining was also bad.

Mr. Byers, of Vankleek Hill, Ont., said that a good deal of the best Canadian spruce was purchased by Americans. He lived near a mill and knew that it would be easy to get spruce large enough to make good, strong boxes, instead of the flimsy packages made from narrow remnants, which are too often used. For the sake of a cent or two on the price of the boxes factorymen were endangering the whole butter trade. Mr. Ayer pointed out that Argentine butter was frequently shipped in boxes made from the best Canadian spruce and much superior to those in general use here. It was also shown that New Zealand and Australia, although comparatively new to the business of exporting dairy products, are putting their butter on the British market in much stronger and more satisfactory boxes than Canadians are using.

NOT ENOUGH DISCRIMINATION BY BUYERS.

Mr. H. S. Foster, president of the Bedford Dairymen's Association, remarked that the buyers in the large centres, particularly Montreal, did not give any extra consideration to offerings of butter and cheese which were first class in every particular over offerings of a poorer grade. He claimed that the superior quality should be recognized, and the makers encouraged by its drawing a higher price in the market. If a factory went to extra expense and trouble to turn

out a fine grade of cheese or butter, that product should command a higher price.

THE NEW STANDARDS.

A general discussion took place in regard to the standards adopted by the Montreal Produce Merchants' Association, and it was found to be the opinion of the meeting that these standards, which had proved satisfactory in business transactions between exporters, and which provided a legal basis on which to settle any dispute that might arise concerning such transactions, were suitable for general adoption. The following resolution was finally adopted.

The following shall be the definition of finest butter:

Butter—Finest creamery butter shall be butter made in a creamery under the system known as the centrifugal or separator process.

Flavor—Sweet, clean and fresh.

Body—Good and uniform and not loose made or watery; must contain less than 16 per cent. of moisture to conform to the law in England. With proper care none of our Canadian butter should contain more than 13 per cent. moisture.

Colour—Even and uniform; should be straw coloured or pale, but not white or lardy.

Salt—Must not be over 3 per cent., unless by special arrangement.

Package—Boxes must be strong, well made, of well seasoned wood, properly paraffined; of the uniform capacity of 56 lbs., clean and in good condition for shipping. When hooks are used, four hooks in each box. Tubs must be strong, neat and of uniform size. Pure vegetable parchment paper of not less than forty pounds to the ream must be used for lining all packages.

PACKING BUTTER.

James Dalrymple submitted the following suggestions in regard to the packing of butter:

Fodder butter should be salted 4 per cent., clean in make and clear straw color. Fresh or new made should not be kept till stale before shipping, but should be in consumers' hands 10 to 15 days after it is made. Neat and clean 30-lb. tubs and 56-lb. boxes only should be used, as the appearance adds much to the value of the butter.

It will be well to bear in mind that the home trade has come to know the value of the 56-lb. boxes, finding the same more profitable, as they enable the retailer to cut his butter much neater.

Gathered Cream Butter or Western Ontario—This should be shipped often and given to the consumer when fresh; three or four days make great difference to the quality.

Parchment paper should be the best, and free from any inclination to mold; grading of butter is not desirable; what is No. 1 to-day will be No. 2 next week.

THE CARE OF CHEESE.

The matter of cheese was then taken up by R. M. Ballantyne, president of the Produce Merchants' Association. He pointed out defects in the quality and package. The greatest care should be taken to keep the factory clean, as otherwise bacteria would develop and infect the cheese and produce a bad flavor. He spoke of pack-

Flett's

Pickle Curiosity.

Just for curiosity's sake,
try selling

FLETT'S PICKLES

The result will surprise
you. It has others.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

“ Satisfaction
is our stronghold ”

says the progressive grocer.
Knowing this, he sells

**PATERSON'S
WORCESTER SAUCE,**

admitted by those who know
to be the best sauce on
the market to-day at a
moderate price.

ROSE & LAFLAMME, Agents, MONTREAL.

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

(Established over half a century.)

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

For terms and descriptive advertising matter apply
to our agent—

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

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

Grimble's

PURE MALT



Vinegar

Brewery: London, England.

Agent:

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

THE CANADIAN GROCER

ages, recommending an 80-lb. cheese and a 14½ to 15c. hoop.

A. J. Hodgson did not want the cheese shipped in too green boxes, and impressed upon factorymen the importance of using strong boxes, as thousands of cheese were arriving on the other side without the vestige of a box.

Mr. Ballantyne moved the adoption of the following requirements of finest cheese, seconded by Mr. Hodgson:

Cheese—Flavor—Clean and pure.
Body—Close, good and well cured.
Texture—Silky, solid and meaty.
Color—Good and uniform.
Finish—Of good shape and fairly uniform in size, neat in finish, with good rinds and clean surfaces.
Boxes—Must be strong and close fitting.

The recommendation was carried:

PRESERVATIVES.

It was then moved by A. A. Ayer, and seconded by H. A. Hodgson, "That this meeting recommend the use of at least ¼-lb., and not more than ½-lb., to each 100 lb. of butter, of the best preservative, especially prepared for butter, and that this should be thoroughly mixed with the butter."

This motion was also adopted.

THE MINUTE MAN.

At a recent Sunday school convention in Toronto the president announced a hymn. But there was no one to play the little organ.

"Will some one come?" he asked, "there must be 150 players here."

There was an awkward pause, said a reporter in describing it, and a short fat man jumped up and made a bee line for the stool.

"I don't know how she goes, but I'll do the best I can."

That's what he said when he sat down. He did his best, and his best was good. That fellow, I learned, is a success in life. He does his best at anything he undertakes.

He is a Minute Man.

We want Minute Men in Canada.

By Minute Men I mean fellows who can jump into a gap, who can pull success out of defeat; chaps with gall enough, but not too much; utility men, who, if they haven't got a hammer, will take a stone.

We need them.

There are enough people in the world like those 150 players who can, but won't; who are afraid to get up. Afraid of what? Afraid of themselves.

This Minute Man said, "Here goes."

Minute Men are rare birds.

"Good men are scarce, and money is a secondary consideration when we land one." That is what a manager in one of

the largest departmental stores in the world told me.

He meant Minute Men when he said good men.

He meant men who can think for themselves, men who can and do, men who are sixteen ounces of get there to the pound, who have an emphasis on their No and another on their Yes.

Supposing that fat chap had not played the organ. He might have sat there and said to his soul: "Here now, I'm not used to that pesky little organ. I play a piano. I wonder if my tie is on right? Is my hair brushed down behind?"

He didn't wait to talk to his soul, but got up and played.

He might have said: "Why didn't they have an organist ready? That's stupid on some one's part."

But his body wiggled as he pumped with his feet, and his face shone and he sang all over.

You can go into any office, store, or factory of any size in Toronto, Canada, America, or the wide world, and you will find men and women who say: "That ain't my work, let him do it himself. Who said I had to do that? It will soon be six o'clock."

Give a Minute Man a job and he will do it if there is any do to it.

Give the average man a job, and he will try and get the other fellow to do it.

The average man has a horizon bounded on the north by his nose.

The Minute Man looks away out with eye almost prophetic. Then he digs in. If he can, he does. The average man is handicapped by besetting sins. So is the Minute Man. But he hustles to beat out the handicapper, the Devil.

He is like the fellow at the organ.

OUR WEST INDIAN TRADE.

Editor THE CANADIAN GROCER,—Referring to the article published in your issue of June 5, under the above heading, purporting to be an interview with me, I was sorry to find it was so much garbled as to be entirely contrary to be the opinions I expressed.

The views published as if they were mine of the sugar situation, relating to West Indian trade with Canada, were fortunately so palpably erroneous that any of your readers having knowledge of the correct position would I hope understand that no man who knew anything about sugar could have expressed such views. The manner in which the article was written up made it clearly evident that there was a misunderstanding on the part of your

representative in taking his notes, as he makes me appear to have said many contradictory things.

To a more or less extent the other items touched on were likewise distorted.

In justice to me, but with no intention of trespassing on your space, or your readers' time, if they took the trouble to read the article referred to, by supplying a correct statement of my opinions for publications, I must request you to kindly publish this letter in your next issue of THE CANADIAN GROCER, and oblige.

Robert Anderson,
Manager of Robert Crooks & Co.,
Montreal,

APPLE EXPORTERS FAIL.

M. A. Peterson & Co., apple exporters, Toronto, have assigned to E. R. C. Clarkson.

The firm has for a number of years been one of the largest exporters of apples from Canada, and has wide connections in Ontario and the East.

Some years ago the company sustained serious losses which they have been unable to make good on account of the unprofitableness of last year's trade. So that an assignment was necessary.

It is reported that the liabilities will be in the neighborhood of \$75,000, but this cannot be relied upon, as no statement of the affairs of the company has as yet been issued.

The custom has been to buy apples through agents, the central firm furnishing the money and dividing the profits and losses. A number of these agents are debtors of the firm.

SHIPMENTS OF BANANAS.

Messrs. Marsh, of the West Indies Steamboat Line, on June 10 had an interview at Ottawa with Hon. Sydney Fisher and Dr. Montizambert. It appears that boats laden with bananas from Jamaica and other islands of the West Indies are often kept by the Maritime authorities at Halifax over-night. This, of course, is very detrimental to the fruit, and Messrs. Marsh wished to know if something could not be done to remedy this. They said that in a warm season one night's delay would often mean the loss of the cargo.

"Could not arrangements be made by which immediately on arrival the cargo could be discharged?"

Mr. Fisher stated that he was not aware of the circumstances, but now that he had been informed, he would take immediate steps to remedy the evil.



GOOD BIRD SEED
is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.
Be ready for the demand.
Samples and full particulars free.
NICHOLSON & BROCK, TORONTO.

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers of
**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**
Our goods have a reputation. **MADE IN CANADA**

Good Wrapping Paper.
That's the only kind to buy. Something that can be relied upon. Our brown and manilla wrapping papers are manufactured with this end in view. Consequently they are extremely tough and durable.
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

BUTTER PARCHMENT PAPER.
BUTTER TUBS.
Prompt shipment ex Factory or Warehouse.
WALTER WOODS & CO.
HAMILTON and WINNIPEG.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO.



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass - book entries, where you have to allow your customer's kick, or lose him.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

For over a Century
and a Half.



KEEN'S MUSTARD

has been on the market since 1742.

Its trade has been increasing ever since this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

Current Market Quotations for Proprietary Articles

June 18, 1903.

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

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 2, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond	Per doz.
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	21-lb.	10 50
1 doz.	21-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	21-lb.	4 10
1 "	5 "	7 30
1 "	6 "	7 30
1 "	12-oz.	\$4 55
1 "	16 "	"

JERSEY CREAM BAKING POWDER.	Per doz.
size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

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

Blacking.

HENRI JONAS & CO.

Jonas' "Blacking" per lb.	\$9 00
Froments " "	7 50
Military dressing " "	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Boeck's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.

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

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

French Peas, Delory's—	
Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines—	
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	2 50

Cereals.

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

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	1 80

Chocolate—	per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 6's	0 42

Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 25
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1/2's, " "	4 50
" " 1-lb. " "	8 25
Homoeopathic, 1/2's, 14-lb. boxes	"
" " 1/2's, 12-lb. boxes	"
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

CADBURY'S.

Frank Magor & Co., Agents. Per doz.

Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/2 and 1/4 pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

THE CANADIAN GROCER

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.	\$ 3 90
3 cases	3 50
5 cases	3 40

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-lb. tins.	per doz. \$ 1 40
1-lb. tins	2 50
1-lb. tins	5 00
Durham 4-lb. jar.	per jar. 0 75
1-lb. jar.	0 25
F. D. 1-lb. tins.	per doz. 0 85
1-lb. tins.	1 45

HENRI JONAS & CO.

Pony size	Per gross.
Imperial, medium	\$ 9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes—	
1-lb. tins	per lb. \$ 0
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
"Old Crow" 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

Barton & Guestier's quarts.	Per case \$ 8 00
pints	8 00

Orange Marmalade.

THE EBV, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass.	\$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.	per doz. \$ 0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock	
10-oz. glass jars, 2 doz. case.	per doz. \$1 00
16-oz. glass jars, 2 doz. case.	1 50
Quart gems, 1 doz. case.	3 35
In 5-lb. tins.	per lb. 0 09

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.	
cement stoppers (pints).	per doz. \$ 2 30
Corked	1 90

Soda.

COW BRAND.

DWIGHT'S	Case of 1-lb. containing 60 pkgs., per box, \$3 00.
SODA	Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
	Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
	Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case.	\$2 70.
Case 96 10-oz. pkts. (60 lb.), per case.	\$2 80.

"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages.	Per case. \$ 2 75
No. 2, 120 1/2-lb.	2 75
No. 3, 30 1-lb.	2 75
	60 1/2-lb.

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors.	per gross \$10 20
black	15 30
Oriole soap.	10 20
Gloriola soap.	12 00
Straw hat polish.	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$ 0 06
No. 1 " " 3-lb.	0 06
Canada laundry.	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 06 1/2
Kegs silver gloss large crystal.	0 06 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, bbls. and kegs.	0 05 1/2
Benson's enamel.	per box 1 25 to 2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08 1/2

BEE STARCH.

Cases, 64 packages, 48 s.	5 00
1-Cases, 32 packages, 24 s.	2 50

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case.	0 07 1/2
6-lb. enameled tin canisters, 8 in case.	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch	
Boxes of 45 cartons, per case.	3 40

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2
Laundry Starches	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
3-lb. cartons, 36 lb.	0 06
200-lb. bbl.	0 05 1/2
100-lb. kegs.	0 05 1/2

Canada Laundry, 40 to 46 lb.

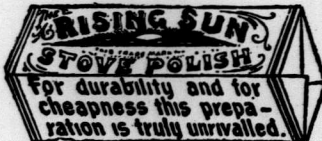
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07 1/2
1-lb. fancy, 30 lb.	0 07 1/2
large lumps, 100-lb kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Rising Sun, 6 oz. cakes, 1/2 gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2 gross boxes.	10 00
Sun Paste, 5c. size, 1/2 gross boxes.	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	2 25
20 " " " " " " " "	2 10



Teas.

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's.	\$0 20	\$0 25
1's.	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's, 1/3's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's.	0 36	0 50
Gold Label, 1's.	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 30 1-lb.	0 36
" " 120 1-lb.	0 36



Blue Label, 1's.	\$0 18 1/2	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Green Label, 1's and 1/2's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's.	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality.	\$0 65	\$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c. "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens—

No. 1	\$0 35	\$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"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" II 80-lb. boxes.	\$0 37 1/2
III 80-lb.	0 35
IV 80-lb.	0 30
V 80-lb.	0 30
XXXX 80-lb. boxes.	0 25
XXX 30-lb.	0 26
XXX 80-lb.	0 23 1/2
XX 30-lb.	0 24 1/2
XX 80-lb.	0 20
XX 30-lb.	0 21
LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 30

Black Teas— "Nectar" in lead packets—

Green Label.	retails 0 26 at 0 20
Chocolate Label.	0 35 at 0 25
Blue Label.	0 50 at 0 36
Maroon Label.	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" " " " " " "	0 42 1/2
" " " " " " "	0 50
" " " " " " "	1 50

"Condor" Ceylon black tea in lead packets—

Green Label, 1's, 1/2's and 1/3's	
60-lb. cases	retail 0 25 at 0 20
Grey Label, 1's, 1/2's and 1/3's	
60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1's and 1/2's	
60-lb. cases	retail 0 35 at 0 26
Blue Label, 1's, 1/2's and 1/3's	
50-lb. cases	retail 0 40 at 0 30
Red Label, 1's, 1/2's and 1/3's	
50-lb. cases	retail 0 50 at 0 34
White Label, 1's, 1/2's and 1/3's	
50-lb. cases	retail 0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17 1/2

LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1-lb. packages)	\$0 35
(25 1-lb.)	0 34
No. 1, cases 50 lb., in 5-lb. tins.	0 35
No. 2, cases 50 lb., (50 1-lb. packages)	0 29
(25 1-lb.)	0 28
No. 1, cases 50 lb., in 5-lb. tins.	0 29
No. 3, cases 50 lb., (25 1-lb. packages)	0 23
(25 1-lb.)	0 22
No. 3, cases 50 lb., in 5-lb. tins.	0 23
Green Ceylon, No. 1, (50 1-lb. packages)	0 35
(25 1-lb.)	0 34
Green Ceylon, No. 2, (50 1-lb. packages)	0 29
(25 1-lb.)	0 28

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Smoking—Empire, 3/8s, 5s. and 10s.	\$0 39
Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 1 oz.	0 38
Bobs, 5s. and 10s.	0 39
" " 11 1/2 oz. bars, 5 1/2s.	0 39
" " Currency, 13 1/2 oz. bars, 11s.	0 42
" " 6s. and 11s.	0 42
" " Old Fox, narrow, 11s.	0 42
" " Snowshoe, 1 lb. bars, sp'd 6s	0 46
" "	

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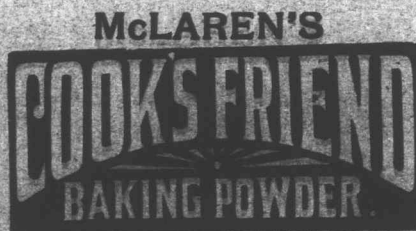
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Pearl Assortment Glass Sets.



Butter for D002 Set.

*all returned Oct 23/1903
see page 54 col 1-6/23*

doz. D102 Glass Sets (4 pcs.) costs you \$2.25 doz.....	\$1.12	Sells for 25c. Set.....	\$1.50
doz. D002 Glass Sets (4 pcs.) costs you \$2.75 doz.....	1.37	" " 30c. ".....	1.80
doz. D502 Glass Sets (4 p.s.) costs you \$3.00 doz.....	1.50	" " 40c. ".....	2.40
doz. D504 Glass Sets (4 pcs.) costs you \$3.25 doz.....	1.62	" " 50c. ".....	3.00
Costs you.....	\$5.61		\$8.70
Sells for.....	8.70		
Your profit (nearly 60 per cent) \$3.09			

Or including package in the cost you would still have 50 per cent for profit. Does not that suggest itself to you as a good one and one that you should order promptly. Full weight goods, nice designs, popular prices, large sizes. Quantities of each line so small that any store can handle them, and will be sending repeat orders before the season is over. Glass Sets to sell for 25c. each are hard to find now. We have only a limited stock of this assortment.



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