

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, JULY 6, 1904.

NO. 28.

## Robinson's Patent Barley

Sales are increasing all over Canada.  
New Buyers are cropping up everywhere.  
You cannot afford to be without

**ROBINSON'S  
PATENT BARLEY**



Raised on It.

## MANY GOOD DOLLARS



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

Christie's Campers' mixed, London, Toronto and Montreal.

SEE LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SHYLE President  
HENRY DOWLEY Vice-President  
H. W. ...

# NATIONAL LICORICE CO.



Successors to  
**YOUNG & SHYLE**  
Brooklyn, N.Y.  
**S. V. S. P. SQUIDDER**  
Brooklyn, N.Y.  
**MELLOR & BETHENHOLM CO.**  
Salem, N.J.  
**H. W. ...**  
Brooklyn, N.Y.  
**DOMINION LICORICE & NOVELTY CO.**  
Brooklyn, N.Y.

Y. & S., SQUIDDER, and H. W. ...  
LICORICE, some Licorice ...  
Licorice ...  
including the celebrated ...  
Company's brands as follows: ...  
THE FLEASIE LICORICE, THE ...

OFFICE—106 JOHN ST.  
106-116 John St.  
227-237 Plymouth St., } Brooklyn, N.Y.  
Illustrated Catalogue on request

## JUST WHAT YOU WANT

### TIME AND LABOR SAVING

## The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING MILL

Will be furnished for Direct or Indirect Current

25 to 50 lbs. of Coffee Beans  
CAN BE GROUND FOR ONE HOUR

One Grocer says: It has saved me  
I consider it a Good Investment

DESCRIPTIVE CATALOGUE on request

The Enterprise Electric Mill



# This Kind Of A Man

does not jump at conclusions—  
*he investigates!* He is not “a penny wise and pound foolish,” you can rest assured of that. He is not misled into buying new things said to be “just as good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in *his* store—nothing unsalable, because “*Standard goods are best to handle.*”

## COX'S Powdered Gelatine.

The new Gelatine is new in form only. It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities with this addition, that it dissolves instantly in warm water.

## The “Griffin” Brand California Fruits.

There is but one grade of quality in the “Griffin” brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the “Griffin” brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

## P. Codou's Macaroni and Vermicelli.

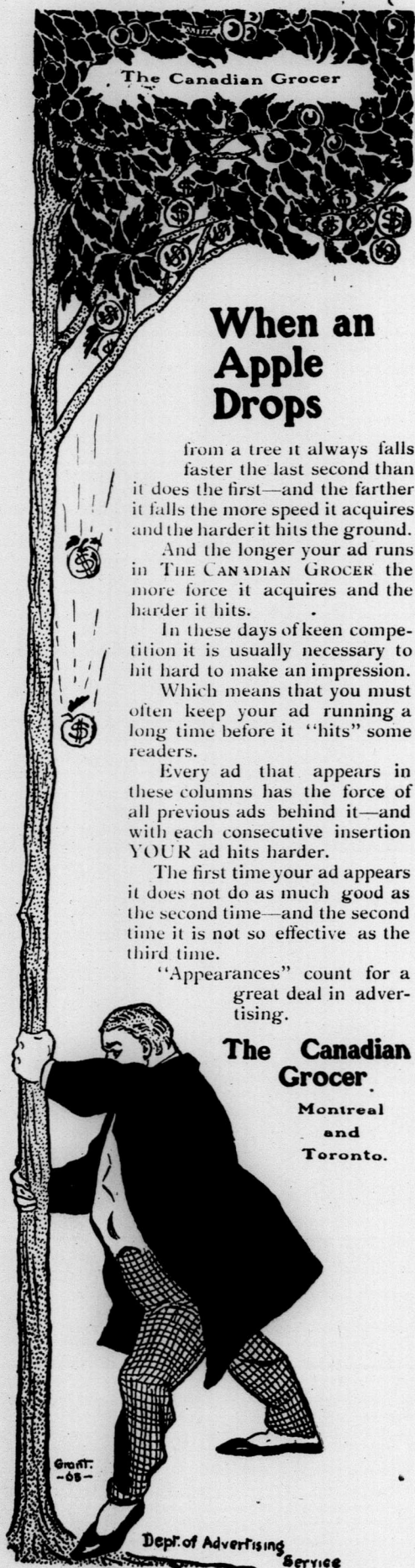
The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,  
Montreal.

20 1/4 Front Street,  
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



**When an Apple Drops**

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

**The Canadian Grocer**

Montreal and Toronto.

Grant -66-

Dept. of Advertising Service

TORONTO.

**W. G. A. LAMBE & CO.**

TORONTO.

Grocery Brokers and Agents.

Established 1865

**W. H. Millman & Sons**

Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

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

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

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

CALGARY.

Are you

**Represented in the West?**

If not, write us and get in

**ON THE GROUND FLOOR.**

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

**Consign your cars to us.**  
**Goods reshipped.**

**Excellent storage.**

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

GENUINE

**PRATTS ASTRAL LAMP OIL**

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

WHOLESALE ONLY.

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

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.  
Consign Your Cars to Us.

**PRICE, CHAMBERS & CO.**

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

**EASTERN MANUFACTURERS**

-AND-  
**SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**W H**

Represent some of the leading houses in

**CANADA and the U.S.**

INCREASE YOUR TRADE. WRITE US.

**NICHOLSON & BAIN, WINNIPEG,**

Wholesale Commission Merchants and Brokers.

BRANDON.

**THE WILSON COMMISSION CO., Limited**

BRANDON, MAN.

Commission Brokers,  
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.



ROW'S  
GUM

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

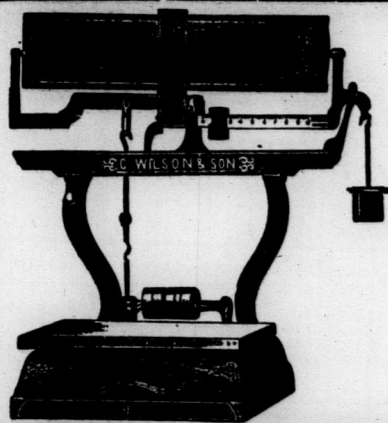
ROW & CO., Morristown, N. Y., and Brockville, Ont.

**To Manufacturers' Agents**

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

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

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



## Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,  
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIR:-

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

Yours truly,

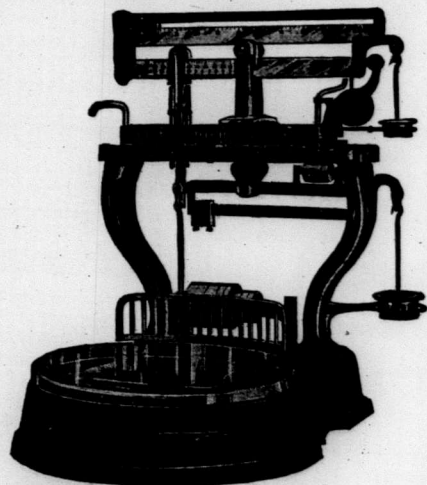
One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

**C. WILSON & SON, Limited, TORONTO.**

## THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



## The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

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



5cts.  
each

### The "VAMPIRE" Spiral Flycatcher

Clean, Simple, Novel, and  
Effective.

Clears the House of Flies.

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known. When the Spiral is full, lay on a sheet of newspaper, crumple up and burn.

Oh! What a pity!

Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

## "Tenasitine"

which permanently mends china or glass and joins wood, leather, etc., etc. In collapsible tubes.

5 Cents Each



SOLE MAKERS:

**KAY BROS. Limited, Stockport, England**

SOLE AGENTS:

**The LEEMING MILES Co., Limited, Montreal**

## THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

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

**Tillsonburg, - - - Canada.**

The Canadian grocer and merchant who encourages the sale of **JAPAN TEA** encourages the sale of the best and healthiest tea that can be grown.

**JAPAN TEAS** may be imitated but can never be equalled in quality, fragrance, healthfulness and flavor.

You might as well expect to grow roses on thistles as good green Tea in Ceylon or India.

**JAPAN TEAS** are the only pure green teas to satisfy your customers' tastes.

*"Let the GOLD DUST twins do your work."*



Why break your back to keep your floors clean?

# GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

**THE N. K. FAIRBANK CO., - - Montreal.**

# CORKS—

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

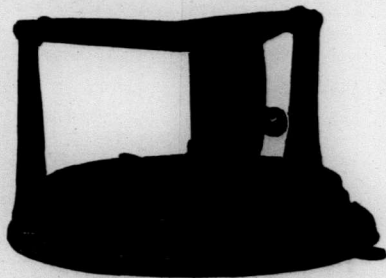
**S. H. EWING & SONS** Toronto Branch, 59-61 Front St, East

96-104 KING ST., MONTREAL

Telephone Bell Main 65.  
" Merchants 522.

TELEPHONE MAIN 1961

Telephone orders receive prompt attention.



We have recently taken up the manufacture and sale of the

## Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Write us for particulars.

The Computing Scale Co. of Canada, Limited;

164 King St. West, Toronto.

# TEA ROSE DRIPS

## Some one said of Lord Byron

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

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

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

ROSE & LAFLAMME, Agents,  
MONTREAL.

## SPEAKING OF SAUCES

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

## Paterson's Worcester Sauce?

Honestly now, do you?  
We don't.

ROSE & LAFLAMME,  
AGENTS,  
MONTREAL.





## A Grocer's Tea Stock

is made both simpler and smaller  
by handling only

### Ceylon Teas

These Teas, made in both **Black** and **Green**, are forcing out China and Japan Teas steadily—i.e., the public prefers Ceylon Teas to all others. If the public preferred China and Japan Teas, Ceylon Teas would go off the market.

Reduce and simplify your tea stock.

July 8, 1904

THE CANADIAN GROCER

BUY

**Star Brand****COTTON  
CLOTHES  
LINES**

- AND -

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

For sale by all Wholesale Dealers

See that you get them.



**IF  
FLIES CARRY  
DISEASE**

**AS YOUR CUSTOM-  
ERS WILL KNOW**

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

**Modern  
Merchandising**

demands modern methods. The **ALLISON COUPON BOOK** is a strictly modern **CONVENIENCE** and **SAFEGUARD** against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the **CHEAPEST SYSTEM** on this big earth—excepting, of course, the cash system. See here:

**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

**TEA.**

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

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

**COX'S****SPARKLING  
GELATINE****FAMED for SIXTY YEARS**Gives a bright Transparent  
Solution and is**Always Uniformly Strong,  
and always trustworthy.**Sold in shredded form in well-  
known checkerboard boxes.

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

**BURLINGTON CANNING CO.,**  
Burlington, Ont. Limited,We are sellers of **QUALITY**  
**Gallon Apples, FIRST**

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

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

**WRITE FOR QUOTATIONS.****Want Ads.**

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

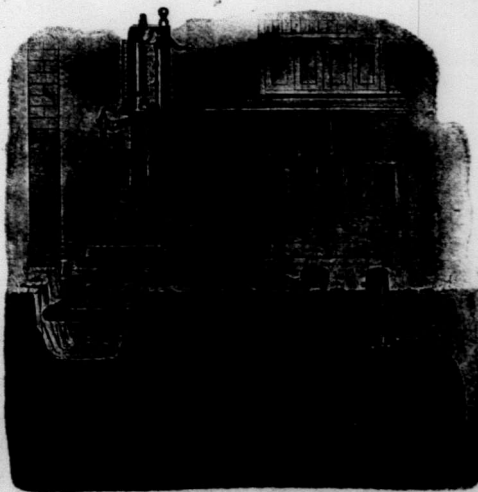
**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto.

**THE LIFE OF GASOLINE**

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

**THE REMEDY**

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

**BOWSER LONG DISTANCE  
GASOLINE STORAGE OUTFIT**

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

ASK FOR CATALOG "B"

**S. F. BOWSER & CO., - FORT WAYNE, INDIANA**

**"Condor"**  
Japan and Black Tea, Baking  
Powder, Mustard, Vinegar.

**Madam Huot's Coffee**  
**THE GEM.**

**"Nectar"**  
Black Tea, in lead packets and  
fancy tins only.

**Fine Values in New Teas.**

Second shipment coming in Ex Str. "Empress of China."

10	Half-Chests	80 lbs. each,	Choicest Japan Tea Condor III., at	-	35	c.
10	"	"	Extra Choice Japan Tea Condor IV., at	-	32½	c.
16x40	lb. boxes		Extra Choice Japan Tea, EMD AAA, at	-	32½	c.
24x40	"		Choice Japan Tea, EMD AA, at	-	30	c.

Ex Str. "Sumatra," from Colombo to London, and C.P.R. steamer to Montreal.

**JUST LANDED.**

50	Half-Chests	Ceylon Green Tea, Yg. Hyson, fancy finished leaf, choicest liquor, at	-	19	c.
50	Half-Chests	Ceylon Green Tea, Hyson No. 1, fancy finished leaf, choicest liquor, at	-	17½	c.
80	Half-Chests	Ceylon Green Tea, Hyson, fancy finished leaf, choicest liquor, at	-	16½	c.

**A JOB.**

46	Half-Chests	nicely made good liquoring Japan Nibbs, at	-	13½	c.
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**ASK FOR SAMPLES. IT PAYS.**

Specialty of High-Glass Goods in Teas, Coffees, Spices and Vinegars.

**E. D. MARCEAU**

281-285 ST. PAUL STREET  
**MONTREAL**

**"Old Crow"**  
Baking Powder, Mustard,  
Vinegar, Black Tea.

**"ONE"**  
Baking Powder, Vinegar,  
Spices, Coffee

# YOU LIKE

to please your customers. Give them

# JAMES' DOME BLACK LEAD

and you will do it.

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

# LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

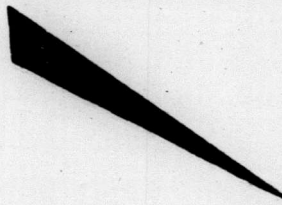
SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—Laporte, Martin & Co., and all wholesale grocers.

AGENTS IN TORONTO—Canada Grocers, Limited, and all wholesale grocers

THOMAS J. LIPTON, 39 Pearl Street, New York City.



DO YOU  
want our book—100  
Good Ads. For a  
GROCER? Worth  
a good deal more in  
the selling power of  
what you get.

If so, send us a  
dollar—just one  
cent a piece.

THE CANADIAN GROCER  
TORONTO

People in all walks of life relish our

## “Sterling” Brand Pickles

What's the reason? Any one who has tried our pickles has the satisfaction of knowing that he is getting the very best pickles made—that's an easy demonstrable fact.

Every grocer who stocks his shelves with “Sterling” pickles and relishes has a line that builds up his trade because a line sure to please his customers.

Write your jobber or direct.

The T. A. LYTTLE COMPANY, Limited

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

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

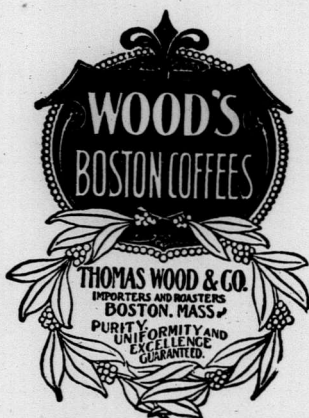
**AROMA TEA—and AROMA COFFEE**

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

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

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

**CLEAVING TO THE GOOD.**



No man can say all the good things any more than he can eat all the good things.

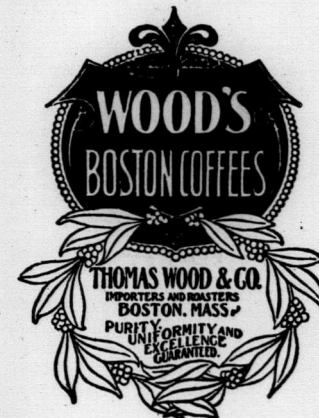
Neither can one house sell all the good things used in one line of necessities.

A permanently successful business is not built up on the "Get-rich-quick" or the "Buy-low-and-sell-high" principle.

No, our leading principle is to be certain that every grade of WOOD'S COFFEES shall be up to the highest mark of excellence in their line.

With that kind of leadership, Mr. Grocer, results take care of themselves.

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



**PORK AND BEANS**

WHY NOT GET THE BEST?

**"RED CROSS"**

**"LITTLE CHIEF"**

**"AYLMER"**

**"LOG CABIN"**

**"DELHI"**

**"SIMCOE"**

**ARE THE BEST.**

**PRICE LOWEST.**

**QUALITY HIGHEST.**

Write your wholesale house TO-DAY for prices on any of the above brands.  
 They will interest you.

## REPRESENTATIVE CANADIAN GROCERS

Mr. G. Hasenflug, retail grocer, Waterloo, Ont.

**M**R. GEORGE HASENFLUG, retail grocer, Waterloo, Ont., affords a striking example of the success that may be achieved in his native place by the man who has the energy, the ideas, and the ambition to do a little better than others. "There's a divinity that shapes our ends, rough-hew them how we will," but depend on it we've got to do the hewing.

The visitor to Waterloo, as he walks down its business thoroughfare, cannot fail to be struck by the appearance of Mr. Hasenflug's store, and especially its attractive window platforms. If he steps inside his admiration will be increased by the handsome proportions and tasteful arrangement of the interior. They are unmistakable evidence that the proprietor is a man of business ideas, as well as of practical sagacity. If, like The Grocer's representative, he enters into conversation with Mr. Hasenflug, his first impressions will be further confirmed.

### Early Training.

Mr. Hasenflug's business career began at the age of 14, when he commenced his apprenticeship with Randall & Co., then the leading general merchants and dealers in wines and liquors of Waterloo and district. This firm later became Seagram & Roos, and now flourishes under the well-known name of Jos. E. Seagram. When the law prohibiting the sale of intoxicating liquor in grocery stores came into force Mr. Hasenflug took the first important step in his business career. In conjunction with J. F. Beck, a fellow salesman in the same store, (now of Beck & Schell, grocers, Berlin), he took over Mr. Seagram's grocery stock, and the two started in business in the year 1877, as grocers and crockery dealers, "in spite," added Mr. Hasenflug, "of many warnings from well wishers that it would be impossible to carry on such a business in Waterloo without the aid of dry goods." Needless to say, Mr. Hasenflug has confounded his candid friends by building up one of the most successful grocery businesses in that section of the country. In 1879 the firm was dissolved by the retirement of Mr. Beck, and the business has since been carried on by Mr. Hasenflug. Its history is one of steady expansion along the most progressive lines, and Mr. Hasenflug's books bear ample testimony to

the extent and quality of his business connection.

### Special Lines.

"Yes," said Mr. Hasenflug, in reply to a query, "I have always carried a number of special lines in order to attract the greatest possible variety of customers and get their regular trade. Among these I might mention seeds, which I have always made a strong feature in the Spring of the year, and found a very profitable one. Another thing I might mention as having greatly helped my business is that this being a German community, and, I believe, the biggest coffee consuming county in Ontario, I have always endeavored to stock the best brands of the coffee that Germans favor, principally Rios. Sometimes I



Mr. George Hasenflug, of Waterloo.

have gone the length of importing a car direct from Rio de Janeiro."

"I see you carry a big stock of crockery."

### Crockery Department.

"Yes, crockery has always been a prominent feature of my store, but I have stocked it as much for the sake of attracting trade as for the profit that is in it. As a business getter it pays well to stock crockery, and good crockery. You see, I have the store well fitted with electric lights, and when these are turned on at night the effect produced by their reflection on the crockery and glassware is almost dazzling. Then, again, you notice at the end

of the store I have British plate mirrors, right across, which still further enhance the effect of the display by giving to the store the appearance of being twice its actual length."

### Window Dressing.

"I suppose you spend a good deal of time over your window dressing?"

"I have always paid special attention to that, and to the interior arrangement of the store, as I am strongly of the opinion that it pays the grocer to devote some time and thought to these matters for the sake of attracting trade. In my opinion a good display of a particular line of goods in the window is the best ad. to be found. The line, of course, should be continually changed, and only one line should be shown at a time. With regard to the interior, (besides tasteful arrangement), I have always made a hobby of keeping the store so clean that it was quite common to hear a score of times daily, 'How clean they keep it.' I have often been asked by other grocers if I thought it paid to devote so much time to window dressing. There is only one answer—it does."

### Advertising.

"Do you do any other advertising?"

"Oh, yes. I find local newspaper advertising very useful, especially if the ad. is accompanied by a cut. As a flyer it is well to send out handbills about twice a year. I have also had good results from circular letters. I run these off on the neostyle, and send them to all the people in the section once or twice in the Spring and Fall before the opening of the big trade."

"Was there any special event in your business career which helped you?"

"The most important event was a venture I made in the export apple trade in 1896. I exported about 14,000 lbs. and hit the market right, thereby pocketing a big profit."

"The secret of my success," said Mr. Hasenflug, in reply to a further query, "I might sum up as prompt attention to business, new ideas, cleanliness, and a fair amount of printer's ink. I might add that I am a firm believer in

### Trade Newspapers.

"I owe much to having been a constant reader of The Canadian Grocer ever since its inception. It was especially helpful to me in my younger days, when I was fighting my way up, and I

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE.   **IN TINS**

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.

cannot too strongly recommend young men, whatever trade they may be in, not to neglect the education and help that may be derived from their trade paper.

While Mr. Hasenflug is first and foremost a man of business, civic affairs have also claimed a share of his attention. He served in the town council and has been a member of the board of trade since its inauguration about 14 years ago. He has also been vice-president of the Twin City Retail Merchants' Association.

#### A JELLY LAWSUIT.

**K**KOVAH Jelly has had to stand a lawsuit. The old story of imitation being flattery, is all very well, but when imitation touches one's pocket it means a great deal more than business men care to express. A case of this kind occurred in the Practice Court of Montreal last week, when Sutcliffe & Bingham, of Manchester, Eng., through their attorney, presented a petition, asking an injunction against Juliet Lepage, carrying on a business in Montreal under the name of the Colonial Specialty Co. The petitioners set forth that they manufactured jellies under the name of Kkovah, and they alleged that the defendant used the word Kronah as a trade mark for jellies, placed by her on the market, and put up in the same manner as their own. This, they claim, is an infringement of their right, and they ask the injunction to prevent it being continued. The case was taken en delibere, but it is understood that the Kronah people will have to cease producing their goods after the manner of Kkovah Jelly. The attorney for Sutcliffe & Bingham, Mr. Oughtred, was of the opinion that there could be no reason for doubting that the injunction would be granted.

#### Gleaned from the Travelers

**C**AMPBELL & SONS, general merchants, Elora, Ont., have lately remodelled the interior of their stores. Plate glass fronts have been added and the exterior of the buildings been repainted, which gives them a very attractive appearance. This firm have two of the brightest and best equipped stores in western Ontario.

Graef Bros., general merchants, Clifford, Ont., have sold their general store business to J. Weber of that town, and Mr. Weber's many friends are wishing him every success in his new enterprise. C. McArthur, who has been manager for Graef Bros. for several years past, will continue in charge of the store.

R. Harstone, general merchant, of Warksworth, Ont., accompanied by his wife, was in Toronto the past week.

W. Thompson, of Thompson, Marshall & Co., general merchants, Dobbington, Ont., is spending his holidays in Toronto. Mr. Thompson reports trade particularly good with his firm.

E. Pritchard, general merchant, of Newbridge, Ont., is spending his holidays in Toronto.

One Toronto traveler who was in Owen Sound during the past week reports that the merchants have quite recovered from the effort they made in arranging the annual picnic of the Retail Grocers' Association. The business firms of Owen Sound who deserve great praise for their share in the management of this successful affair are: W. A. McClean & Co., McClarty Bros., C. W. Fox, Priest & Spragg, Lloyd Bros., W. A. Greer, mayor of Owen Sound, and others who are in business there.

Halliday & Stinson, general merchants, of Chesley, Ont., have been busy during the past six weeks purchasing wool, which trade is reported to have been of great assistance to their retail trade. They have one of the finest general stores in the north:

C. J. Halliday, general merchant, of Chesley, Ont., reports retail trade as being all that can be desired.

S. H. Glassford, of Cannington, Ont., has started a general business there.

W. Mullin, of Cannington, Ont., has opened a new grocery business.

#### BANQUET POSTPONED.

The Manufacturers' Association had originally intended to tender a banquet to Geo. E. Drummond, president of that body, and also president of the Board of Trade, on Dominion Day. This has been postponed until July 21, and will be held at the handsome new quarters of the Canada Club, in the Board of Trade Building, Montreal. A unique feature of the occasion will be the presentation of a memorial to Cyrus A. Birge, of Hamilton, formerly president of the association.

#### U. S. BROOM TRUST.

At a recent meeting of representatives of the principal broom manufacturers of the United States, held in Chicago, action was taken which practically insures the formation of a combination of the principal companies under the name of the National Broom Company, and on a strict basis of actual valuation. It was decided to include about seventeen or eighteen of the largest broom companies of the country and to put the capital stock at or about \$4,000,000.

# VINEGAR—Nothing Else.

Absolutely pure—high standard strength—always uniform.

## “Imperial”

White Wine, Proof; Extra Pickling XXX, XX, X; Cider XXX, XX, X.

Also Dandicolle and Gaudin's French Tarragon; C. & B. Malt and Tarragon; Bollman's in demijohns.

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

## Selected Valencias

AND

## Filiatra Currants

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

**JAMES TURNER & CO.**

BRANCH CANADA GROCERS LIMITED

**HAMILTON**

**NOTICE TO THE TRADE**—WHY Buy any Brand of Canned Goods when you can have the

## “TARTAN” BRAND

Send your order by mail or 'phone, and we will give you a fair, square deal.

at fair price and Quality so superior.

—Labels so attractive.

—and Made in Canada.

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

**HAMILTON.**

LONG DISTANCE ONLY, No. 596.



# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

## MacLAREN'S IMPERIAL

THE SAFEST TO BUY—THE EASIEST TO SELL.  
A FAVORITE IN EVERY SUMMER HOME.



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

## MacLAREN'S IMPERIAL

### Business Changes

#### ONTARIO.

THE assets of Modeste Laviolette, general merchant, Clarence Creek, are to be sold at auction on July 11.

H. T. Andrews, grocer, Havelock, has been burned out.

G. W. Bissell, grocer, Brockville, has sold out to A. Foxton.

Mrs. Wm. W. Calhoun, grocer, London, is closing out business.

S. A. Wabb & Co., general merchants, French River, are offering to compromise.

A. S. Russell, general merchant, Galt, has been succeeded by J. W. Bean.

Williams Bros., general merchants and butchers, Havelock, have been burned out.

Jewell & Cashmore, grocers, Pembroke, have dissolved partnership; the business is continued by S. D. Cashmore.

A meeting of the creditors of W. McDonald, grocer, Barrie, is advertised for July 9.

W. A. Cole has been appointed liquidator to the Dominion Supply Co., Ottawa.

The assets of Laviolette & Son, general merchants, South Indian, are to be sold at auction on July 11.

The assets of the Warton Beet Sugar Mfg. Co., Warton, are advertised for sale by auction on July 13.

The cheese factory of W. H. Reynolds, general merchant, cheesemaker, etc., Verona, has been destroyed by fire.

#### QUEBEC.

J. Latreille, grocer, Montreal, has registered.

Mrs. J. A. Pelletier, grocer, Montreal, has registered.

F. X. Bilodeau is curator for George Tate, grocer, Montreal.

# "Sparklet" Syphons

For making soda water at home.

Instantaneous, Economical, Convenient.

**SELL ON SIGHT**

**THE DAVIDSON & HAY LIMITED**

**WHOLESALE GROCERS, TORONTO**

J. A. Lamoureux, general merchant, Stanbridge Station, is dead.

F. Garneau, general merchant, Rigaud, is offering 35c on the dollar.

J. L'Ecuyer & Co., butter and cheese makers, Lacolle, have registered.

Larivierre & Hussenot, coffee dealers, Montreal, have dissolved partnership.

E. Laplante, butter and cheese maker, St. Eugene De Grantham, has assigned.

L. S. Plamondon & Cie., general merchants, South Durham, have registered.

J. E. Bergeron, general merchant, Jonquieres, has assigned to V. E. Paradis.

A. Saucjer, produce merchant, Montreal, has assigned; meeting of creditors July 8.

Tellier & Co., vinegar manufacturers, St. Hyacinthe, have dissolved partnership.

The assets of Bigonnesse & Sequin, general merchants, Labelle, have been sold.

The assets of H. Rondeau, general merchant, St. Norbert, Berthier, are to be sold.

The assets of Cardinal & Bedard, grocers, Quebec, were advertised to be sold on July 7.

L. P. Pelletier, general merchant, Notre Dame Du Lac, has assigned to V. E. Paradis.

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

A meeting of the creditors of J. L. Racicot, grocer, Montreal, was advertised for the 30th ult.

Consent of the assignment of A. H. Rattray, wholesale produce merchant, Montreal, has been filed; meeting of creditors July 12.

Maheu & Dorais, general merchants, Arthabaskaville, have dissolved partnership; the business is continued under the style of Maheu, Dorais & Cie.

**NEW BRUNSWICK.**

O. B. Akerley, grocer, St. John, is selling off his stock by auction.

B. Richard, general merchant, McLeod's Mills, has sold out to A. Richard.

The premises of H. Humphrey, general merchant, Cambridge, have been destroyed by fire.

**PRINCE EDWARD ISLAND.**

K. Sharpell, general merchant, Portage, is asking for an extension.

T. Mickham & Co., general merchant, Souris West, have dissolved partnership.

T. Mickham continues under old style.

**NOVA SCOTIA.**

Kirby, Strople & Co., fish merchants, Goldboro, have dissolved partnership.

A. Strople has assumed all liabilities.

**MANITOBA AND N.W.T.**

G. Betts, general merchant, Yorkton, is retiring from business.

R. C. Bauer, general merchant, etc., Wetaskiwin, has assigned.

S. A. Kredba, general merchant, Wapella, has opened at Esterhazy.

S. Chipperfield, general merchant, Chickney, is moving to Abernethy.

Cook & Son, general merchants, Bentley, have sold to C. Putland; possession Sept. 1.

A meeting of the creditors of P. H. Sutherland, general merchant, Selkirk West, has been held.

**BRITISH COLUMBIA.**

Marocchi Bros., grocers and bakers, Cumberland, have advertised their business for sale.

A meeting of the creditors of the late grocery firm of Hamon & Bisson, Rossland, has been held.

**NEW ONTARIO EXPOSITION.**

The Grocer is in receipt of a copy of the preliminary prize list of the New Ontario Exposition for 1904, to be held at Port Arthur and Fort William on September 13, 14, 15 and 16.



**Upton's**

**Pure Fruit  
Jams, Jellies and  
Orange  
Marmalade**

are very handy for camping  
and picnic parties.



# FREIGHTS AND CHARTERS

DULLNESS still rules in the freight market, although large quantities of grain have been booked for July, the rates are ridiculously low. The regular liners are carrying, in addition to grain, immense quantities of lumber. There is another force at work, namely, the New York and Boston grain shippers, who are doing a great deal to divert grain traffic from the St. Lawrence route. Extremely low rates have been quoted from the west to the Am-

## FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool .....	6d.	9d.
London .....	7½d.	9d.
Glasgow .....	7½ to 9d.	9d.
Avonmouth .....	1/	1/
Manchester .....	9d.	....
Hamburg .....	1/	....
Antwerp .....	1/	....
Leith .....	1/4½	....
Dublin .....	1/6½	1/3
Belfast .....	1/6	1/4½
Cardiff .....	1/3	....
Rotterdam .....	1/3	....

counted. Some new bookings for river freight have been noted, but these are elbowed off into the Autumn. Schooners will begin to arrive more freely now, and some sugar boats are already in. These have in many cases been chartered for outward cargoes of deal. Nevertheless freights are bad in Montreal, and the big exporters are gloomily shaking their heads at the future.

## BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5c.	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	....	10c.	10/	....	10/	....
Oilcake and cotton seed cake.....	"	5c.	6c.	5c.	9c.	....	10/	11/3	....	....	....	10	10/	....	10/	....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8½	5c.	9c.	15/	....	....	16/	10/	....	10	10/	....	10/	....
Lard, beef, pork, tallow and oleo, in barrels or tierces .....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	....	16	17/6	....	17/6	....
Lard in pails and other small packages .....	"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Bacon and boxed meats .....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16	17/6	....	17/6	....
Canned meats and fish .....	"	5/3	13/3	13/3	15/	....	13/3	15/	....	....	....	16	17/6	....	17/6	....
Cheese in boxes. Condensed milk .....	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	....	....	30/	....	30/	....
Cheese in crocks in cases .....	"	25/	30/	30/	30/	25/	30/	30/	30/	25/	....	....	35/	....	35/	....
Butter, in cases and kegs .....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	....	35/	....	35/	....
Seeds, timothy and clover, in bags .....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	....	20c.	12/6	....	12/6	....
Seeds, blue and other grass, in bags .....	"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Leather, black and other, in heavy bales and bundles .....	"	15/	21/	20/	20/	25/	....	....	25/	15/	....	30/	30/	....	30/	....
Leather, rough sole, and split, in rolls and bales .....	"	20/	31/6	25/	25/	25/	....	....	25/	20/	....	35/	35/	....	35/	....
Pot and pearl ash, No 1 asbestos and mica .....	"	7/6	10/	10/	12/6	12/6	....	....	16/6	7/6	....	12/6	12/6	....	12/6	....
Maple and elm blocks and squares .....	"	8/	12/6	11/3	12/6	17/6	....	....	17/6	8/	....	....	13/9	....	13/9	....
Heavy lumber—oak, elm, birch and maple .....	"	8c.	16c.	14c.	12/6	17/6	....	....	17/6	8/	....	15c.	13/9	....	13/9	....
Weight (coarse) .....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	....	12/6	12/6	....	12/6	....
Radiators and similar castings .....	"	7/6	12/6	12/6	12/6	17/6	....	....	17/6	7/6	....	....	12/6	....	12/6	....
Seed, peas and beans, in shipper's bags .....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	....	....	....	15/	....	15/	....
Measurement (coarse) .....	40 cb. ft.	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	....	12/6	12/6	....	12/6	....
Measurement (fine) .....	"	20/	21/	....	20/	20/	21/	21/	20/	20/	....	20/	20/	....	20/	....
Woodenware, etc .....	"	8/9	10/6	....	112/6	12/6	12/6	12/6	12/6	8/9	....	12/6	12/6	....	12/6	....
Furniture, etc .....	"	10/	13/1½	....	122/6	12/6	....	....	12/6	8/9	....	....	....	....	....	....
Implements etc .....	"	10/	10/6	....	2/6	12/6	....	....	12/6	10/	....	12/6	....	....	....	....
Eggs, in cases or barrels .....	"	....	....	....	15/	....	....	....	15/	....	....	....	....	....	....	....
Apples, flour .....	Barrel	....	3/	....	3/	....	....	....	3/	2/6	....	....	....	....	....	....
Apples and other green fruit, in boxes .....	40 cb. ft.	15/	15/9	15/9	17/6	20/	....	....	20/	12/6	....	....	17/6	....	17/6	....
Smalls, of less than ¼ ton wt. or msmt .....	each	10/	1/	10/	10/	10/	....	....	10/	10/	....	10/	10/	....	10/	....
Grain, in shipper's bags .....	Quart'r	....	....	....	3/	....	....	....	3/	....	....	....	....	....	....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

erician sea-board, by these New York and Boston people. The St. Lawrence route, however, is keeping pace with the times, and as yet has not lost much on this account. The rates are as low on the St. Lawrence as they are anywhere else. For instance, corn from Chicago to Montreal has been engaged at 3¾c. Wheat from Fort William is on a gauged average of 4c, some having arrived at as low as 3¾c per bushel. There has been some trouble in making new business

from Manitoba, owing to the high price of wheat there. The ocean freights from Montreal are still low, 6d having been taken to Liverpool, and the asking price is 7½d, that is to Liverpool. To London 7½d to 9d are the quoted rates, and to Bristol 9d still holds. As high as 1s has been paid to Manchester.

New charters of ocean steamers are quite uncommon, and the tonnage for the United Kingdom could easily be

### EARLY CLOSING.

In answer to an inquiry from one of its readers on the subject of early closing The Grocer begs to state that according to the revised statutes of Ontario, the civic authorities in any municipality are empowered to pass and enact a by-law with reference to the early closing of stores or shops, which will be generally binding, provided the same is approved of by three-fourths of the members of the particular trade concerned in the said municipality.

# Red Rose Tea Warehouse

INTERIOR VIEWS, No. 2



## THE TEA ROOM AND PRIVATE OFFICE

The tea testing room in a tea warehouse is by far the most important department in connection with the business as on this department depends largely the success or failure of the business.

Tea tasters are born, not made, and very few men are capable of becoming experts, as to taste and judge teas correctly the senses of taste and smell must be very acute and the eye keen. In addition an expert taster requires the rarest good judgment in order to select, not the tea he personally likes, but the one which is suitable to the district in which it is to be sold; the one which will please the customers of a merchant perhaps thousands of miles away. The expert taster may prefer, for his personal use, a fine black tea, but he must be able to forget his own likes or dislikes and use equally as good judgment in selecting green teas as he would in blacks. This is where many men who strive to be tea experts, fail. They are unable to sink their own preferences and taste the tea from the standpoint of those who are to drink it.

Mr. Walter R. Miles—head of this department—learned the business in London, England, and has spent his whole life in the study of the one article—TEA. He is probably the best known tea expert in America.

The buying is done in this department and this entails a great deal of tasting. When purchases arrive the teas are again tasted in comparison with the original samples; then in matching teas for merchants, and making up blends, the same teas are tasted over and over again. Every blend as it comes from the blender and before it is packed is also tasted, thus making sure that no mistake has been made in the blending. This makes a great deal of work but it ensures uniformity of quality for which RED ROSE TEA has always been noted.

Next week I will give a description of the blending department.

## T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

Branches { TORONTO  
WINNIPEG

# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Slump in English Potato Market.

LATEST reports from London, Eng., say that last Summer's wet weather and this year's fine Spring have combined to produce a big slump in potatoes.

To make up the deficiency of English old potatoes, so many of which were blighted by last year's rains, enormous quantities have been imported from Belgium, Holland, France, Germany, Spain, the Channel Islands, Algeria, and even Russia, with the result that holders of old potatoes are losing heavily.

One dealer in a London market already estimates his loss on 1,000 tons of old potatoes at £1,500, and inquiries at the St. Pancras market showed that that sum might well have been lost on a smaller quantity. Old potatoes fetching £7 a ton about a month ago can now be had for £3 10s.

Another main cause of the slump is the importation of large consignments of new potatoes from Jersey and St. Malo, which the fine weather has made plentiful, and consequently cheap. Moreover, it is now becoming known also that the new potato crops in the United Kingdom will be as proportionately heavy, though much depends upon the weather in July, which is the principal potato month.

Comparatively small quantities from Kent will be arriving within a fortnight, but in a month's time they will be coming in bulk, and then London will be better supplied with the finest new potatoes at popular prices than it has been at any similar period during the past twenty years.

One suggested cause for the "slump" is that some doctors now allege that potatoes are poisonous to certain people, and that consequently many people are refraining from eating them.

### Butter Trade of Denmark.

The total export of butter from Denmark last year is stated to have been 1,980,000 cwts., or about 250,000 cwts. more than the preceding year. Of Danish butter in casks the export amounted to 1,566,000 cwts. (in 1902 1,351,000

cwts.) The transit trade of Copenhagen in foreign butter was somewhat larger, 375,000 cwts. in 1903, against 332,000 cwts. in 1902. The export of tinned butter declined somewhat, being only 37,000 cwts., against 45,000 cwts. in the previous year. Taking all butter exported from Denmark, 1,880,000 cwts. were shipped to the United Kingdom, where the greater part was consumed, viz., 1,771,654 cwts., while the remainder was re-shipped to trans-Atlantic ports, etc. The cost of the butter consumed in England was £9,572,000.

### Lard Statistics.

THE following cable advices, giving estimates of stocks of lard held in Europe and afloat on July 1, 1904, have been received from the N. K. Fairbank Co., Chicago. To these estimates are added estimates of former years:

	1904. July 1.	1904. June 1.	1903. July 1.	1902. July 1.	1901. July 1.	1900. July 1.
Liverpool and Manchester .....	30,000	25,500	22,000	14,700	20,000	21,000
Other British ports.....	15,000	13,000	9,000	1,500	6,500	6,500
Hamburg.....	12,000	16,000	15,000	10,000	13,500	12,000
Bremen.....	1,000	1,000	2,000	1,000	1,000	3,000
Berlin.....	1,500	3,000	2,500	1,500	1,000	3,000
Baltic ports .....	13,000	13,000	13,500	9,000	10,000	7,000
Amsterdam } .....	2,000	4,000	500	1,500	1,000	4,500
Rotterdam } .....						
Mannheim } .....						
Antwerp .....	3,000	4,000	2,000	2,700	3,000	3,000
French ports .....	1,600	2,500	1,000	1,400	3,000	7,000
Italian and Spanish ports.....	500	500	500	1,000	1,000	1,000
Total in Europe .....	79,600	82,500	68,000	44,300	60,000	68,000
Afloat for Europe .....	35,000	40,000	50,000	55,000	48,000	57,000
Total in Europe and afloat.....	114,600	122,500	118,000	99,300	108,000	125,000

### Export Butter Exhibit.

IT is expected that a very large exhibit of dairy products will be made at the Dominion Exhibition, Winnipeg, this year. The class for export butter is creating special interest among the dairymen. This class is calculated to test the keeping qualities of the butter, and the conditions require that it shall be made thirty days prior to the exhibition, and shipped to Winnipeg in care of the secretary of the dairy association not later than June 20, when it is immediately placed in cold storage and retained there till the opening of

the fair, when it is moved to the dairy building and judged along with the other exhibits.

### Record Shipment of Cheese.

A representative of The Grocer was walking along Front street, Toronto, on Thursday, June 30, when his attention was directed to a procession moving towards the Union Station. The familiar drone of the bag pipes proclaimed it to be something beyond the ordinary, so hastily securing a place of advantage near the curb, he awaited the approach of the show. First came a stalwart Scot, dressed in the picturesque tartan of the MacLaren clan, playing some of those songs without words which none but native Scots know how to appreciate. Following in the line were five large dray wagons loaded to their utmost capacity with boxes of MacLaren's Imperial Cheese, and drawn by horses decked in gala attire with the MacLaren

colors, the whole making a novel and interesting sight, such as is seldom seen in the streets of Toronto.

The Grocer learns that on this particular day it so happened that over 1,000 boxes of MacLaren's Imperial Cheese were being shipped from Toronto to different parts of the world, including the far east and Europe. One hears much these days of the growing market for Canadian produce abroad, and surely no further evidence of the fact is necessary than this record shipment of cheese on the part of the A. F. MacLaren Imperial Cheese Co., one of the leading manufacturing firms of Canada.

# The Dominion Packing Company

LIMITED.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

*Charlottetown, P.E.I. Canada.*

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

## GLASS JARS

FOR  
Sliced Bacon Sliced Beef

## BEECHNUT

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.



<b>Beechnut Sliced Bacon</b>		<b>Beechnut Wafer Sliced Beef</b>	
1-lb Glass Jars, per doz....	\$2.50	1-lb Glass Jars, per doz....	\$2.50
1-lb Tins " " " " " "	\$2.40	1-lb Tins " " " " " "	\$2.40

Special discount to bona fide Wholesale Grocers.

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

BRAND

## Hot Weather Meats.

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

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

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PACKERS AND LARD REFINERS. Limited.  
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## LONG CLEAR BACON.

We can offer splendid value in this line. Our Bacon is well trimmed. Cured in Cold Storage of uniform temperature. Consequently no rust.

**Write us for Special Prices.**

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PORK AND BEEF PACKERS, LIMITED.  
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# LONG CLEAR BACON

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

Write, Wire or Phone for Prices.

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ESTABLISHED 1868.

Peterborough Hull Brantford

## PURE CREAM TARTAR



### Gillett's

Positively and absolutely the purest

Put up in

1-lb. Paper Pkgs.	1-lb. Cans.	10-lb. Boxes.
1-lb. " "	1-lb. " "	25-lb. Pails.
1-lb. " "	5-lb. " "	100-lb. Kegs.
		360-lb. Barrels.

### CREAM TARTAR

on the market.

Order from your Jobber.

### E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

We are buyers of

# Poultry, Butter AND Eggs.

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

### The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—The only line of particular interest in the provision market this week is hams. This is the season for hams for summering, camping, outings and excursions, and the result is a slight strengthening in the price. Small hams average about 12 1-2c, although selling lower and higher, and medium hams sometimes bring 12 1-2c. Heavy mess pork is quoted 50 points lower. There is a good steady demand. Front and hind quarters have dropped, the former about 1-2c and the latter 1 cent. Medium and common carcasses also are down 1-2c, as is Spring lamb. Just at this time grass beef begins to come in more plentifully, and this brings prices down. We quote this week:

Long clear bacon, per lb.	\$ 0 07 1/2	\$0 08
Smoked breakfast bacon, per lb.	0 12	0 12 1/2
Roll bacon, per lb.	0 09	0 09 1/2
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 12	0 12 1/2
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 08 1/2	0 09
Bacon, per lb.	0 13	0 14
Heavy mess pork, per bbl.	15 50	16 00
Short cut, per bbl.	17 00	17 50
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07	0 07 1/2
" tubs	0 07 1/2	0 07 3/4
" pails	0 07 1/2	0 07 3/4
" compounds, per lb.	0 07	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	9 00	10 25
" front quarters	4 50	5 50
" choice carcasses	7 50	8 25
" medium	6 50	7 50
" common	6 00	7 00
Mutton	7 00	8 50
Lamb, yearling	9 00	10 00
" spring	11 00	12 50
Veal	6 00	8 50
Hogs, light	7 50	7 50
" heavy	6 50	6 75

**Butter**—There is no cessation in the large supplies of butter offered. Prices remain almost exactly the same as last week, with a little shading only in creamery solids. Even though butter rules so very low, England is receiving such enormous shipments from Denmark, Australia and the Continent that she will not offer a high enough price to give Canadian dealers a reasonable profit. We quote the following prices:

Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17 1/2
Dairy prints	0 13	0 15
" in tubs	0 12	0 14

**Cheese**—The cheese market is quite steady, with only a limited export demand at prices that will encourage buying. The English price will not rise, in spite of the fact that cheese sold on the board 1-2c higher last week than the preceding week. A great part of what was offered two and three weeks ago was not sold on the board, but went on the curb afterwards to buyers who had to buy, no matter what was asked, to supply the English houses, by whom they were employed. With board prices advanced, dealers have had to quote 1-4c higher on new cheese. Board reports for week ending July 4 are as follows:

Board.	Boxes.	Price
Ingersoll	300	(no sales) 0 07 1/2
Campbellford	1,530	0 07 11-16
Stirling	1,155	0 07 15-16 0 08
Pictou	1,765	0 07 13-16
Woodstock	5,000	(one fifth sold) 0 07 1/2
Madoc	1,150	0 08
Kingston	1,400	0 08 1-16
Brockville	3,528	0 08
Tweed	765	0 08
Brantford	3,115	0 07 1/2 0 08 1-16
Iroquois	1,190	(sold on curb) 0 08
Yankleek Hill	1,782	0 08 1-16 0 08 1/2
Winchester	2,313	(none sold) 0 08
Perth	2,878	0 08
Napanee	2,420	0 08 1-16

Ottawa	2,766	(third sold) 0 08 1/2
Bellefleur	4,700	(half sold) 0 08 1-16
Cornwall	1,347	0 08 1/2
London	3,220	(very few sold) 0 07 1/2

The following prices rule in Toronto :

Cheese, large, old	Per lb.	0 10	0 10 1/2
" new	0 08 1/2	0 09	
" twins	0 09	0 09 1/2	

Montreal.

**Provisions**—The market for live hogs is very quiet. There was a fair supply for which the demand from packers was copious, and steady prices ruled from \$5.20 to \$5.40 per hundred for stock weighed off cars. Some improvement was noticed in the demand for dressed hogs, and fresh killed abattoir dressed stock sold at \$7.50 per hundred. The demand for pork was slow. A fair trade was done, however, in bacon and smoked meats generally, both on local and country account. The receipts of provisions reported Tuesday morning were nearly 10,000 packages of lard and 196 packages of tinned meats. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	18 00
Bacon, per lb.	0 12 1/2	0 13
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07 1/2	0 07 3/4
Carloads, less	0 00 1/2	0 00 1/2
20-lb. tin pails, tierce basis	0 00 1/2	0 00 1/2
Half-bbls., over tierce	0 00 1/2	0 00 1/2
50-lb. tubs	0 00 1/2	0 00 1/2
20-lb. wood pails	0 00 1/2	0 00 1/2
10-lb. tins	0 00 1/2	0 00 1/2
5-lb. tins	0 00 1/2	0 00 1/2
3-lb. tins	0 00 1/2	0 00 1/2
Wood net, tin gross weight		
" Boar's Head" brand, tierces, per lb.	0 07 1/2	0 07 3/4
" 1-tierces, per lb.	0 07 1/2	0 07 3/4
" 50-lb. fancy tubs	0 07 1/2	0 07 3/4
Cases, 20 3-lb. tins, per lb.	0 08 1/2	0 08 1/2
" 12 5-lb. tins	0 08	0 08
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 53	1 53
20-lb. tin pails, each	1 43	1 43

**Butter**—The tone of the local butter market is considered weak, and a declining tendency is noticed in prices. This is based on the liberal receipts, and steady increase in stocks on spot; this latter, of course, is caused by absolute lull in the demand for exports. Some cable inquiry was noticed on Tuesday for best grade creamery, at a limit of 17c. It was not acceptable, as the lowest current price for such stock on spot was 17 1-4c. Some under grades were offering at as low as 16c. At the wharf on Monday 500 packages sold at 17c; this shows a decline of from 1-4 to 1-2c per pound since a week ago. The total exports of butter for the week ending July 4 were 15,479 boxes, divided as follows: Local export, 13,154; through, 1,325. For the corresponding week last year there were 13,428 boxes exported, showing a decided increase in business for this year. The total shipments of butter since the first of May, 1904, amount to 67,587 packages. For the corresponding period of 1903, 52,405 packages.

**Cheese**—The cheese market is still quiet, although there was a considerable firmness shown during Tuesday afternoon. The prices realized by the factory men on the wharves on Monday showed an advance of from 3-8 to 1-2c per pound over last Monday's prices.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision  
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.



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

C. P. FABIEN,

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67 to 171 N. Dame St.,

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Write for Illustrated Catalogue.

None  
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**Wilson's  
Fly Pads**

Sold Everywhere. 10 cents

Stock the kind the housekeepers ask for.  
Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.



When ordering

## Macaroni

be sure to specify

## Napoli Macaroni

You will get

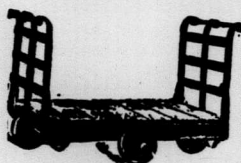
- a better article.
- at a less price.
- in a more saleable package.

Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.

**NAPOLI MACARONI CO.,**  
Hayter and Teraulay Sts.,  
TORONTO, CANADA

# TRUCKS

for Warehouse  
and Factory.



Save You Money  
Do Men's Work  
Draw no Salary

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

MADE IN CANADA.

**H. C. Slingsby for Canada.**

Factory, Ontario Street, Temple Building, MONTREAL.

3,000 boxes were offered, and the bulk of the sales made were at from 7 5-8 to 7 3-4c. From the Old Country it is learned that prices are still low, and the demand light for Canadian cheese, fancy stock bringing as low as 40s, with here and there an occasional 41s. Mail advices state that trade is draggin' heavily in the Old Country. The exports of cheese for the week ending July 4 amounted to 83,751 boxes; of this, 71,121 was local, and 12,630 through. For the corresponding week last year, the exports reached 129,334, which shows an immense falling off in the cheese export business from this port. The total shipments since May 1 reach 421,178 boxes, and when compar-

ed with 1903 show a falling off of nearly 200,000 boxes.

### St. John, N.B.

**Provisions**—In barreled pork and beef there is very little business. While prices are quite low, they seem steady. In pure lard large stocks are held here; prices continue remarkably low, and only a light sale is reported. Among the bakers there is continued demand for refined lard. It would seem as if they preferred it to the pure lard. In hams and bacon sales are good for the season, and quite full prices are obtained. Fresh beef is held at high figures, coming forward slowly. Veal is also very scarce, and high. Lamb is late this year, and the quality so far offered has been but fair. There is, however, continued improvement. Mutton is dull and low in price. Pork is but a light seller at rather lower figures.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork "	17 00	19 00
Plate beef "	12 60	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb.	0 07	0 08
Western beef "	0 08	0 10
Mutton "	0 07	0 08
Veal "	0 08	0 09
Lamb, each "	0 06	0 07
Pork "	0 12	0 14
Hams "	0 10	0 11
Rolls "	0 08	0 09
Lard, pure, tubs "	0 08	0 09
" pails "	0 08	0 09
Refined lard, tubs "	0 08	0 09
" pails "	0 08	0 09

**Butter**—Supplies come in freely, and there is but a fair sale. Prices are quoted rather lower, and quality must be very good to command at all a prompt sale at full figures.

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

**Eggs**—The price continues quite firm, there being but a fair supply. Dealers are not looking for the usual low prices at this season. Our market is chiefly supplied from Prince Edward Island. Up to within a short time they have been shipping quite large quantities west, which has had the effect of keeping prices at full figures. Supply in New Brunswick and Nova Scotia is not large.

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

**Cheese**—With increased supply, prices are quoted rather lower. Local demand is for twins. The output in New Brunswick and Nova Scotia has not shown any particular increase in the last year or two. Local sale is not a large one. There is usually a fair export business done to the West Indies in small cheese, but the past season did not show as good business as usual.

Cheese, per lb.	0 10	0 11
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### Winnipeg.

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

Lard, 50-lb. pails	1 30
" 20 "	1 80
" 10 " in cases	5 5
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails	1 65

## 40 HIGHEST AWARDS In Europe and America

## Walter Baker & Co. Ltd.

The Oldest and  
Largest Manufacturers of



Trade-mark.

## PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

## Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

# Canned Goods.

Do not trust to luck nor take any chances whatever, but place your orders **now** for Canned Goods, as everything points in your favor by doing so. We handle the Best Brands and any orders entrusted to us would be well taken care of. We guarantee the quality and full delivery.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

One word of advice—It will pay you to place your order at once for your requirements in

**ROWAT'S** — Fancy glass stopper DECANTERS to retail at 25 cts.

Lime Juice, Lime Juice Cordial,

—Lemon Squash,—

Raspberry and Malt Vinegars.

All these lines are very quick sellers—retail at a popular figure—and pay you a good margin

QUALITY—Guaranteed—you can honestly recommend these to your trade.—Their value is not equalled on the market.

ORDER AT ONCE—Our first shipment was sold the third day after arrival.—

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

**PROMINENT WINNIPEG BUSINESS MAN DEAD.**

The Grocer regrets to have to chronicle in this week's issue the death of Mr. A. Harvey, commission merchant and grocery broker of Winnipeg, which occurred on June 8, 1904. Mr. Harvey entered the wholesale grocery house of Alex. Harvey & Co., Hamilton, of which firm his father was the senior member, in the year 1876, and continued with that firm until the death of his father, when he entered into partnership with Mr. John Stuart, forming the firm of Stuart, Harvey & Co. On the dissolution of this firm Mr. Harvey went to Winnipeg about 10 years ago, opening up an office in the basement of the Ottawa Bank building, 361 Main street, as a commission merchant, representing the following manufacturing firms: The Canadian Salt Works, The Acadia Sugar Refining Co., Gillespie & Co., St. Charles Condensed Milk Co. and the John Seely Fish Co.

Mr. Harvey was a most upright and honest business man, making many friends and few enemies. For the past year Mr. Harvey had been in ill health, suffering from a slight inflammation of the lungs, which developed into galloping consumption, resulting in his death at the age of 44 years.

**"MACK" MINERAL WATER.**

For some time past the public have been learning that, as a first-class Summer drink, mineral water is not to be surpassed. The particular brand known as "Mack," manufactured in St. Catharines, Ont., by The Mack Mineral Springs Co., has been highly recommended by physicians all over the country for table and medicinal purposes.

It is on sale in all the leading hotels in Ottawa, Montreal, Toronto, Winnipeg, Buffalo, Cleveland and elsewhere. For family trade a special price is made, and orders are filled direct from the factory, thereby resulting in the delivery of fresh mineral water at all times. Recommendations of Mack's mineral water from prominent people are kept on file at the company's office in St. Catharines for the information of the public.

THE "NATIONAL"

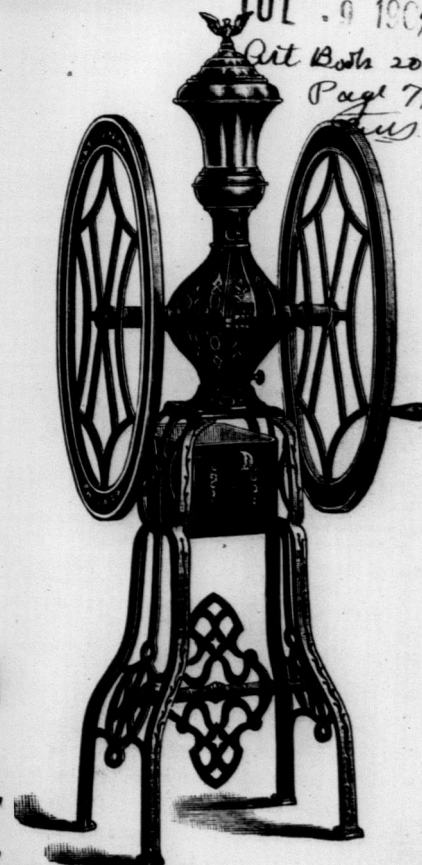
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Page 74

Full

## Fresh and Cured Fish

### High Prices for 1904 Salmon.

THE statistical position of all grades of salmon warrants high values for the season of 1904," said Charles Corby, manager of the Pacific Selling Company, in a recent interview with the Seattle Times. "Artificial propagation is the necessity of the hour, and additional hatcheries are now required on the Fraser River," he continued. It is Mr. Corby's opinion that the visible supply of red salmon is inadequate to carry trade until the new pack is available.

Continuing, Mr. Corby said regarding the salmon situation at this time:

"As the situation stands at present, 1903 pack, all grades, with the exception of standard red Alaska salmon, are out of first hands and to a large extent have been distributed by the jobbing trade throughout the domestic markets and abroad; this applies particularly to Puget Sound and Fraser River sockeyes, which are exhausted in the domestic market, and of which there is only a limited supply in the United Kingdom. Puget Sound cohoes and Alaska medium red grades are sold up on the coast, while pinks and chums are in such small quantities that there will not be sufficient to carry the trade until the new pack is available.

"The last two years have demonstrated that consumption of red salmon has kept apace with production, and it has now resolved itself more into the question of a supply of raw material to fill the world's requirements of this grade than of the securing of new markets.

"Latest reports from the United Kingdom indicate that June 1 there were fewer than 120,000 cases of sockeyes all told in London and Liverpool, which is unprecedented in the history of the salmon business and, while it is stated that there is sufficient red Alaska salmon to supply the requirements of that market, inquiries from which are received daily as to the prospects of the packs on Puget Sound and Fraser River these reports would lead to the conclusion that there will be an abnormal demand for sockeyes during the coming season.

"This, however, being the third year after the big run of 1901, in accordance

with all established precedents, the pack will be the lightest of the four-year cycle, and preparations by the packers on Puget Sound and Fraser River indicate that they are acting very conservatively in connection with operations for the coming season.

"Another fact which must be reckoned with in the establishment of values for the coming season is the influence of the Russo-Japanese war on the demand for lower grades of salmon, of which there was a surplus in the hands of American and British Columbia packers previous to the breaking out of hostilities. Shipments of these grades to Japan alone in the last ninety days have exceeded 325,000 cases and as the Japanese have been deprived by existing conditions of certain fishing rights heretofore enjoyed in Siberian waters and the fact that thirty per cent. of their regular fishermen belong to the naval reserves, and have joined the flag, it is quite reasonable to suppose that they will be compelled to rely largely upon supplies from the North Pacific coast of America to fulfil their requirements. These requirements will far exceed those of recent years, as it is estimated the demands of the army and navy in times of war, as compared with those of peace, are as three to one. This demand from a market almost entirely new so far as canned salmon is concerned will assuredly have a tendency to further strengthen values of all grades.

"On the cheaper grades such as pinks and chums it is known that there will be a heavy falling off on this season's pack, as compared with former years, when a large number of Southeastern Alaska canneries now idle were in operation. The pack of pink and chum salmon for the year 1901 was 804,549 cases; for 1902, 876,768, and for 1903, 647,494, making a total of 2,328,811 cases for the three years. As the 325,000 cases exported were disposed of under abnormal conditions, deducting this from the total will show an annual consumption of these grades amounting to 667,934 cases.

The prospective pack of pinks and chums for the coming season is not expected to exceed 350,000 cases, out of which it is reasonable to presume that

foreign markets will take at least 150,000 cases, which will leave, taking into consideration the unsold portion of the packs of previous seasons, not to exceed 275,000 cases to take care of requirements of the domestic market, or a shortage of almost 400,000 cases on a normal consumptive demand.

### Selling of Fish Prohibited.

S. T. Bastedo, Deputy Commissioner of Fisheries for Ontario, calls attention to the fact that, under the new regulations, the sale of trout, bass and maskinonge is entirely prohibited. Heretofore sale was permitted if the dealer were able to show an invoice indicating that the fish had been imported from points outside the province, but this privilege, Mr. Bastedo says, was abused, hence the total prohibition.

### War on a Fish Trust.

Suit has been brought in the Circuit Court of Franklin County, Ohio, to oust the so-called fish trust of the great lakes, which is commercially known as A. Booth & Co., of Chicago, from its charter in Ohio. The charge is that the company has purchased the business of its competitors, and controls 90 per cent. of the fresh-water fish business carried on from the Mississippi to Buffalo. It has been in operation four years, during which time it has reached out into the States bordering on the great lakes, and into the Dominion of Canada, and taken in the business of about sixty dealers in fresh-water fish.

The petition further states that the corporation seeks to engage in about forty different kinds of business under its charter, from making glue to becoming surety on the bonds for individuals. This, the Attorney-General claims, cannot be permitted by the laws of Ohio. The company is capitalized at \$5,500,000.

### Columbia Pack Short.

Latest advices from British Columbia are to the effect that the run of salmon on the Columbia River is still very light. Canners there report that the pack to date is fully 50 per cent. short of what it was this time last year. High water so far this season is thought to have been responsible for the absence of fish in the river. Those fish which did enter the stream were all small. The water is now receding, and it is hoped that some big runs may occur, although it is generally conceded that the pack on the Columbia is likely to be a short one this year.

# Warm Weather Diets

demand something tasty, appetising, wholesome, easily prepared,—something like **"Halifax"** and **"Acadia"** Brands of Prepared Codfish. In fact, **they** are just the thing. You ought to push them during the warm months.

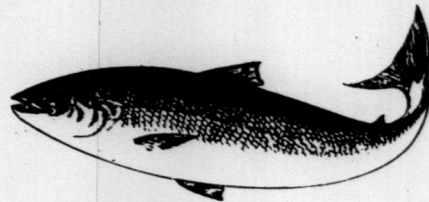
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**A. H. BRITAIN & CO.,** REPRESENTATIVES FOR QUEBEC AND ONTARIO, MONTREAL, P.Q.

When you require  
an extra fine  
"Darjeeling" Tea  
write us for  
Samples.

Your order will  
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**Warren Bros.  
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## SOCKEYE SALMON



**"Sovereign" and "Lynx"  
Brands**

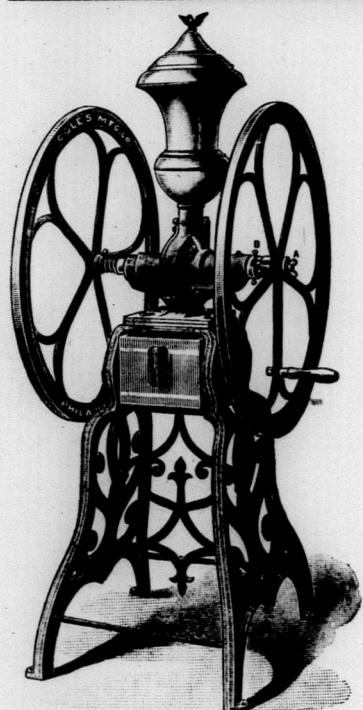
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



**GLUTEN FLOUR.**  
 A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.  
**Invaluable for Diabetes.**  
 It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.  
 All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.  
 Greig's Gluten Flour is put up in nice white cotton sacks. Trial size 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.  
**The Robert Greig Co., Limited, Toronto.**



**Goles**  
**Goffee**  
**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.**

No. 17. List Price, \$40.00.

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

**Coles Manufacturing Co.**  
 PHILADELPHIA, PENNA.

Have you the following lines of goods in stock?

If not, do you not think you are losing business by not carrying them?

**IDEAL AMMONIA POWDER**

1 1/2 lb. package retails at 10c.

**FOREST CITY BAKING POWDER**

The trade winner.

**FOREST CITY CATSUP**

Full Tomato flavor.

These lines are up to the very highest standard of quality.

They will increase your trade, —and profits.

**GORMAN, ECKERT & CO. LIMITED**

London, Canada.

Importers and Roasters of Coffee.

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

July 8, 1904

## THE CANADIAN GROCER

## Joint Meeting of Cannerymen.

THE joint conference between the members of the recently formed Puget Sound Salmon Association and those of the Fraser River Cannerymen's Association met on Wednesday, July 6, in the offices of the latter corporation at Vancouver. The conference was principally for the purpose of discussing conditions respecting the salmon canning industry in Puget Sound and British Columbia waters.

An especial effort is being made to arrive at an understanding as to what measures should be adopted in the matter of legislation for the establishment and maintenance of additional hatcheries on the Fraser River, which has for ages been the spawning ground of Puget Sound sockeye salmon.

Notwithstanding the avowed object of the conference, it is reported that the real point at issue is the matter of an agreement between Fraser River and Sound cannerymen, whereby each will keep out of the other's territory during the coming fishing season. Had the Dominion Government prohibited the export of raw sockeyes, no matter how caught, instead of merely placing fish caught in traps under the ban of export, the British Columbia cannerymen would not be forced to try to drive a bargain with the Sound cannerymen.

As the matter stands now, the Fraser River cannerymen may invade the Sound banks to purchase sockeyes, and the American cannerymen may come across to this side of the line to buy salmon caught in purse and drag seines. Each side is afraid of the other causing trouble over prices, and consequently both are willing to enter into an agreement to do business strictly within their own territory. If the agreement can be satisfactorily arranged a great deal of trouble both to Sound and Fraser River cannerymen will likely be averted.

## Traps a Success.

On June 27, 1904, was demonstrated the important fact that fish traps can be successfully operated on the shores of Vancouver Island, B.C., the first "lift" in the newly-erected traps at Sooke harbor, built by a Victoria company, resulting in the catching of a good quantity of fish of excellent size.

## Fish Notes.

The Georgia Fishing & Curing Co. has secured land on Protection Island, at Nanaimo, British Columbia, and is

erecting buildings preparatory to going into the herring curing business. The waters about Nanaimo abound with this variety of fish, so that the prospects are excellent for the new company.

## A SNAKE CAUGHT ON TANGLE-FOOT.

The accompanying photograph shows a fly-paper serving a purpose which was never contemplated by its makers—acting as a snake-trap! "Whilst camping out on survey work on the Natal coast," writes the sender of the picture, "a sheet of 'Tanglefoot,' placed to catch flies, was blown off the writing-table in my tent on to the floor. Whilst it lay there a young snake (a green mamba), rather unfortunately for itself, happened to crawl on the paper, and in



spite of all its struggles was securely caught. It was a rather lively specimen, and its temper was not improved by its sticky environment, so that when it came to be photographed its resentment was most marked."

## SUGAR-BEET ACREAGE IN EUROPE

DURING the past Winter considerable anxiety was felt by people interested in the beet-sugar industry in Europe. The agreement of the Brussels convention had gone into effect in September, 1903. All the direct and indirect bounties had been cut off, but the sugar prices would not adjust themselves to this change, as had been expected. The market prices were below the cost of production in some countries, where sugar had to be sold at an absolute loss. Almost every country in Europe had sugar to sell—some of them even from old surplus stocks. Overpro-

duction and fierce competition existed everywhere; hence, the leading sugar manufacturers claimed that nothing short of a positive reduction of acreage all over Europe would bring the beet-sugar business back to a paying basis. In the meetings of the various associations the farmers were told that fewer and cheaper beets in the coming season alone could save the sugar industry from ruin, and that they had better devote more attention to the cultivation of flax, grains, and other products. But all this hue and cry does not seem to have made a very deep impression, as will be seen from the following table, showing how large an acreage in Europe has again been sown to sugar beets. This information has been compiled and published by the International Union for Sugar Statistics, or, in other words, by a combination of all the sugar factories of Europe, which are in the best possible position to furnish figures that are pretty nearly correct. The area planted is given in the table, with comparisons with 1903.

Country.	1903-4.		1904 5.	
	Acres.	Acres.	Acres.	Acres.
Germany .....	1,027,580	1,016,561		
Austria .....	757,633	793,204		
France .....	553,998	467,249		
Russia .....	1,395,801	1,203,972		
Belgium .....	142,083	112,196		
Holland .....	99,688	88,602		
Sweden .....	70,997	61,467		
Denmark .....	38,795	34,595		
Italy .....	123,550	84,015		
Total .....	4,210,125	3,861,861		

It will be seen that the sowings this Spring have been only about 6 per cent. less than they were last year. The amount of sugar that will be grown from this immense field of 3,861,861 acres of sugar beets is an unknown quantity; but the yield of last season is taken as an average one and if fair weather continues till October, about 5,520,000 tons of beet sugar in the coming season of 1904-5 may be expected, against the 5,915,000 tons of the present season. This lessening of the production, though comparatively small, and the increase of consumption, which has been exceptionally large of late, will materially decrease the surplus old stocks that have burdened the world's sugar market for the past three or four years; it will probably also restore the sugar business to a more normal condition.

## PETERBORO' SUGAR INDUSTRY.

A number of shareholders of the Peterboro Sugar Co., whose existence practically came to an end through the failure of the ratepayers to endorse the bonds of the company, are considering a proposition for the revival of the industry made by J. Fowler of Toronto, representing Toronto and Michigan capitalists. He proposes, on condition of \$50,000 being subscribed locally, to form an entirely new company, complete the factory buildings and put the industry in operation by the Fall of 1905. No calls upon the subscribed stock are to be made till the buildings are completed and machinery laid down. At a meeting of shareholders \$11,500 of the stock was subscribed, and it is believed the balance of the \$50,000 can readily be secured. Mr. Fowler thinks the outlook extremely promising in this district.

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UNJUST AND UNBUSINESSLIKE.

It is the boast of supporters of the Dominion Government that its administration of public affairs has been progressive and businesslike. In many respects this must be recognized, yet in other matters the policy of the Government is one that no far-sighted business would adopt.

We do not refer to such matters as the resignation of Auditor-General McDougall, or the case of the Davis canal contract, matters which are engaging the attention of the political press. Our reference is more particularly to the treatment of some of the more responsible servants of the Crown.

In the eight years since the Liberals attained power the cost of living in Canada has increased fully 50 per cent. The inevitable consequence of this change in conditions has been that business men of all classes have found it

necessary, in order to preserve the standard of work in their establishments, to advance the salaries paid, whether to untrained laborer or to general manager, in a material degree. In recent years we have heard of salaries which a few years ago were unthought of. The Government has recognized the altered conditions in the increased sessional allowance to members of Parliament, as well as in a general advance in the salaries of the employes in practically every department under its control.

Yet in spite of the increased cost of living; in spite of the fact that salaries of all classes of people have expanded, the Government continues to keep in office at the salary set at Confederation, the most responsible, the most honored servants of the Crown, the judges of the Supreme Court of Canada, men on whose decisions rest the disposition of millions of dollars, and on whose strength and ability the honor and integrity of our judicial system is in large measure dependent.

Viewed from any standard of comparison, the salaries of our Supreme Court judges is ridiculously small. Compared with the salaries attached to similar courts in other British colonies, weaker in every respect than Canada, or compared with the salaries paid to the men who attain to eminence in the Canadian industrial, commercial or professional world, and particularly when compared with the income of any first-class lawyer in this country, the stipend attached to the Supreme Court of Canada is shamefully small and inadequate.

Such a policy is unbusinesslike, as well as unjust. The sacrifice that any desirable lawyer would have to make to accept an appointment to the Supreme Court is such that many of them would not, or, rather, could not, accept it. Such a condition is inimical to the best interests of the business men of Canada. Deterioration in the personnel of that court would soon manifest itself in decisions which would destroy confidence in our whole judicial system.

The Dominion Government should take up this matter in earnest during the present session, and place the salaries of our Supreme Court judges on a basis that would ensure the appointment of the most desirable men when vacancies shall occur.

A CRITICISM THAT STINGS.

CANADA'S petty treatment of her most honored and capable servants has not only aroused discussion at home, but has been the subject of unfavorable comment abroad. There is so much truth in the following, from the Pittsburg Dispatch, that any Canadian cannot help feeling its sting:

"Compared with the United States, Canada's civil service, notwithstanding the increases under the new amending Act, remains ill-paid. The maximum for deputy heads of departments is only \$4,000 a year, and for chief clerks of departments \$2,800 a year, far below the remuneration men of equal ability command on railroads, in the banks, insurance and financial concerns, and commercial houses.

"The officials are expected to live in a style which leaves no possible margin to the good. Men of large families lead a struggling existence to keep up social appearances, and die poor. The consequence is the service has ceased to attract the best material.

"Matters on the bench are even worse. The High Court judges in Ontario receive \$6,000 a year, and Federal Supreme Court judges, the highest in the land, only \$7,000 a year. The insufficiency of these salaries may be gathered by comparison with New South Wales, with a population of only 1,400,000, which pays ten puisne judges \$12,500 a year each; Victoria, population 1,200,000, pays \$15,000 to the High Court judges, and so in all the Australian colonies.

"The integrity of Canada's judges is traditional, but the salaries paid are below the earnings of first-class lawyers."

**THE MINISTER SHOULD ACT.**

THOSE who have given serious thought to the work of the Supreme Court of Canada have reason to look to the Minister of Justice, Hon. Chas. Fitzpatrick, for action which will rid Canada of the stigma of meanness and shortsightedness in its treatment of the bench.

It is the custom of the Dominion Government to leave such matters to the Minister in charge of the department directly affected. The present Minister of Justice is the type of man from whom one would expect broad-minded treatment of such an important subject. He has, moreover, evidenced that he has at heart the best interests of his department. There is, therefore, good reason to hope that he will place himself at the head of the movement to ensure the integrity and strength of the Supreme Court by more adequate remuneration for the judges. If he does, he can depend on the unanimous support of those who are the leaders in commerce, industry and the professions in Canada, and on the general approval of all classes in the Dominion, in a step which will give him recognition as a progressive Minister of the Crown.

**THE TREATMENT OF AGENTS.**

A COMMON source of complaint among Canadian business men is the unsatisfactory methods often employed by firms in Great Britain doing business with this country. There is just a possibility, however, that while the faults of the business firms in Great Britain are being considered our own faults may be overlooked.

There was a time when the exports of this country were practically confined to agricultural products and raw materials. That day is past. We have now become exporters of a great many finished articles, and our trade in this particular is rapidly increasing.

As our ability to export increases so does the necessity for our employing proper methods become more obvious. The reports of the Canadian commercial agents in other countries repeatedly point out the necessity of correcting

certain short-comings. And these are supplemented by reports which come through private sources.

Promptness in correspondence is most essential. The shipping of goods which are up to sample is imperative, and agents who are appointed as representatives should be properly treated. Copies of correspondence, which the firm in Canada may receive from houses in the territory looked after by the agent, should be supplied the latter when it does not come through him. He should be thoroughly informed on all matters of this kind. Some contribution should also be made to his expenses if he is to be expected to be zealous for the interest of the firm, notwithstanding the fact that he may be working on commission.

**OUR MAILING SYSTEM.**

If it should happen that there is a delay in receiving your copy of THE GROCER or you do not receive it, you can without hesitation place the blame on the Post Office authorities.

Particular pains are taken in our Mailing Department to insure the safe delivery of every copy of the paper. We have a distributing Post Office of our own in our establishment, where we sort all the papers into their different routes and districts. These are immediately despatched to the Station and placed on the train, instead of being sent to the General Post Office for distribution like other papers.

All our subscribers in Ontario and Quebec should receive their copy of the paper on the day of publication, and if it is not received on that day we would like to hear of it, so we can trace the matter up and find out where the fault lies.

We are anxious to maintain a perfect and fast delivery system, and we have now one of the best equipped mailing departments of any publishing house in America, but you will help us still further by letting us know of the slightest delay in the delivery of your copy of the paper.

Firms in the United States who have agents abroad do this, and it pays them. Then when new goods are put on the market electros of these should be sent to the agent to be used in circular or newspaper advertising. A cut of the firm's head office should also be found on letterheads and other business literature used by the agent. In fact everything reasonable should be done to assist the agent and to give publicity to the goods manufactured by the firm.

When an agent has been appointed it does not matter whether he is purely on commission or not, the principals should take an interest in him and the territory which he controls. If interest is not taken in the agent it is only natural that his concern in the welfare of the

particular lines which he handles for them should become apathetic.

As we have already said, something should be contributed to his expenses, and his principal should insist that he make periodical reports as to not only the business he has done, but touching upon the prospects for the future and what methods could be employed to increase trade. By insisting on this and by keeping him in turn thoroughly posted as to new goods, etc., the possibility of success is very much increased.

There is no doubt about it that if every manufacturer who caters to the export trade would exhibit more enthusiasm and concern for the success of his foreign business the aggregate results would soon be revealed in the trade returns of the country. "It is the littles that make the muckles," as the old Scotch proverb says.

**CROCKERY SPECIAL.**

The Crockery Special of The Grocer, which was to have been issued this week, has been postponed until July 15. The grocery trade throughout the country is manifesting a lively interest in this midsummer special, which is undoubtedly one of the features of The Grocer for the present year.

**THE FIELDING BANQUET.**

A PUBLIC banquet is to be tendered Hon. W. S. Fielding, Minister of Finance in the Dominion Government. Many business men would like to honor Mr. Fielding in this way, but are practically compelled to hold aloof by the fact that those in charge of the affair have, as is too frequently the case in Canada, seen fit to make the occasion a party demonstration.

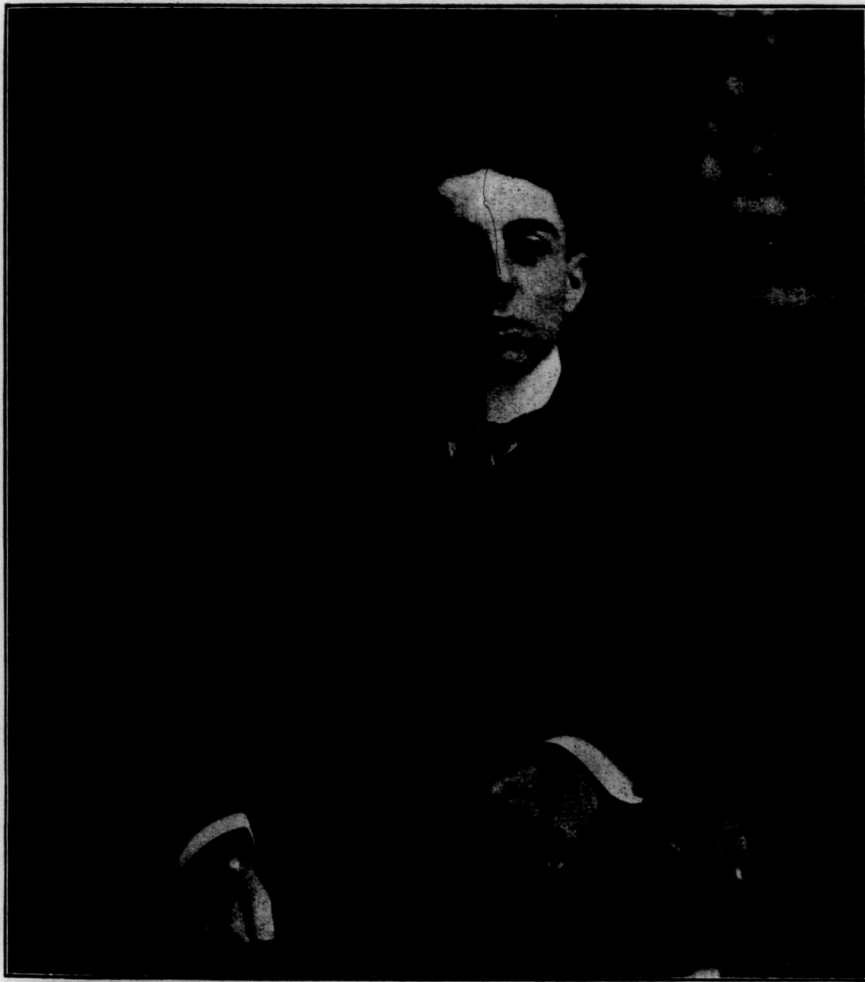
Mr. Fielding, in his position of Finance Minister, has come in contact with all industrial and commercial classes in Canada and, by his clean methods, his practical sagacity and fair treatment, has won genuine respect and regard. For this reason it is regrettable that a banquet to him should be made a petty party demonstration instead of a function at which all classes might express their desire to do him honor.

A similar opinion was expressed by many Liberal business men in Montreal when the recent banquet to Mr. R. L. Borden, leader of the Opposition, was turned into a Conservative party demonstration.

### A RISING GROCERY BROKER OF MONTREAL.

THE GROCER has pleasure in presenting in this issue the portrait of Mr. A. Durocher, one of Montreal's grocery broker and commission merchants. Mr. Durocher entered the grocery brokerage business in Ottawa in 1897, representing a number of domestic and foreign houses. In 1902 he removed to Montreal, opening offices at 13 St. John street, where until a few weeks ago, when he removed to larger

the past five years he has established a very successful connection for not only his domestic, but also his foreign principals. Among the many firms represented by Mr. Durocher are the following: Canadian Cannery; F. R. Lalor, Dunnville, dried and evaporated fruits; Baird & Peters, St. John, molasses; the W. S. Loggie Co., Chatham, N. B., canned lobsters, blueberries, etc.; Jas. Wilson & Sons, Fergus, cereals; S. Glenn & Son, Chatham, Ont., beans; J. U. Gervais & Co., Joliette; Canadian



Mr. A. Durocher, grocery broker and commission merchant, Montreal.

and more convenient offices at 18 St. Alexis street, in the Chesterfield buildings, he has conducted a steadily increasing business. Mr. Durocher is a young man who has by steady application and a close study of the interests of his customers, secured a good connection among the jobbing trade, not only of Montreal, but also of Ottawa and Quebec. At the commencement of his business career he devoted his time principally to the canned goods and imported dried fruit business, but during

leaf tobacco; the E. C. Flaccus Co., Wheeling, West Virginia, sauces, catsups, etc.; Castle Bros., San Francisco, California dried fruits; Thornton & Co., Malaga, Spain, Spanish dried fruits and nuts; Fernando Garcia, Gandia, Spain, raisins; Albert Coe, Denia, Spain, valencias; N. A. Maeripodare & Co., Smyrna, sultana raisins and figs; Societe d'Importation and Exportation, Aix-en-Provence, almonds, etc.; Del Banco, London, England, spices; Tancredi & Co., Paris, France, glues and

gelatine; De Costa & Co., Barbadoes, molasses; Clayoquot Sound Canning Co., British Columbia, etc.

From this list it is seen that Mr. Durocher covers the grocery trade requirements very thoroughly. He issues weekly circulars, which are sent to the jobbing trade of Canada, and in this way the latter is kept in thorough touch with the different markets.

### TORONTO GROCERY CLERKS' OUTING.

ON July 1 the annual picnic of the Toronto Grocer Clerks' Association, Toronto, to Victoria Park, Niagara Falls, was held. Originally it was intended to go to Jackson's Point, but at the last moment a change in the arrangements was made which met with the unanimous approval of the members of the association.

The excursion left Toronto on the early morning boat, arriving at Victoria Park in ample time for a full day's outing. The following interesting programme in the way of races, guessing contests, etc., was thoroughly enjoyed by the numerous competitors and their friends.

Events and prizes were as follows:

1—Broad jump—1, package of Salada tea, valued at \$4; 2, a \$3.50 package of Vim; 3, tin of coffee valued at \$2.50.

2—Throwing ball—1, package of Malta Vita, valued at \$4.50; 2, a ham worth \$3; 3, fountain pen.

3—75-yard race, gentlemen—1, P. G. goods valued at \$5; 2, dozen brooms, worth \$3; 3, box of cigars.

4—75-yard race, ladies—1, cut glass bottle, worth \$4; 2, box of candy; 3, box of macaroons.

5—Guessing contest, gentlemen—1, case of pickles; 2, case of pickles; 3, box of candy.

6—Guessing contest, ladies—1, six dozen of jelly; 2, two tins of biscuits; 3, box of candy.

7—Sale—1, case of ginger ale; 2, pail of lard; 3, can of coffee.

The winners of these events, in proper order, were as follows:

Event 1—1, Anderson; 2, Hudson; 3, Turpin.

Event 2—1, Turpin; 2, Hudson; 3, Anderson.

Event 3—1, Turpin; 2, Anderson; 3, Matthews.

Event 4—1, Miss Anderson; 2, Miss McKee; 3, Ferguson.

Event 5—1, Hudson; 2, Turpin; 3, Anderson.

Event 6—1, Miss Ferguson; 2, Miss McKee; 3, Miss Anderson.

On account of the inclement weather the last race had to be postponed. Arrangements for running off this event will be made at the next meeting of the association, which takes place Tuesday, July 12, at room 2, in the Temple building.

**"A Little Plain Talk  
To Clear-Headed Business Men."**



The one great dominating influence—  
The one appeal to the dealer and the public—  
The one test that the world recognizes as the standard of value, is the "Cup Draw."

This being so, would it not be good wisdom for every grocer to satisfy himself of the intrinsic value of "SALADA" Ceylon Tea alongside of any other brand on sale?—the "Tea Pot" will demonstrate this in five minutes. We ask you in all sincerity and candour, is it not worth your while to have absolute proof of its superiority in your own and your customer's interest? We think it is.

To build and hold a trade nowadays, you must serve the people well, not passably so, but well, not only in Teas but in every line of goods you handle.

Write for samples and terms, "SALADA," Toronto and Montreal.



Have you tried to oblige your customers during the summer months by suggesting to them

**BORDEN'S**



"EAGLE" Brand  
Condensed Milk or  
"Peerless" Brand Cream?

Try it and see how easy and profitable it is to sell these two favorite brands.

**WM. H. DUNN, AGENT MONTREAL**

ERB & RANKIN  
Halifax, N.S.

SCOTT, BATHGATE & CO.  
Winnipeg, Man.

W. S. CLAWSON & CO.  
St. John, N.B.

SHALLCROSS, MACAULAY & CO.  
Victoria and Vancouver, B.C.



It's a handsome package, and will look well in your window, on your counter or shelves. It will help you sell more starch—more good starch.

We pack our very best quality

**LILY WHITE GLOSS STARCH**

in these handsome drum packages, each containing 6 pounds, 8 drums to a case, and a pair of drum sticks are supplied with each drum.

Who will be first in your district to show the new package?

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

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, July 7, 1904.

### Groceries.

CANNED goods are the feature of the grocery market this week. The Canners' Association have issued special instructions regarding the prospects of the new pack, and although no prices are quoted, strong hints are made as to the advances that are likely to become law. Out of 38 salmon canneries in British Columbia, for instance, only 17 are ready for operation, and salmon is likely to be in a strong position. Great interest is being taken in molasses from the Barbadoes, inasmuch as higher prices are expected, and it is said a mistake has been made of between ten and twelve thousand puncheons in the estimate of the crop there. Planters, when they heard first of the heavy crop of molasses, turned out a great deal more sugar than they would have done otherwise, and the jobbers were deceived into thinking there would be an excessive quantity of molasses available. Camphor has dropped from \$1 to 85c per lb. Singapore white pepper is reported to have been offered at lower prices for distant deliveries. Both Jamaica and Cochin ginger are comparatively slow, but the hot weather is sure to create a demand. Nutmegs continue steady. Flake tapioca is in small demand, with no quotable change in price, but medium pearl of fairly good quality is selling freely at lower prices. Canary seed has advanced from 4c and 1½c to 5c and 5½c. It may be remembered that this was prophesied in The Grocer several weeks ago. Reports from Turkey are pessimistic regarding the growing crop of canary seed, but it is too soon to estimate as to its quantity and it is well to remember that even if it should be short there the Plate seed will readily fill the deficiency. Sugar continues to hold its strong statistical position, and the reports all point to a continued high market. Dried fruit is in steady demand, although crop reports from the countries of production continue to confirm the already gloomy views taken by experts, and the tendency is to reduce early estimates, instead of increasing them. Evaporated fruits continue to be in splendid demand, in spite of the abundant supplies of fresh fruits. The evaporated apples are holding strong at 7c, and the man who held the corner has certainly done well.

### SUGAR.

Sugar is still strong. Continental consumption for the past month increased steadily. There has also been a marked reduction in the American stocks, and compared with last year there is a diminution in the American and Cuban stocks of at least nearly 270,000 tons. There is every indication that sugar will be even dearer, although experts state

that many of the advances have been speculative. We quote:

Granulated, bbls.	\$4 40
" " 1-bbls	4 55
" " bags	4 30
Paris lump, boxes and bbls	4 90
Extra ground, bbls	4 75
" " 50-lb. boxes	4 95
" " 25-lb. boxes	5 05
Powdered, bbls	4 55
" " 50-lb. boxes	4 75
Phoenix	4 30
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 10
No. 2 " bbls	3 90
No. 1 " bags	3 80
Raw Trinidad	3 20
Trinidad crystals	3 30

### SYRUPS AND MOLASSES.

The report has got abroad that there is a corner in molasses. This, however, cannot be verified, and if there is such a thing it is not in the hands of Montreal houses. No doubt a mistake has been made in the estimate of the crop, and dealers are in a quandary as to whereabouts 20,000 puncheons of the crop reported may have gone. Some think it is held in New York, others that it is in the hands of eastern dealers, and will turn up in schooners during this month. However, from the Islands it is stated on the very best authority that molasses is scarce and will be higher. Some offers of 25c were refused this week. We quote:

Barbadoes, in puncheons	0 26
" " in barrels	0 28½
" " in half-barrels	0 29
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½ 0 03
" " 1-bbls	0 03
" " 3½-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " ½ doz. "	2 25
" " 20-lb. " ¼ doz. "	2 10

### COFFEE.

Coffee has been given a firm tone by reduced arrivals, and it is thought that a higher range of prices is near. It is reported that the total crop of Brazil coffee will not reach ten and a half million bags, and it is also stated that the new crop, which is very late, is on the average a very poor yield, the berry being quite small. There has been a reported advance in Colombia and other Central American sorts, but it has not affected the market here. From the Old Country it is learned that East India coffee that has been offered is of such poor quality that it was difficult to find ready sale for it. We quote:

Good Calcuttas	0 10 0 10½
Choice	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

### TEA.

The tea market has been irregular, without very great activity during the past week. Prices are easy, but there is a good demand for all high grade teas. For Ceylon teas the market seems well supplied. The lower and medium grades are, of course, leading in demand. As

is usual at this time of year, fine teas are in small supply. China teas in some grades, such as Oolongs, and scented Orange Pekoes, remain firm and unchanged. Congou teas are comparatively quiet. Japan teas are holding strong, and are in good demand. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congou	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian	0 12 0 20

### CANNED GOODS.

A strong position is held by all canned goods. The Canners' Association have issued a list of obligations to all the big wholesale houses. One of these states that the canners reserve the right to increase prices, subject to pack, from 2½c upwards over the lowest opening prices from July 1. This covers all canned goods, fruit, meats, and fish. Salmon is in the front of the market just now. Sales are being made in large quantities of old stock, and although new pack prices are not out, there is every probability of a continued advance. However, the first new pack of any canned goods will no doubt be peas, and following will be strawberries. Canned tomatoes are likely to be very much dearer before the new crop is available. Supplies are very limited, and as the new crop does not come into the market until October, the strength of the position may easily be seen. Canned corn is still strong. It was stated by an expert that he did not believe there were a hundred cases on the market. Latest reports from France advise that the sardine fishing is progressing well, with slight interruptions from bad weather. The quantity of fish caught up to date has not been large. The prices paid have been high, especially as the fish caught are considered small in size, running mostly from 14 to 18 in the quarter tin. Hand to mouth is the order in buying salmon, inasmuch as the Alaska pack of 1903 is being withheld by the largest packers. We quote:

Fraser River salmon	5 75
Skeena	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring soc eye	5 00
Coho	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47
Lawtonberries, 2s.	1 57
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s.	1 52
" 3s.	1 67
Peaches, 2s.	2 00 2 20
" 3s.	1 63 1 77
" 3s.	2 57 2 72
Plums, Lombard 2s.	1 35
" Green Gage, 2s.	1 47
Cherries, red pitted, 2s.	2 30
Baked beans, 3s.	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb. sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70

# Special Notice

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## to the Trade

The following wholesale grocers throughout  
the Dominion are selling

**QUAKER CANNED GOODS**

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

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

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**BLOOMFIELD PACKING CO.**

LIMITED.

*Bloomfield, Ont.*





become even worse as the season advances, as purchases in Europe so far have been very moderate, and with all estimates of cane sugars available for the next two months, including stocks now in importers' hands, of about 27,000 tons, and the entire balance of the Cuban crop placed to the credit of July-August receipts, it would seem to leave stock in Atlantic ports on August 31 of less than 100,000 tons. On a basis of Summer meltings, this would be less than three weeks' supply. It would thus appear to be absolutely necessary for American refiners to purchase heavily in Europe, to provide for this contingency. It would also be observed that the tendency in European markets is steadily upwards, and it is surprising that the improvement has not been greater.

Refined is unchanged in all positions, both in United States and Canada, and the markets have been rather waiting, pending further advances in raws. The demand has been checked by the holidays, but there should be considerable improvement in this respect from now on, as the coming of small fruits has commenced. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 18
in 100-lb.	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 45
Berlin granulated	4 45
Domestic beet, granulated, 1902 (off grade)	4 23
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2	4 05
No. 1	3 93
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

SYRUPS AND MOLASSES.

Syrups and molasses are quiet and without special feature. It is reported that there is only one firm willing to take the risk of shipping New Orleans molasses to this market in view of the test. Prices generally are firm, although New Orleans may be a shade easier. The trade generally is interested in the latest revision of the tariff which restricts duty free molasses to direct importations from British ports. Our quotations are as follows:

Syrups—	
Dark	0 30 0 32
Medium	0 35 0 37
Bright	0 02 0 02
Corn syrup, bbl., per lb.	0 02 0 02
“ “ “ “ “ “ “ “	0 02 0 02
“ “ “ “ “ “ “ “	0 03 0 03
“ “ “ “ “ “ “ “	1 30 1 30
“ “ “ “ “ “ “ “	0 90 0 90
“ “ “ “ “ “ “ “	1 90 1 90
“ “ “ “ “ “ “ “	2 35 2 35
“ “ “ “ “ “ “ “	2 35 2 35
“ “ “ “ “ “ “ “	2 10 2 10
Molasses—	
New Orleans, medium	0 25 0 30
“ “ “ “ “ “ “ “	0 27 0 32
“ “ “ “ “ “ “ “	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts.	0 27 0 27
1-gal. cans	0 95 1 00
5-gal. cans, per gal.	1 00 1 00
Barrels, per gal.	0 75 0 75
5-gal. Imp. brand, per can	4 50 4 50
1-gal. “ “ “ “ “ “	5 10 5 10
1-gal. “ “ “ “ “ “	5 60 5 60
Qts. “ “ “ “ “ “	6 00 6 00

TEAS.

Teas have been quiet during the week under review. The impression prevails in some quarters that the Japan market has reached rock bottom. The increased inquiries for Japans marks a new era in the Canadian tea market. For some seasons on account of the high price of

Japans the market has been diverted to Ceylon and Indian greens, and it remains to be seen whether the Canadian consumer will go back to Japans. There has been much speculation on this point among the tea trade, and now that conditions will allow of such a change the trade are very curious to see which way things will turn. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12 0 60
caddies, Pakling	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchong	0 17 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 22 0 30
Pekoe Souchong	0 18 0 25
China Greens—Gunpowder, cases, extra first	0 42 0 50
“ “ “ “ “ “ “ “	0 22 0 28
Young Hyson, cases, sifted, extra first	0 42 0 50
“ “ “ “ “ “ “ “	0 35 0 40
“ “ “ “ “ “ “ “	0 28 0 38
“ “ “ “ “ “ “ “	0 16 0 23
“ “ “ “ “ “ “ “	0 15 0 18
Pingsueys—Young Hyson, 1/2-chests, firsts	0 28 0 32
“ “ “ “ “ “ “ “	0 18 0 19
“ “ “ “ “ “ “ “	0 28 0 32
Japan—1/2 chests, finest May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20 0 20
Common	0 19 0 19

COFFEES.

The coffee market continues quiet, with sales on the street small during the week under review. For the time of year, however, trade is satisfactory. Low grade Rios are reported to be scarce.

According to latest New York reports the new 1904-05 crop season opened July 1 with the largest stocks on hand in every direction ever known at the beginning of a new crop. If climatic conditions continue favorable in Brazil during the flowering periods, it means great possibilities for the growing crops. The enormous stocks held everywhere, bought at high prices, form a great barrier to higher values, and this will be felt all the more keenly when the new crop receipts come down in earnest. Our quotations are as follows:

Green Rios, No. 7	Per lb. 0 08 0 08
“ “ No. 6	0 08 0 08
“ “ No. 5	0 08 0 08
“ “ No. 4	0 09 0 09
“ “ No. 3	0 21 0 25
Mocha	0 22 0 35
Java	0 10 0 12
Santos	0 26 0 35
Plantation Ceylon	0 22 0 25
Porto Rico	0 15 0 20
Guatemala	0 15 0 20
Jamaica	0 16 0 23
Maracaibo	0 16 0 23

RICE AND TAPIOCA.

In certain quarters a scarcity of tapioca is reported, as well as a slight stiffening in the price. In others it is held that the market is easier, if anything, and that the first report is nothing more nor less than an attempt to bull the market. Rice is unchanged. Our quotations are as follows:

Rice, stand. B.	Per lb. 0 03 0 03
Patna	0 05 0 05
Japan	0 06 0 07
Sago	0 03 0 04
Tapioca, staple	0 03 0 03
“ “ double goat	0 04 0 04
Carolina rice	0 10 0 10

SPICES.

Spices continue practically unchanged. Peppers have been slightly easier, but the market is fluctuating, and a reaction is not unlikely. We quote the following prices:

Peppers, blk.	Per lb. 0 18 0 19
white	0 23 0 27
Ginger	0 18 0 25
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 14 0 17

Foreign Dried Fruits

Trade in dried fruits continues steady, but quiet, as this is between seasons. Prunes have been moving freely, and the market has been cleaned up pretty well in dried apricots.

Latest reports from Patras, Greece, say that the new Currant Bill has passed its first and second readings, and probably its third by this time. It is claimed in certain quarters that its provisions are, on the whole, beneficial, and bound to affect the future course of prices favorably; for example, those provisions prohibiting further plantations of currant vines, the abolition of the export duty, the increase of the retention from 20 to 35 per cent. (the extra 15 being for the account of the Government to make up for the abolition of the export duty, and the usual authority of the bank to buy up surplus at a fixed price). As heretofore, the British Government protested against the substantial increase of the retention, but the Greek Government has adjusted the difficulty by reducing the import duty on such articles as codfish and tinned goods.

The total yield may not reach over 165,000 tons, and there are two months yet before the crop will be housed. In nearly all districts the disease peronospora exists, and has already done some damage, which will be further increased in the event of rain. One authority says that with a crop of 170,000 tons, the retention of 35 per cent. and the purchase of the Currant Bank, present prices are too low, and a reaction is likely as soon as the Currant Bill is passed. We quote the following prices:

PRUNES.

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

CANDIED PEELS.

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

FIGS

Tapnets	Per lb. 0 03 0 03
Naturals	0 06 0 09
Elemes	0 09 0 20

APRICOTS.

Californian evaporated	Per lb. 0 12 0 15
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PEACHES

Californian evaporated	Per lb. 0 08 0 12
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CURRANTS.

Fine Filiatras	Per lb. 0 04 0 04
Patras	0 06 0 06
Vostizzas	0 07 0 08

RAISINS.

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

DATES.

Hallowees	Per lb. 0 03 0 04
Sairs	0 03 0 03
Fards	0 08 0 09

# 1903 Crop Dried Fruits

## IN PERFECT CONDITION:

Bevan Delectable Clusters Malaga Table Raisins	. \$0 60 per 1/4 box.
Bevan Delectable Clusters Malaga Table Raisins	. 1 50 per box.
Segalerva Rideau Dehesa Clusters Malaga Table Raisins	. 1 50 "
Minerva Brand, 4 Cr. Cleaned Sultana Raisins	. 6c. per lb.
Trenor, Fine Off-Stalk Valencia Raisins	. 5 1/2c. "
Arguibau, Fine Off-Stalk Valencia Raisins	. 5 1/2c. "
Aranda, Fine Off-Stalk Valencia Raisins	. 5c. "
Bevan's Three Crown Malaga Loose Muscatel Raisins 50-lb. boxes	. 6c. "
Pheasant Brand Oregon French Prunes, 80/90, 50-lb. boxes	. 4c. "
Pheasant Brand Oregon French Prunes, 60/70, 50-lb. boxes	. 5c. "
California Choice Apricots, Armsby WHITE RIB- BON Brand, 25-lb. boxes	. 10c. "
California Seeded Seedless Raisins, CARNATION PINK Brand, boxes 45/12 oz. cartons	. 4c. per pkg.

TERMS F.O.B. MONTREAL, NET 30 DAYS or 1% 10 DAYS.

# Mudon, Hebert & Cie.

## Montreal.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

FOREIGN NUTS.

The foreign nut market continues steady, but without special feature. We quote the following prices:

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

Country Produce.

EGGS.

Instead of a lowering of prices, there has been a little stiffening up this week, the range being from 15c to 15 1-2c. Receipts have been somewhat smaller, on account of the "clucking" season for the hens. To neutralize this, consumption has fallen off, as it always does, during July and August. The market is quiet and uninteresting, neither dealers nor export demand showing any liveliness. Prices are expected to remain at this level.

APPLES.

The situation in evaporated apples is peculiar, prices being firm, although the demand is only nominal. The reason is that stocks of evaporated apples are in a few hands, and for some unforeseen reason they are holding the price up. We quote the following prices:

Evaporated apples, per lb.	0 06 1/2
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BEANS.

Provision men say there is nothing doing in beans, although wholesale grocers have been selling white beans in considerable quantities for this time of the year to mining and lumbering firms, one firm having sold 50 bags during the week. Prices have been a little off, but in view of the improved demand a stiffening up in prices is not unexpected. Our quotations are as follows:

Beans, mixed, per bush.	1 40
"    prime, " "	1 50
"    handpicked, per bush.	1 65 1/2
"    water-stained " "	1 00
"    Lima, per lb.	0 05 1/2 0 06 1/2

HONEY

Nothing new is reported in the honey market. Trade is quiet, and last week's quotations are unchanged.

Honey, extracted clover, per lb.	0 06 1/2 0 07 1/2
"    sections, per doz.	1 50 2 00

Fish.

A fair trade is reported in fish at unchanged prices. The supply is good, with the exception of herring, which still remains scarce. We quote the following prices:

Halibut, " "	0 12
Sea salmon, " "	0 18
Whitefish, fresh caught, per lb.	0 09
"    per lb.	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb.	0 08
Herring, lake, per lb.	0 05
Pike, per lb.	0 05

Green Fruits.

The first of July trade in green fruits is reported to have been particularly good in bananas, pines and oranges, particularly the former, and a brisk de-

mand continues in all these lines. Bananas are arriving on the market freely. Old stocks of lemons are being rapidly cleaned up and new stocks of Verdillis are arriving on the market, and supplies from Florida will now begin to supply the fancy trade. Tennessee apples are easier, but stocks are poor and the demand is slow as yet. California cherries are slow and Canadian cherries are considered lower in price with an improved demand. Strawberries are a little higher in price than last week; quality of stock is only fair and supplies arriving daily are no more than is sufficient for the local market. This year's crop is short, being only half that of an average year, and it is believed the season is nearly over. With suitable weather it may last, however, for another week or ten days. Tomatoes are now arriving from Tennessee instead of Mississippi. Georgia watermelons are arriving, the Florida crop being practically over. The demand for California deciduous fruit is improving, and before long certain firms will be receiving a car a day. Recent arrivals are reported to have been wasty. This market will continue from now until September. Reports from California say the fruit crop there is good, although nothing unusual. Alberta peaches and Delaware raspberries are on the market for the first time this week. We quote the following prices:

Mediterranean sweets, per box.	3 50	4 00
California late valencies, per box.	4 00	4 25
Messina lemons, new, 300's, per box.	2 25	3 00
"    360's, per box.	2 25	2 50
Sorrento lemons, new, 300's, per box.	3 00	3 50
Verdelli lemons, 300's, per box.	3 50	4 00
Havana pineapples, per crate.	3 50	4 00
Bananas, large bunches, per bunch.	1 75	2 25
Bananas, red, per bunch.	1 50	2 00
Apples, per bbl.	3 00	4 00
"    new Tennessee, half bushel baskets.	1 75	2 00
"    California cherries, per 10 lb. box.	1 00	1 50
"    Canadian cherries, per basket.	1 00	1 25
"    Limes, per box.	0 06	0 84
"    Strawberries, Ontario, per box.	1 00	1 25
"    Tennessee tomatoes, per crate.	0 25	0 40
"    Watermelons	7 50	8 00
"    Cantaloupes, California, per crate.	3 00	4 00
"    Cantaloupes, Texas, per crate.	0 50	0 60
"    Gooseberries, per basket.	1 50	1 75
"    California peaches, per crate (4 baskets).	1 50	1 50
"    apricots.	1 50	1 75
"    plums.	0 15	0 15
"    Raspberries, Delaware, per box.	0 15	0 15
"    Alberta peaches, per 4 basket carrier.	0 50	0 50

Vegetables.

The week under review has been a good one in the vegetable market. The demand for all kinds of vegetables continues, while supplies are coming in more freely. Canadian new potatoes have made their appearance on the market, and are quoted at \$1.50 per bushel. Old potatoes are an uncertain quantity, the market fluctuating to the extent that it is difficult to give quotations. Provisioners say the quotations below cover the market, while in the vegetable market proper old potatoes are quoted as high as \$1 to \$1.10 per bag. There has been a slump in green cucumbers, the price dropping from \$2.50 and \$3 to \$1 and \$1.50 per bushel. New beets have dropped again this week, and now sell for 35c, a reduction of from 5 to 15c per doz., while there is a falling off in the price of new carrots of from 10 to 25c. This would tend to show that the supplies of these vegetables are by no means small. Some new Canadian beans and peas are noticed on the market for the first time this week. Michigan celery is on the market and selling at 50c per doz. Local stuff will be on

the market in two weeks' time. Our quotations are as follows:

Potatoes, per bag.	0 85	0 90
Potatoes, per bag, car lots.	0 75	0 80
Egyptian onions, per sack.	2 25	2 50
Bunch lettuce, per doz. bunches.	0 20	0 25
Radishes, per doz. bunches.	0 20	0 20
Mushrooms, per lb.	0 75	0 75
Mint, per doz bunches.	0 20	0 20
Parley, " "	0 20	0 20
Sage, per doz.	0 15	0 15
Savoury, per doz.	0 15	0 15
Carrots, new, per doz.	0 40	0 50
Beets, new, per doz.	0 25	0 30
Egg plant.	0 25	0 30
Rhubarb, outdoor, per doz.	0 20	0 20
Green onions, per doz.	0 15	0 15
Green house water cress, per doz.	0 25	0 25
Green cucumbers, per bush. hamper.	1 00	1 50
Green cucumbers, per doz.	0 40	0 50
Asparagus, outdoor, per doz.	0 50	1 00
Florida new potatoes, per bbl.	3 75	4 00
Green peas, per bush., 12 quart basket.	0 50	0 50
"    cabbage, per case.	2 00	2 25
"    beans, per bush.	1 25	1 50
Waxed beans, per bush.	1 50	1 50
Cauliflowers, small, home grown, per doz.	0 50	1 50
Green peppers, per basket.	0 75	0 75
Canadian new potatoes, per bush.	1 50	1 50
Michigan celery, per doz.	0 50	0 50

Seeds.

While there is still a good demand for Hungarian, millet and corn, the trade for the season is practically over. Buckwheat has made its appearance on the market during the past week, and is quoted at 75c and 80c. Last week's quotations remain unchanged, which are:

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

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is somewhat brighter than last week, Manitoba wheat having advanced in price. The reason for this is undoubtedly the wetness of the season and an increased export demand. Manitoba No. 1 hard is up 2 1/2c, northern No. 1 and 2 are each 2c firmer, and No. 3 northern 3c firmer. Oats are 1/2c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush. Toronto.	0 97 1/2
"    Northern No. 1 " "	0 96 0 96 1/2
"    "    No. 2 " "	0 93 0 93 1/2
"    "    No. 3 " "	0 90 0 90
Red, per bushel, on track Toronto	0 92 0 93
White " " " "	0 92 0 93
Barley " " " "	0 44 0 47
Oats " " " "	0 35 1/2 0 36 1/2
Peas " " " "	0 68 0 69
Buckwheat " " " "	Nominal 0 55 1/2
Rye, per bushel, " " " "	0 64 0 65

FLOUR.

The situation in flour is very firm, although prices have not been affected as yet. The leading factor in bringing this about is undoubtedly the continued wet season. Just as we go to press word comes that Manitoba Fall wheat has been damaged by excessive rains, and that Fall wheat in New Ontario is beginning to rust. Very little flour is being exported as a result of low prices ruling in European markets. A cable from Glasgow dated July 6 offers 24s 3d, but Toronto exporters say they cannot sell below 25c. We quote the following prices:

Manitoba wheat patents, per bbl.	4 60	4 80
Strong bakers " "	4 40	4 80
Ontario wheat patents " "	4 50	4 80
Straight roller " "	4 35	4 50

BREAKFAST FOODS.

The market in breakfast foods continues active and steady, with quotations unchanged. We quote the following prices:

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

**Hides, Skins and Wool.**

Hides are coming in much more freely than last week. Lamb skins have advanced 5c per lb., and pulled wools and supers from 18 and 20½c to 20 and 21½c per lb., and extra from 20 and 22c to 22 and 24c per lb. We quote the following prices:

<b>HIDES.</b>	
No. 1 green, per lb.	0 08
" 2 " " "	0 07
" 1 " steers, per lb.	0 08½
" 2 " " "	0 07½
Cured, per lb.	0 08½
<b>CALFSKINS.</b>	
Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb " "	0 09
" " " 2 " " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 40

<b>WOOL.</b>	
Unwashed wool, per lb.	0 10
Fleeces wool, new clip, per lb.	0 17
Pulled wools, super, per lb.	0 20 0 21½
" " extra	0 22 0 24

**SPECIAL.**

Just as we go to press we hear of an advance in Canadian refined of 5c., following an advance of 10c. in the United States this morning by Arbuckle.

**MANITOBA MARKETS.**

Winnipeg, July 5, 1904.

FOR the past week business has been good, and jobbers report that all around trade is very bright and the future prospects splendid. The market is steady with little or no change in prices of any note.

**Sugar**—The market remains firm. Montreal granulated is quoted at \$5.05 in barrels and \$4.95 in sacks; yellows at \$4.45; Wallaceburg holds the price good at \$4.95 in barrels and \$4.85 in sacks.

**Green Fruits**—The market is a little easier. Late Valencia oranges are \$4.75 a case; pineapples, \$1.50 a case, and bananas \$3 to \$3.50 a bunch. Hood River strawberries are \$4 a case; tomatoes, \$2 a case; cherries, black and red, \$1.50 per 10 lb. case; prunes, apricots and peaches, \$2.50 a case; watermelons, \$4.50 a doz.; cucumbers, \$1 a doz.; rhubarb, 2c a lb.; new cabbage, 4c a lb.; lettuce, 40c a doz.; onions, 30c a doz., and asparagus is now off the market.

**Canned Vegetables**—The market is firm and corn is still quoted at \$4.75 a case.

**Rolled Oats**—Prices are firm. The market quotes 80 lb. sacks at \$2.25; 40 lb. sacks at \$2.30; 20 lb. sacks at \$2.35; 8 lb. sacks at \$2.65, and 6 lb. sacks at \$2.85.

**Evaporated and Dried Fruits**—The market remains firm. All lines of evaporated fruits are scarce. 1902 California apricots are off the market, and 1903 choice are offering at 13½ to 13¾c. California prunes are now quoted 90 to 100 at 4½c; 70 to 80 at 5½c; 60 to 70 at 6c, and 80 to 90 at 5c.

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

**Flour**—The market is firm and quotes No. 1 patent at \$2.45; No. 2 patent at \$2.30, and No. 3 patent at \$1.80.

**Tapioca**—The market still quotes tapioca at ¾c advance, and prices hold good at 8¾c per lb.

**Eggs**—The market is now quoting eggs at 20c, jobbing to the trade.

**Cured Meats**—The market now quotes prices a little easier. Our quotations are as follows: Hams, per lb., 13c; shoulders, per lb., 8½c; picnic hams, per lb., 8½c; dry salt backs, per lb., 9¾c; long dry clear, per lb., 8½c; long spice rolls, per lb., 11c; breakfast bellies, per lb., 13½c; breakfast backs, per lb., 11c; short rolls, per lb., 10½c.

**CONVENTION OF RETAIL MERCHANTS' ASSOCIATION.**

RETAIL Merchants' Association of Canada held its fifth convention on Tuesday and Wednesday of this week, in the association rooms, 21 Richmond street west, Toronto.

The opening session on Tuesday, which was attended by a large number of delegates from outlying cities and towns, was addressed by S. Corrigan, president of the Toronto branch, and G. J. St. Leger, president of the association. Addresses in reply to the welcome were made by A. L. Geen, Belleville; B. W. Zeiman, Preston; W. Farrar, Hamilton, and S. A. Brubacker, Berlin. The speakers all expressed satisfaction with the abolition of trading stamps, and a decided objection to any schemes of a doubtful character.

Wednesday's session was occupied principally with a discussion of trading stamps and prize schemes in general.

Resolutions were introduced to increase the taxation rate applied to department stores from 50c to \$1, and to reduce the amount now paid by coal and wood dealers to the same as that paid by retail merchants.

To procure legislation covering the Police Court law, which discriminates against individual merchants and in favor of corporations, where action may be taken against them.

To abolish Federal fees for examining weights and measures of retail merchants.

To memorialize the Dominion Government not to put the metric system into operation until proper machinery is provided.

To ask for a change in the present system of charging for cartage at both ends of railway trips.

To consider increased rates of fire insurance companies.

To endorse the price contract plan to prevent price cutting.

To discover means to abolish coupon exchange tickets and other similar schemes for attracting trade.

The following officers were elected for the ensuing year: President, A. L. Geen, Belleville; first vice-president, T. F. Kingsmille, London; second vice-president, H. C. Ellis, Ottawa; treasurer, W. B. Rogers, Toronto, re-elected; secretary, E. M. Trowern, Toronto, re-elected. The convention was brought to a successful close by a banquet at the Arlington Hotel.

The T. Eaton Co., Toronto, are contemplating the erection of a building in Winnipeg.

**"PEACOCK" MINCEMEAT.**

A new brand of mincemeat, known as "Peacock Brand," is on the market. This mincemeat is put up in condensed form, in an attractive package, and is manufactured by the Bates, Peacock Co., of Hamilton. Mr. J. W. Bates is the active principal. He is known by both the wholesale and retail grocery trade from Cornwall to Windsor, and has made a record for himself as a specialty salesman. In December last he entered business on his own account. In addition to mincemeat, the firm are making a cream cheese, also known as "Peacock Brand." They recognize that the successful introduction of these two lines is a matter of time and diligent work, coupled with a satisfactory quality in their goods, but they are very sanguine as to the result. Mr. Bates himself, for the present, at least, will call on the trade, and his forceful, convincing manner and methods cannot do otherwise than win favor for "Peacock" Mincemeat and Cheese.

**PERSONAL MENTION.**

Mr. S. J. Mathewson, of J. A. Mathewson & Co., wholesale grocers, Montreal, who has been spending the past month with his family at Little Metis, has returned.

Mr. Jos. St. Pierre, grocer, corner Mt. Royal avenue and Montana avenue, Montreal, received the sad intelligence that his only son was killed in the Wabash railway accident. Mr. St. Pierre, jr., was on his way to visit the World's Fair at St. Louis. Mr. and Mrs. St. Pierre have the sincere sympathy of their many friends in the sad loss that so suddenly overtook them.

MacCrea Bros., Richmond, P. Q., have bought the block on the corner next to their store. They are re-building and re-fitting the entire building, and when completed will have one of the finest stores in the Eastern Townships.

Mr. J. B. Berthiaume's new store on the corner of Park avenue and Prince Arthur streets, Montreal, is well under way, and will be a magnificent grocery, complete in every respect.

Mr. F. J. Verril, Melbourne, P. Q., is making great improvements in his store, all tending to better facilities.

Mr. Geo. Box, Westmount, expresses himself as highly pleased with The Canadian Grocer. Mr. Box has a fine family trade in Montreal's famous suburb, and keeps thoroughly in touch with the wants of his patrons.

Mr. W. H. O'Hara, grocer, corner Prince Arthur and City Hall avenues, Montreal, has recently joined the benedicts, and is taking a trip to New York and the Eastern States.

**HINTS TO BUYERS.**

Buyers of dark grocery sugar should communicate with H. P. Eckardt & Co. H. P. Eckardt & Co. are selling apricots at low prices.

### TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, June 29, 1904.

THE grocery and provision trade has been sadly interfered with because of the depression in the lumber industry, and the consequent reduction in circulating money. The logging camps are a great supply for stores, but this part of the business is about the worst off of all, and the independent loggers are now petitioning the local Legislature for an annulment of the order prohibiting export, if only for a few months. If this is granted, logs may be disposed of in the United States, and there will be plenty of money to back up scores which have remained on books since some of the loggers went into bankruptcy, a year or so ago.

Summer business is now well on. Local strawberries are down to a low figure; local cherries are on the market, and the first shipments of peaches and pears have arrived from California. Extremely warm weather during the past week has made fruit move rapidly, particularly bananas. A couple of carloads obtained on Monday went fast, and to-morrow, with thousands in the city for the Dominion Day celebration, bananas are going to be scarce. More are expected to-day, but not enough to make them easy. Big Burnaby strawberries are going at from \$1.50 to \$1.75 a crate, and those from Hammond and Haney at \$1 and \$1.50. Local cherries from 50c to 75c for a 10-lb. box. The first peaches from the Newcastle district in California are \$1.75; plums, \$1.75 to \$2.25, and apricots, \$1.50 to \$1.65.

The opening of navigation on the Yukon River was the Waterloo of high prices in perishables in Dawson. The decline in figures is sharp and severe on such an occasion. Eggs immediately before were stiff at the retail price of \$1 per dozen, and first dropped to two dozen for \$1.25, and are now \$13 a case and 50c retail. They think lemons are reasonable at \$1.50 a dozen, the figure having been firm at \$2 right along.

A strange case of overstocking in the Dawson market of late has been in regard to cigarettes. The stock has been such a drag in the market that one dealer maintained he could buy there and pay the high freight rates back to Vancouver and Seattle, and undersell wholesalers here at a profit. It is asserted he is shipping 180,000 cigarettes at once.

Owing to shortages in the Dawson drug market recently, H. L. Ladd, a dealer there, found it profitable to bring in two tons of miscellaneous drugs and medicines by express.

A sweeping change in the policy of the large Dawson merchants was made when they decided to quit the credit system. They hold that they have been compelled to bear the burden of expense of carrying the investment for big stocks from eight to ten months, and have either to let the investment of their money lie idle until Spring clean up before realizing returns, or else to borrow other money from the banks, with which to purchase Winter stocks. Many accounts are also lost by miners going out.

Dawson is getting to be an important distributing point for Yukon River points below, and particularly on the Tanana. Dealers have made big shipments of furniture, stationery, dry goods, hardware and produce. One produce man shipped \$1,800 worth in one day, and another 40 tons of potatoes.

Freight shipments into the Cariboo district are perhaps greater than most people imagine. There are many mines being operated in that portion of the province, which need large supplies. For the week ending June 25, 117,400 lbs. were taken north from Ashcroft by wagon team.

Local eggs are higher this week, having risen from 25 to 30c.

The Moore Preserve Company, of New Westminster, is starting operations with a large staff. The building is over 200 feet long, 65 feet in width, and equipped with an up-to-date plant. It will prove a boon to local fruit growers.

Farmers in and around Nanaimo are co-operating to form a market in which to dispose of their produce, and are being assisted by Dawson merchants. House to house visitations of Chinese growers of produce interfere with trade, and a market will in a measure put a stop to it.

Frederic Klevenhusen, jr., of Bremen, Germany, is in Vancouver, and has just come down from up the coast, where he made contracts for the supply of large quantities of pickled salmon from the Skeena and Naas River canneries. His firm is one of the largest in the world dealing in this line.

Special commodity rates to Dawson over the White Pass and Yukon route come into effect July 1, and for the accommodation of shippers the C.P.R. steamer Princess May is being held over. The reduction in rates will be considerable.

Canneries on the northern coast have not yet begun operations, but should

soon start. Sockeyes have commenced to come in in small numbers.

The first fish trap in Canadian waters has proved quite a success, and the owners, C. F. Todd & Co., of Victoria, are well satisfied. The point is, they get first chance at the fish before they go to American waters, where they are taken indiscriminately and in great numbers.

Professor Shutt, of the Experimental Farm, Ottawa, is now making a tour of the province, in company with J. R. Anderson, Deputy Minister of Agriculture. He is studying physical conditions of the soil, and giving lectures to farmers. They have already come in contact with the tent caterpillar, which is doing some damage this year, and the weevil, which destroys strawberry plants. The work of this latter destructive insect this season has been considerable.

One thousand tons of raw sugar from Peru is expected here for the refinery this week. Most of the raw material comes from Java.

Growing of tobacco has been begun at Kelowna. The product is said to be equal to the best imported Havana, and the industry will likely be one of considerable importance in the near future. Winnipeg people are interested in the project.

The provincial inspector of the Board of Horticulture fumigated 12,350 trees this week. This nursery stock comprised fruit trees and ornamentals, and was re-shipped to the Okanagan district. There were also a large number of peach stones, from which seedlings will be produced.

The effects of the discriminatory rates of the C. P. R. are being felt at Sandon. A few days ago one of the merchants there received a consignment of sugar bought under the old rate, and shipped under the new. The increase on sugar is 23c per hundred from Revelstoke to Sandon, and as a result the shipment was refused.

Interior lumber manufacturers are also beginning to feel the effects of the dumping of American poor grade lumber into the Northwest Territories. They enjoy a cheaper rate than coast mill men, but conditions are hard to contend with. It will have a serious effect on trade.

The B. C. Plate Glass & Importing Co., with a capital of \$25,000, has been incorporated to take over the business of the B. C. Plate Glass & Importing Company, of Vancouver.

R. M. Palmer, freight rates commissioner of the Provincial Government, has returned from Chilliwack, and reports an exceptionally heavy crop of hay. Apples are a little better than last year, and plums and prunes are light, the latter being the case all along the coast. The Hurst Brothers, of San Francisco, have leased the Dunnville holdings and are growing hops. They also have yards at Agassiz.

**NEW BRUNSWICK MARKETS.**

Office of Canadian Grocer,

St. John, N. B., July 2, 1904.

**B**USINESS has again been interrupted during the past week owing to the holiday, which, with the previous week's celebration, has considerably interfered with a business naturally rather quiet at this season. There is also considerable complaint on the part of some of the merchants, in the way in which out-standing paper is being met. The tourist trade, from which we expected good results at this season, is somewhat delayed owing to the cold weather, but we are expecting this will be made up to us in July and August. Those who come are chiefly Americans. We wish more of our western Canadian friends would visit us, not only that we might become better acquainted, but that they might see the facilities which we have here for Winter export and import business. In our effort to make St. John the Winter port of Canada we feel we have not had the support of the importers in Ontario we had a right to expect. In the export business more depends on the railways, but in the import business the merchants themselves have perhaps more to say, and we are convinced if they would come and see us, and learn of the situation as it is, they would see to it that all their goods came via Canadian ports. We feel the Government would be but doing justice to itself, as well as to us, if the preference allowed on English imports was only allowed when goods were imported through a Canadian port.

In markets there is little of interest, owing to the light trade. Perhaps that which causes most comment is the high price quoted on new salmon. The sale during the past year has not been as large as in some previous seasons, and buyers feel that increased prices will be still further restricted. In spice, the low price of ginger is still maintained, and the market seems easy. In fact in all lines the tendency seems to rather lower prices. Cloves, however, maintain their high position. This is, of course, a quiet season in these lines. In rice the market is firm, but there has been little change. Our dealers are holding quite large stocks. There is little demand here except for Rangoon rice, although with the increased number of Chinamen the demand for Patna has grown somewhat. In cream of tartar, of which large quantities are imported into our market, prices have been well maintained. Our larger importers are finding it somewhat difficult to keep supplied, exporters not filling full orders.

**Oil.**

Dealers advise this to be a quiet season. There has been no change in price of burning oil since the reduction owing to the change of duty. This lower price

has somewhat stimulated booking of business for Fall, and a rather larger quantity than usual up to the present has been sold. In paint oils, while there has been no change in the local market, linseed tends higher. Ruliog prices have, of course, been exceptionally low. In turpentine it is just the opposite; values have ruled high, and there is an easier feeling. In lubricating oils there is practically no change. Some small lots of fish oil have arrived, but there are few buyers. There is a little old oil held here, and, being bought at higher prices than now rule, holders are anxious to work it off. While it is not thought the price will keep down as low as a few years ago, it is expected it will be well below last year's figures.

**Salt.**

In Liverpool coarse salt, the cargo mentioned last week is not yet to hand, but is daily expected. The demand is not as good as usual at this season, but there is no tendency to lower figures. Dealers have fair stocks, and at present we have no word of any shipments afloat other than the one referred to. In fine salt the principal sale is for Canadian, and at present butter and cheese salt sold in barrels has active demand.

**Green Fruits.**

Dealers are busy. In bananas there are now ample supplies, and prices are rather lower, although first-class stock shows little change. Owing to goods ripening more quickly, however, dealers find it to their advantage at times to shade their prices. In lemons low prices continue; there is only a fair sale. In oranges there is a steady movement, sorrentos being chiefly sold. Some nice California fruit is now being received. Valencias are practically out of the market. In pines prices are a little higher. There is just a fair sale reported. Some few melons have been received, but the weather is rather cold for active business. This is never a large market; prices so far are quite high. Tomatoes continue to command full figures. It is, of course, too early for active business. Cucumbers are cheaper. There are fair supplies of rhubarb received, and prices are still maintained. This is particularly good value, however, at present figures. In berries we are now getting native stock. So far the quality is but fair, and prices quite high. It is expected, however, there will be quite a falling off in price within a few days.

**Dried Fruits.**

In this line such interest as there is, is in futures. Dealers, however, are rather backward, for few orders are given in this market for any line at open prices, and are less from year to year. There are, however, a few orders going forward for first shipment of valencias. This style of raisin, however, is being less used every year. In peels, orders are being given for Fall. Prices in orange and lemon rule about as last year. Citron is higher. The latter is used very much more largely than the others. California prunes are quoted at very low prices, but dealers are only taking hold slowly, feeling there is no hurry. In apricots and peaches our

trade buy very lightly. In spot raisins and prunes the market is well supplied and prices are low. The fact that holders have lost money on stocks is one reason why they are slow in placing orders for futures. New dates are quoted at about as low as last year. Prices rule very low. Figs show little change from last year's figures. In onions there continues to be a fair demand. Some very nice stock has lately been received, a shipment coming here from Montreal showing perhaps the best quality of any Egyptians coming here this year. In evaporated apples there is but light business, and prices are quite firm.

**Canned Goods.**

Dealers are still anxiously waiting prices on new goods, and are expecting them daily. The chief interest during the past week has centered around new salmon. The opening prices are not only higher than last year, but are guaranteed against decline for the balance of 1904. Several lots of old salmon are offered at rather under the price asked for new. It is expected the high price will cause an increased sale for the cheaper grades. For some years practically no sockeye fish have been sold in St. John, the large demand being for springs. Several of our dealers are holding fair stocks, and so anticipate good profit. In spot vegetables, full prices are being obtained. There is a good steady sale. In fruits, particularly strawberries and peaches, prices are firmer, and rather higher prices are looked for, as the pack this season is expected to be small. In blueberries small stocks are still held, and dealers are getting full prices. Canned meats are selling freely. Values are unchanged. Gallon apples are having but fair demand. Dealers are carrying quite full stocks, and so new goods are not selling freely, although prices quoted are low. In domestic fish, new clams are now in stock. The pack this year was light, so prices are held very firm. There is increased demand from year to year for this line. New haddies are now freely offered. There is a fair average pack. In scallops, the pack is not large. There is but a fair demand for this line. New sardines will come practically on a bare market. Stocks of kippers are practically exhausted, and prices are very firm. It is still early for new goods.

**Sugar.**

Dealers continue to hold large stocks. While prices are still low, the market is very firm. This is the season of large demand. There is a fair stock of foreign sugar here, and to arrive. There is no doubt it is this which keeps the price at the present low figure. Demand is nearly altogether for granulated.

**Molasses.**

There continues good steady demand. Quite a large stock of new Porto Rico is now here. Prices are held firm. A direct cargo of Barbadoes was received this week. The price of this line is quite low, but the market is reported very firm. The quality of stock received is running very satisfactory. A large number of St. John dealers have formed what might be called an importing company, through which it is expected not only to secure their stock of

molasses at the lowest possible figure by buying in large blocks, but also by arranging selling price to insure fair profit.

#### Fish.

The chief interest still centres in fresh salmon. Receipts from the north shore are light. The harbor catch has been a fair average and quite profitable, as good prices have been maintained. Quite a quantity have been received from Nova Scotia. The market is governed by Boston prices, shipments to that point being large from here. There is always a very heavy demand for the 4th of July, and so our exporters are making every effort to get stocks forward for that time. A few very nice shad are offered. Pickled shad, which at one time were quite an important factor here, are now almost out of the market, owing to the very light catch. In dry fish new goods are now received in light quantities, and prices are rather easier, but still rule quite high. In smoked herring stock is very light, and full prices are asked. A few new pickled herring have been received, but stock is light, and prices high; there is but a fair demand. In boneless fish trade at this season is not large.

#### Flour, Feed and Meal.

This is a rather quiet line at this season. Prices are quite firmly held in flour. Buyers are rather inclined to carry light stocks. In feed just a fair amount is offering, but there is little sale. Oats are quite low, and not many are required. Oatmeal is still held at the high figures. Manufacturers of cereal foods are making increased efforts looking toward increased sales. In order to keep abreast with the cereal food business, the retail grocer must carry many lines. It is not, however, yet as bad here as on the other side of the line. Cornmeal has a fair sale. As reported last week, some western Canadian meal is offered, and full prices are asked. In beans there is very light sale; prices are easy. Barley and split peas are a light stock.

#### ANNUAL REVIEW OF TEA TRADE.

THE Grocer is indebted to W. J. and H. Thompson, brokers, London, Eng., for the following review of the world's tea trade for the year 1903:

The year now concluded cannot be said to have presented any novel features either in the quality of teas produced or any sensational changes in the general statistical position. During the period under review neither in India or Ceylon has any material alteration been made in methods of manufacture, nor have any sudden variations in the value of their

produce taken place. It is rather to the future and to influences from without that we must look to furnish us with events from which we may deduce inferences as to the general trend of markets.

The Indian crop in the main has been only a medium one, as neither in the hill country nor in the lower lying districts have those climatic influences existed which tend to raise the average—in Darjeeling particularly the character of invoices was distinctly below the usual standard—and the outturn for the year may be said to have furnished a crop suited perhaps to the requirements of the year, but one which raised the profits of those gardens making common tea without a corresponding benefit to those capable of producing the finer kinds, though the satisfactory prices realized for the small quantity of really good liquoring tea that was manufactured are sufficient to prove that the demand for the best qualities shows no signs of diminution. The crop, large as it was, fortunately came in a year when the demand for common tea has been paramount and has helped India not only to maintain its position in the supply of the United Kingdom but to increase its proportionate use as compared with its neighbor Ceylon, and also to a great extent to compete with Ceylon in Russian favor. The large increase in Russian shipments from Calcutta—some 6 millions—has come as a surprise, for although China was ousted largely by Ceylon tea, the similarity in character between the two growths made the change more readily intelligible than that Ceylon in turn should yield its place to so great an extent to a country producing teas widely different from that which Russia had been in the habit of using. It may be that in a season when one dead level of quality has been maintained, Russian buyers have turned to the country whose teas have produced the most strength and have therefore shown the better value, but that strength and cheapness should be substituted for flavor is a change in a nation's taste worthy of note. The heavy shipments to the United Kingdom—some 15 millions more than last year—were a cause of grave apprehension in the earlier part of the season, and the principal importers, after much consultation, agreed to restrict the offerings at sale more nearly to the weekly requirements of the trade, taking a proportion of the onus of holding stocks themselves rather than force teas upon unwilling buyers. The increase, however, has been readily absorbed coming on a market bare of supplies of the description, which for reasons mentioned elsewhere, was most desiderated—name-

ly common tea. Stocks in the country have ruled very light—and the hand to mouth policy of wholesale and retail buyers produced such a shortage of supplies that the moment has now been seized to replenish them and visible stocks actually show a decrease on last year.

The same remarks apply in an equal degree to Ceylon. Those climatic periods which lessen supplies have alternated with increased shipments, but the flavor and quality which in some seasons is the result of smaller yields, have been absent to a marked degree. That this has been mainly caused by weather conditions is partly established—but it is also possible that the high quotation ruling for common tea, the knowledge of an abundant yield from India, and the poor prices realized for the better grades may have been factors in determining, to a certain extent, the quality produced. This is hardly to be wondered at for with the knowledge that yield pays it is difficult to curtail it, especially when profits seem likely to be diverted thereby into another branch of the industry. Abroad Ceylon continues its progress, as will be seen from the figures below, nearly all countries taking more of her produce—but as regards the United Kingdom the last few years have shown a retrograde movement, deliveries for home consumption last year showing a reduction of 7 millions on 1902 and 12 millions on the figures for 1901.

This must not be lost sight of—as long as existing market and duty conditions continue, the shorter the supply the higher the price for common tea, and this however desirable in itself, unfortunately brings in its train a depressed quotation for all grades above common and the profits so made are made at the expense of the rest. It is a wide and difficult problem to solve but we hold that those gardens which can make good teas should still do so and that a reversion to coarser plucking in all properties alike would bring about disastrous results. It is hard that the exigencies of national expenditure and the common cry of cheapness should press so heavily upon many planters—but when conditions at home seem in this respect so adverse, it is reassuring to know that men on the spot upon whom so much depends are endowed with intelligence of a high order and that nothing will be lost by proprietors through lack of energy, industry or skill on the part of those to whom their interests are entrusted abroad.

The market for green tea has experienced in London a widely fluctuating demand—but on the whole a steadier one in Colombo. Shipments of direct origin



# "Clover Leaf" Salmon

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

For sale by all the leading Wholesale Grocers in Canada.  
 We do not sell to retailers.

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

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

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

High-Grade **SPICES**

S. H. & A. S. EWING  
 ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills  
 55 Cote St., MONTREAL



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

# MATCHES

BEST and CHEAPEST on the market.

**The Walkerville Match Co.**  
 LIMITED

WALKERVILLE, ONT.



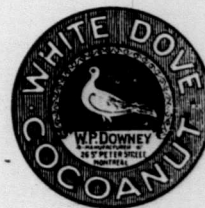
The Drink for Summer.  
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ORDERS FOR

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

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



## "White Dove" COCOANUT

Absolutely the finest  
 quality on the market.

The handsomest package and  
 most ready seller for summer.

Write direct if your jobber does not carry it in stock

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



to America and Canada show an increase of 5½ millions, and ½ million to Europe and Asia. These figures are promising for the future, and with the existing war protracted, a great opportunity may present itself to create more rapidly that expansion which hitherto it has been difficult to achieve, and for the furtherance of which so much money has been expended—the result of beneficent, and on the part of producers of black tea, unselfish, domestic legislation. Progress has been made in cup quality but more markedly in style and appearance—especially in gunpowders, the latest examples of which show far more approximation to the style of China than any previously seen—and it may be said that as close an imitation of the latter country's teas has been arrived at as it is consistent with the different jat and consequent size of leaf existing both in India and Ceylon compared with China. In "facing" the tendency has been to exaggerate the silver hue—and to glaze the leaf—a process which has so slight a foundation in China growths as to be practically non-existent—but on the whole slight criticism only can be passed and the general excellence of the product must be acknowledged. As to the advisability of increasing the quantity from Ceylon or extending the process to gardens of higher elevation, it is difficult to speak—there is still the American Continent to win, and further progress may be made in other countries using greens—but on the other hand the total output of tea from Ceylon has probably reached its maximum, and further supplies of greens can only be made at the expense of the output of black tea which at the moment appears more lucrative—owing to the high price of common and the extra cost of green tea manufacture—and most important of all, the supply of black tea from Ceylon is insufficient to satisfy requirements at home and so enable British grown teas to maintain their position as the successors of China in popular appreciation and consumption. The time has arrived when producers have to elect which course they will adopt—remain co-existent with India as suppliers of the English nation, or whether they are willing to allow China gradually to regain its place—that place from which it has taken 30 years of labor and "push" to dislodge them—and devote their energies more particularly to the development of foreign markets.

An event not immediately connected with the tea industry, but germane to the subject, and which may influence for some time at least not only the commercial routes, but, perhaps, adjust in favor of British products the repartements of the world, is the existing war.

What will its effect be upon the trade of the countries in which we are primarily interested? That it has already crippled a port and a route conceived and completed with the express purpose of creating an eastern trade are now matters of history, but what changes may this effect in demand in the future? Russian supplies for some time, as far as our teas are concerned, will probably be drawn from western sources—the Siberian Railway will not have to be reckoned with as long as hostilities continue—and it seems probable that a stimulus will be given to European trade through European channels removed from the dangers actual and sentimental which at present surround direct business with the east. Again, what as to the future of Japan tea? Financial facilities will be curtailed, labor will be more difficult to obtain and it is possible that supplies of Japan

where, 9,000,000 lbs.; to shipments from other Indian ports, 8,800,000 lbs.; total, 207,300,000 lbs.

The Ceylon crop for the year 1903 was distributed as follows: To the United Kingdom, 97,200,000 lbs.; to Australia, 19,800,000 lbs.; to America, 13,400,000 lbs.; to Russia, 14,000,000 lbs.; elsewhere, 6,600,000 lbs.; total, 151,000,000 lbs.

Shipments from China during the season 1903-'04 were: To the United Kingdom, 20,300,000 lbs.; to America, 56,300,000 lbs.; to Russia, 9,700,000 lbs.; to Australia, 1,600,000 lbs.; elsewhere, 600,000 lbs.; total, 116,000,000 lbs. This is exclusive of tea sent overland to Russia.

Shipments from Japan for 1903 were as follows: Green—to the United States, 22,490,000 lbs.; to British North America, 3,629,000 lbs.; to Hong Kong and Straits Settlements, 192,000

		1903-04.		INDIAN.		1902-03.	
		Direct via London.		Total.	Direct via London.		Total.
To Russia and China	10,857,000	3,442,000	13,999,000	4,347,000	3,613,000	7,960,000	
To United States and Canada	10,532,000	2,948,000	13,480,000	9,385,000	2,945,000	12,330,000	
To Australia	7,254,000		7,254,000	5,775,000		5,775,000	
To other countries	8,789,000	5,63,000	14,392,000	9,880,000	5,936,000	15,816,000	
Total	37,132,000	11,993,000	49,125,000	29,387,000	12,494,000	41,881,000	

		1903.		CEYLON.		1902.	
		Via London.		Total.	Via London.		Total.
To Russia and China	17,481,000	5,603,000	22,484,000	16,417,000	3,648,000	20,065,000	
To Canada and the United States	13,484,000	5,466,000	18,950,000	7,017,000	5,518,000	12,535,000	
To Australia	19,759,000		19,759,000	18,719,000		18,719,000	
Other countries	3,230,000	5,285,000	8,515,000	3,295,000	8,186,000	11,481,000	
Total	53,954,000	15,754,000	69,708,000	45,448,000	17,352,000	62,800,000	

Thus the total of British grown tea taken by outside markets in 1903 was 118,833,000 lbs., as compared with 104,681,000 lbs. in 1902.

Summary of total supply from the various sources of production—		
	1903.	1902.
	Lbs.	Lbs.
From India (season)	207,000,000	181,000,000
" Ceylon (year)	151,000,000	149,000,000
" China (season)	116,000,000	109,000,000
" China (overland to Russia—brick, etc.)	60,000,000	89,000,000
" Japan (year)	48,000,000	43,000,000
" Java (year)	22,000,000	17,000,000
Total	604,000,000	579,000,000

tea may be so reduced that an opportunity, not likely to occur again, may be presented to entrench to such an extent upon the 45 millions now shipped to the American Continent as has as yet seemed beyond the limits of possibility.

Another occurrence of far-reaching importance is the recent action of the Government in again raising the duty to 8d per lb., and this may fairly be said to have dwarfed all other questions connected with the trade.

The consumption of British grown tea by foreign and colonial markets is shown in the above table.

The distribution of the Indian crop during the season of 1903-'04 up to May 31 was as follows: To the United Kingdom, 161,250,000 lbs.; to Australia, 7,250,000 lbs.; to America, 10,500,000 lbs.; to Russia, 10,500,000 lbs.; else-

where, 140,000 lbs.; total, 26,151,000 lbs. Uncolored—to the United States, 13,501,000 lbs.; to British North America, 1,162,000 lbs.; to Hong Kong and Straits Settlement, 24,000 lbs.; elsewhere, 208,000 lbs.; total, 14,895,000 lbs. Black—to the United States, 1,002,000 lbs.; to British North America, 6,000 lbs.; to Hong Kong and Straits Settlement, 20,000 lbs.; elsewhere, 29,000 lbs.; total, 1,057,000 lbs. Only 8,000 lbs. of Japan brick tea were sent to Russian Asia last year against 1,699,000 lbs. in 1902. The export of Japan dust amounted to 5,252,000 lbs., against 13,588,000 lbs. the previous year.

**NOTICE OF INCORPORATION.**

Under the Ontario Companies' Act a by-law of the Frontenac Cereal Co. has been confirmed, creating a preference stock issue of \$250,000.

**WE LEAD BUT NEVER FOLLOW!**  
**WE ORIGINATE BUT NEVER IMITATE!**

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Here are 4 Leaders:



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Have you ever been told by some of our would-be competitors that their's were "just as good" as any of the above lines?

**Do you see the point?**

Competitors and Consumers alike agree that "Gillett's Goods" are the **STANDARDS** in their different lines.

WE DO NOT MANUFACTURE ANY OF THE "JUST AS GOOD" KINDS.

GILLETT vs. LUMSDEN — At Osgoode Hall, Toronto, on June 29th, appeal in above case was dismissed. **THIS HOWEVER DOES NOT SETTLE THE MATTER**, and the case will now be taken to the Supreme Court, Ottawa.

If you **MUST** have **CREAM YEAST** get the **ORIGINAL—GILLETT'S CREAM YEAST.** (TRADE MARK REGISTERED AT OTTAWA 1877 AND 1894.)

**Avoid Imitations, Substitutes and the "Just As Good" Kinds.**

**E. W. GILLETT COMPANY LIMITED**  
**TORONTO, ONTARIO.**

 Awarded Gold Medal at Dominion Exposition, Toronto, Ont., 1903.

# A New Canning Company

but not new at the business. The men who compose

## **The Old Homestead Canning Company**

have been identified with the canning industry for many years and know every detail of the business from start to finish. The Old Homestead Canning Company is a product of opportunity. There was room for another canning factory of the first rank. **The Old Homestead Brand** of fruits and vegetables aims to be the very finest made. The retail grocery trade is assured in the most positive manner possible that

### **The Old Homestead Brand of Fruits and Vegetables**

will not be excelled by any other brand whatsoever. Moreover, from the viewpoint of shelf goods, **The Old Homestead Brand** is the most attractive on the market. The label is strong—rich colors and gold, and embossed.

Get prices. If your jobber won't or can't supply **Old Homestead Brand**, write us direct.

---

**The Old Homestead Canning Co.,  
Picton, Ont.**

## INQUIRIES FOR CANADIAN TRADE

THE following inquiries relating to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.:

96. A wholesale agent in Edinburgh has asked to be referred to Canadian houses who require the services of an agent (not buying) to introduce or extend their butter trade.

98. A London general, export, import merchant and agent is looking out for Canadian shippers of flour, butter, etc., as he is in a position to dispose of considerable quantities.

99. A gentleman with business connections in South Wales and the west of England is shortly leaving for a trip to Canada, and desires to meet millers and others who might contemplate appointing a representative in England.

100. The owners of extensive cold air stores, who also act as agents for the sale of dairy produce, are anxious to get into touch with large shippers of butter, cheese, bacon, meats, and fruits in Canada.

101. A Parisian house is looking out for agencies for Canadian firms desiring to open up an export business with France.

102. An English firm manufacturing special lines of groceries, such as condensed milk, chocolate, cocoa and coffee, combined with milk and sugar, etc., are seeking to find openings in Canada for these goods.

103. An agent in Porto, Portugal, is desirous of establishing relations with Canadian shippers with a view to taking up their representation.

The following inquiries relating to Canadian trade have been received from Birmingham, Eng.:

53. A Birmingham firm is in a position to place casein on the British market.

55. A Birmingham firm wishes to be put in touch with a firm in Canada who can ship about 1,000 boxes of butter per week.

56. A Birmingham firm would like to be put in touch with a Canadian shipper of cheese.

60. A firm in the Midlands who has already contracted for 4,000 boxes of Canadian butter is prepared to make another contract for the same quantity with a first-class shipper in Canada.

62. A firm in a position to handle apples would like to get in touch with firms who can ship large quantities.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

## MOLASSES INTERESTING.

A SLIGHT stir has taken place in the molasses market. The speculators call it a bullish market. As quoted in The Grocer of last week, 26c was the price current, but it was not then anticipated that such large quantities would change hands at that

## Keep People Talking

about the good things found at your store—  
it will win business.

## Clark's Sliced Smoked Beef

is one of the good things you should have, it  
will bring repeat orders every time.

EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

COCOA



This design a guarantee of quality.

## WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE.

Toronto Limited Montreal

price. Various rumors were in the air which hinted at a corner in the market. From the information available from the islands, there is every reason to believe that something akin to a corner has taken place. On the inside of the Montreal trade it is known that immense quantities have been bought up by large firms, and portions of these cargoes have been sold by contract at prices covering the duty, which was erased after the budget announcements. In addition to this, holders of molasses are determined not to lose money on this product, which has been permitted to sag, owing to the neglect of operators to properly rig the market. There is a comfort in the fact that some of the largest holders are firms who are above criticism in the commercial world, and their customers may be sure of generous treatment. In case the suggestion of a corner should be cast upon any one firm, it might be well to mention that as far as can be learned, no Montreal house is responsible for the

alleged corner. The crop of Barbadoes molasses was originally reported to have been 45,000 puncheons. Of this, 25,000 puncheons have been sold. The other 20,000 are somewhere in the market, and are evidently out of sight for speculative purposes.

## RETAIL GROCERS' OUTING.

The Retail Grocer Clerks' Association of Montreal held their annual excursion Sunday, July 3, to Waterloo. The day was fine, the attendance was first-class, and the programme carried out was all that could be desired. The band of the 65th Regiment accompanied the excursion. Cool weather was suitable for the carrying out of athletic sports, and the prizes given were among the finest ever shown in the history of the association. Most of Montreal's leading grocers were represented, either by gifts of some kind or by the presence of some member of the firm.

# Window and Interior Displays

Timely Hints  
and Suggestions

## The Lighting of Show Windows.

ONE of the difficulties that a window trimmer has to contend with is the light and distribution of same in a show window. A window trimmer may spend hours of thought and labor in artistically designing the arrangement of goods in a show window and have the effect spoiled by improper lighting.

There are various schemes in use for lighting windows, most of which are defective in one point or another. In every city there can be found show win-

goods. Even if the looker tried to examine the goods he could not do so to advantage on account of the glare, and the goods being in more or less of a shadow.

Another plan commonly in use it to put an electrolier in the show window having two or more lights. This plan not only obstructs the view, but the light cannot be properly reflected on the display of goods. There are various other plans, and all of them are expensive when it is taken into consideration the amount of cost to the amount of light used.

a window reflector which can be arranged at different angles so as to project the light where it is desired on the articles displayed in the window. There are concerns who make a specialty of this class of work and their catalogues can be had and estimates received for the asking.

Considering the matter from an economical standpoint, there is nothing made that will reflect as much light as a mirror. A row of incandescent lamps placed at the top of a window covered with opal glass shades will reflect only about 60 per cent. of the light, while the same row of incandescent lamps, having a mirror reflecting surface, will reflect 92 per cent. of the light. It can easily be seen on this basis that the number of lights can be cut down, a greater light secured and a saving in the electric light bill made. This is a subject worthy of consideration, as it not only affects the pocket of the merchant, but also gives to him an advantage over his competitors in producing a perfectly lighted show window.

For the lighting of the store proper the same argument holds good. Mirror reflectors are made of proper shapes to reflect the greatest amount of light at the least possible cost of expense. Electroliers suspending from the ceiling so the lights hang eight feet from the floor do not produce the results that can be obtained from a mirror reflector hung one or two feet from the ceiling. The incandescent lamps of the electrolier throw the rays of light in all directions, giving a general light on the ceiling as well as on the floor, while a mirror reflector will throw the light down on the counter and on the goods, or just where it is required. The same saving in expense will hold good on a fixture of this kind as on the show window reflector.



Interior of the retail grocery department in store of Geo. A. Ormon, Dartmouth, N.S.

dows that are lighted by having incandescent lamps arranged at the top, bottom and sides of the window. This plan makes a most brilliant light, and if the merchant was in the business of selling electric lights or incandescent lamps, the scheme would be a good one. If the light is used for the purpose of illuminating the merchandise in the window, the scheme is a bad one, for the reason that a person on the street can see nothing but the incandescent lamp bulbs. The glare is so great that the attention is attracted to the lamps and not to the display of

A show window is for the purpose of displaying goods that the merchant desires to call to the attention of the passer-by. Nothing in the way of a lighting device should be used that attracts the attention from the display, and therefore the problem presents itself of putting in the light arrangement so it is not conspicuous, but at the same time is economical in the point of electric current used and the proper reflection of the light.

The method adopted in large cities by successful merchants is to place at the top of the window near the glass front

### This Week's Illustration.

QUITE a well arranged interior is shown in the cut of the store of Geo. A. Ormon, Dartmouth, N. S. The shelves are kept neatly filled with goods and some of the counter is left free. This free space might have been increased with improvement. The plain wood ceiling is almost as effective as metallic sheeting.

The principal idea of merit is the position of the biscuit boxes under the front of the counter. In this way these goods are well advertised, conveniently situated and occupying little space.



**OUR SHEET STEEL  
PRESSED BRICK**

Is an ideal covering, either for new buildings or improving old ones.

**IT IS VERY EASILY AND QUICKLY APPLIED,  
GIVES PERFECT WEATHER PROOF PROTECTION,  
IS FIRE, LIGHTNING AND RUST PROOF  
AND COSTS VERY LITTLE.**

Consider its fine appearance—its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fulllest details of information in our catalog.

**METALLIC ROOFING CO., LIMITED,**  
Wholesale Manufacturers,  
TORONTO, CANADA.

### Merchants Who Buy Hides

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

**CARROLL S. PAGE, - HYDE PARK, VT.**

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

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

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

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

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

### "I KNOW BROCK'S

Haven't You Brock's?"

Then why not keep  
Brock's Bird Seed?

Put up by

**NICHOLSON & BROCK, - TORONTO**

### HAMILTON BOARD OF TRADE MEETS.

THE fifty-ninth annual meeting of the Hamilton Board of Trade was held on July 4. The attendance was considerably below the average, which led W. Hendrie to suggest that the date of the annual gathering be changed from midsummer to the beginning of February. President H. N. Kittson pointed out that the Legislature would have to be appealed to in order to make a change in the date, but he promised that the council of the board would give the question due consideration. C. A. Birge, who had been elected president by acclamation at the nomination meeting a week ago, declined to accept the position, owing to his business engagements, and Mr. Kittson was prevailed on to retain the office. J. W. Lamoreaux was elected vice-president by acclamation and Mr. Charles Stiff was re-elected secretary-treasurer. All the officers were elected without a ballot at the nomination meeting. The following were appointed a Board of Conciliation to act in case a strike is pending in connection with any enterprise in the city: H. N. Kittson (president); G. Sweet, J. Milne, G. Hope, S. Jones, J. W. Ress and W. A. Robinson. The annual report was highly encouraging, especially with regard to local conditions. There was a balance of \$105.41 on hand from the receipts, \$909.44. W. A. Robinson was reappointed representative on the Art School Board. The question of whether Port Hope or Trenton should be the southern outlet of the Trent Canal was referred to the Transportation Committee. A communication from Vancouver Board of Trade suggesting action among the various boards in Canada to prevent "future serious disturbance in premium rates" being made suddenly, was referred to the insurance committee of the board, which is looking into the matter of fire insurance.

### JAPAN TEA EXPORTS.

The following statistics represent the tea exports from Japan for the present season to May 31, 1904:

To New York .....	1,609,170
To Chicago .....	1,426,247
To San Francisco .....	254,976
To Canada .....	214,529

Total .....	3,504,922
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This shows a decrease to the same time last year to every point with the exception of Canada, where there is a substantial increase.

Decrease to United States ..	1,155,779
Increase to Canada .....	185,704

### CONDENSED OR "WANT". ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

### YEARLY CONTRACT RATES.

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

### SITUATION VACANT.

**AT ONCE**—Clark for general store; four or five years' experience. Apply Box 213, Walkerton.

**AT ONCE**—Experienced clerk for general store; must be good salesman and stockkeeper; salary forty dollars per month; give references. Porter & Co., Powassan.

### AGENTS WANTED.

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

### AGENCY WANTED.

**TO** packers of canned goods—One of the oldest established firms in the city of London, with warehouse and offices in centre of city, and doing an extensive business with best wholesale buyers and largest co-operative stores in London and country, desires to negotiate with packers of canned goods, etc., with a view to sole agency in England; first-class houses only invited, and must be first hand; full particulars will be furnished; reply in first instance to "Established," care CANADIAN GROCER, 88 Fleet street, London, E.C. (28)

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

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

### HARDWARE AND METAL

Montreal Toronto Winnipeg

### FOR SALE.

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

EVERY GROCER DOES NOT SELL

# VAN HOUTEN'S COCOA

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

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



Years ago  
"made in Canada"

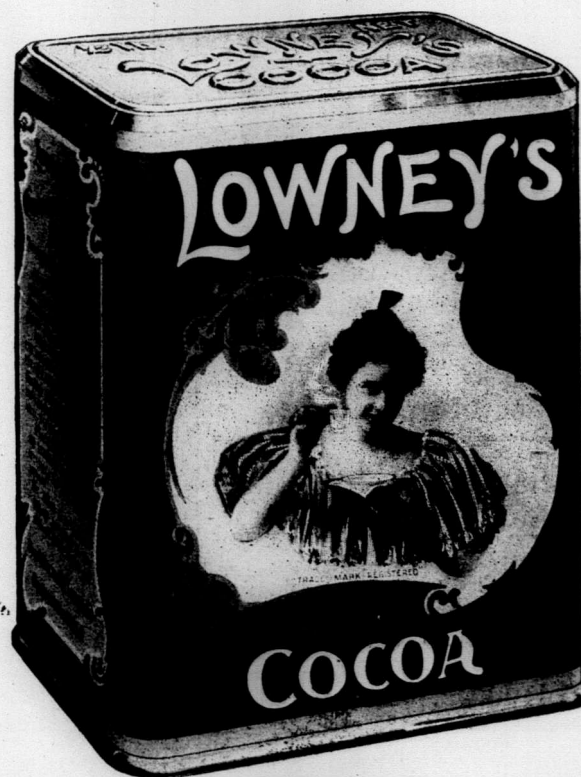
was no recommendation, but some Canadian manufacturers have so improved their products that now they are the equal of any in the world.

## MOTT'S CHOCOLATES

are in this class—

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

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



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute purity of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

## New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND**. Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

**The F. J. Castle Co., Limited,** WHOLESALE GROCERS,  
OTTAWA, CANADA.

July 8, 1904

## THE CANADIAN GROCER

## HINTS TO BUYERS.

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

In vinegar L. Chaput, Fils, & Cie., Montreal, are offering full strength, all grades, to the trade at prices below so-called "strength" goods.

A. Irving, who does the west end of the City of Toronto for the Salada Tea Co., took 61 orders from grocers on Monday, July 4.

L. Chaput, Fils & Cie., Montreal, are offering valencia raisins, Pallareis f. o. s., at the snap-shot price of 5c, and delectable clusters at \$1.50.

White & Co., Toronto, are receiving daily cars of California peaches, plums, apricots, cherries, etc. They also had their first car Elberta peaches in 4 and 6 basket crates this week.

L. Chaput, Fils & Cie., Montreal, are reporting good sales of canned salmon. Although prices for new pack are high, they advise that they have still in stock a good supply of best brands at old figures.

S. H. Ewing & Sons, Montreal, received last week a small shipment of choicest new season Kintuck, this being the first to arrive in this market during the present season. These teas are of exceptionally fine quality.

## PERSONAL MENTION.

Mr. R. P. Imrie, one of the best known Montreal exporters, sailed for England this week.

Mr. George Forbes, of Forbes Bros., wholesale grocers, Montreal, is away on a few weeks' vacation.

Mr. F. M. Bond, of Truesdale & Bond, Port Dover, was a visitor at the office of The Canadian Grocer, Toronto, this week.

Mr. Arthur P. Tippet is enjoying a well earned holiday at Little Metis, Quebec, where he will remain for two or three weeks.

Mr. Edmund Littler, St. John, N. B., Canadian representative of the Walter M. Lowney Co., Boston, was a caller at the Montreal offices of The Grocer this week.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, is in the Maritime Provinces in the interests of Rowat's pickles, "Bee" starch, and his firm's other specialties.

Mr. Joseph Hudon, senior partner of Hudon, Hebert & Cie., Montreal, who, with his family, has been touring Europe during the past nine months, has returned to Montreal.

Mr. Henry Wright, Toronto, whose name is well known to the grocery trade

of Canada in connection with MacLaren's Imperial Cheese, has gone to Jackson's Point for a month's holiday.

J. W. Willcox, general merchant, Alameda, N. W. T., is retiring from business and moving to California. Mr. Willcox writes concerning The Grocer that "it is a most valuable publication for grocers or general merchants."

Mr. C. W. Gregory, who has so well introduced "Bee" brand goods to the trade of Ontario, Quebec and the Maritime Provinces, has left for Winnipeg and the Northwest Territories, representing Snowdon, Forbes & Co., Montreal.

A number of Montreal produce firms have expressed interest in the announcement that McArthur & Ewing, 71 Colborne street, Toronto, have recently started in the produce trade. Both members of the firm are well known to Montreal traders.

Mr. W. E. Forbes, of Snowdon, Forbes & Co., Montreal, is at present calling upon the trade in Toronto, Hamilton, London, and the west. "Bee" brand goods and Rowat's pickles are a few of the lines to which Mr. Forbes will pay attention on his tour.

Mr. Chas. Sutherland, the Detroit representative of the Salada Tea Co., was in Montreal this week, accompanied by Mrs. Sutherland, on a pleasure trip, leaving on the steamer Restigouche for St. Johns, Newfoundland. They will return home via Halifax, New York and Boston.

## BEET SUGAR COMBINE.

One of the most important steps in the development of the sugar beet industry in Michigan is the formation of a central board of control to more economically operate plants practically owned by the same interests.

The plants now working under agreement are: The Alma Sugar Co., capital \$650,000; Saginaw Co., \$750,000; Valley Co., \$650,000; Bay City Co., \$1,000,000; Tawas Co., \$750,000; Sebawaing Co., \$650,000; Sanitac Co., \$800,000; Peninsular Co., \$1,000,000; total capitalization, \$6,250,000.

## TRADE WITH JAMAICA.

The Trade and Commerce Department has received a report from the Canadian commercial agent in Jamaica. It says that the imports of Canadian produce into Trinidad in the year up to March 31 were 119,186 lbs., as compared with 132,962 lbs. for the year previous. For the same period the imports of American produce amounted to 675,769 lbs. The Canadian goods sold in Jamaica amounted to \$600,000, as against \$4,000,000 from the United States. The Canadian agent is satisfied that with a permanent exhibition of Canadian produce in Kingston the market for Canadian goods will be doubled.

## In Summer

when the hot days make baking a thing to be shunned, Soda Biscuits will sell better than ever.

If you are a distributor of

**PERFECTION**

**CREAM  
SODAS**

you will do a bigger and better biscuit trade than you can otherwise. One box sells another. This is no mere fancy—it is established fact.

Are *you* our Customer?

Become one—now.

3-lb. Cards or Tins.

THE **Mooney  
Biscuit & Candy  
Company,**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG  
Manitoba

and HAMILTON  
Ontario

TELEPHONE { MAIN 125  
" 467

**Wm. McCann  
Milling Co.**

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.



## In Store

A Complete Assortment of

### “ZOECO” BRAND

COCOA and MILK  
 CHOCOLATE and MILK  
 FRENCH COFFEE and MILK  
 COFFEE and MILK  
 EX. S.S. MONTROSE

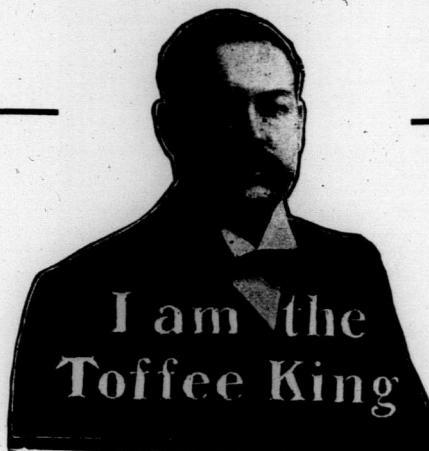
These goods are put up in London, Eng.,  
 by the well known firm of

**R. LEHMANN & CO., Ltd.**

Write for Prices and  
 Full Information to

**J. H. MAIDEN**

Canadian Agent **MONTREAL**



I APPEAL to the readers of THE CANADIAN GROCER,  
 who I know are the best buyers of High-Grade Goods in  
 the country. I want to say that my Old English Candy,

## MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the  
 crystal springs.

This Old English Candy has made me famous  
 the world over. I am called **THE TOFFEE KING OF  
 ENGLAND** because I am by far the largest manufacturer  
 of Toffee over there. Handle this line and you have a trade  
 winner. Write for prices, etc., at once.

**CHARLES GYDE,** 20-22 ST. FRANCOIS-  
 XAVIER STREET, **MONTREAL.**

## Results Tell the Story

Every one is looking for a result of some  
 kind or other. To the grocer his goods must yield  
 him a profit large enough to cover expenses and  
 a little more, or the result is failure. The consumers  
 buying goods have one chief end in view—to get  
 the best value they can for their money. They get it and the result is  
 satisfaction. Our brands yield a good profit to the grocer and the  
 greatest satisfaction to his customers—the result is **SUCCESS.**

RETURNED

JUL .9 1904

Cut Book 20  
 Page 76  
 Star



## THE OZO CO., Limited

**MONTREAL.**

JAMS  
 JELLIES  
 MARMALADES

VINEGARS  
 PICKLES  
 SAUCES

# GEL-O

An ideal Jelly Powder.  
No other equal to it.  
All flavors.

Send for Free Sample

THE CANADIAN GELATINE CO.  
528-530 Front St. W.,  
TORONTO, CANADA.

# COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers  
THE COWAN CO., Limited

TORONTO

An  
Irresistibly  
Delicious  
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives  
Eating  
Chocolate  
a New  
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.  
Push Peter's. The Original. Other Brands are Imitations. Send for Sample.  
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

## Attention!

**KLAUS'S**, the best of all Swiss milk chocolates for eating and drinking.

**KLAUS'S** marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

**Galactina** Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

**BEAR BRAND**, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

**GLARNISH GREEN CHEESE**, manufactured by Gruninger Bros., Naefels (Switzerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

**Canadian Swiss Trading Co.**

17 ST. JOHN ST.,

**MONTREAL.**

Send for Samples and Prices.

"MADE IN CANADA."

## In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

## Sovereign Lime Juice

is refined and bottled by

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

McWILLIAM  
**Mc. AND E.**  
 EVERIST

## Exactly So.

Verdellis are beginning to come, but you know it will be some time before they'll be ripe enough to use. Now **while you wait** we can give you November Cuts in lovely shape—Lemons that will give you, besides satisfaction, PROFIT. Our prices are close.

The Last Week For Pines—  
 We Have Good Stock, but  
 Limited Quantity. Sizes 36's  
 and 42's.

**Better order from both  
 lines now.**

The  
**DAWSON** Commission  
 Co., Limited

FRUIT, PRODUCE AND  
 COMMISSION MERCHANTS.

Cor. Market and  
 Colborne Streets. **TORONTO**

**WE BUY**

BRIGHT DRIED APPLES.  
 HIGHEST MARKET PRICES.

**The W. A. GIBB CO.**  
 5 and 7 Market St., **HAMILTON**

**Pineapples Tomatoes**

Fancy, well-colored Pines. Lowest Prices.  
 Florida Tomatoes. Elegant Stock.  
 Strawberries. Arriving Daily.  
 Oranges. Lemons. Bananas.

Give us your orders.  
 We can fill them to your satisfaction.

**HUSBAND** Bros. &  
 Co.

Wholesale Fruit and Commission Merchants.  
 82 Colborne St., **TORONTO**  
 Phones—Main 54, Main 5428.

## GREEN FRUITS

### Canadian Plums for Great Britain.

WRITING to the Department of Trade and Commerce, Ottawa, B. Ball, Canadian agent in Birmingham, Eng., says there will be a good market in Great Britain this year for apples and plums. The frost has destroyed much of the crop, but the only varieties of fruit that can be supplied from Canadian sources are those mentioned. To ship plums to Great Britain would be a new venture on the part of Canadian fruit growers. Mr. Ball nevertheless believes the business could be carried out with success. California plums are imported by Great Britain in considerable quantities, and there is nothing to prevent the Canadian plums from commanding a high price, more especially in the large varieties.

The agent has many inquiries for apples from agents who wish to handle from 200 to 500 barrels a week. He will give the names of these British firms to Canadian growers who wish to be put in communication with them. The present price of apples in Great Britain is nine shillings sixpence to twelve shillings sixpence for forty pounds. This is a great difference from the autumn prices. The foreign office of Great Britain has issued a report on cold storage of apples, in which it states that there seems to be no difficulty in keeping them from the Fall till late the next Spring.

### Why the California Orange Trust Failed.

THE California Orange Trust, otherwise known as the Southern California Fruit Exchange, has collapsed, and will retire from business on September 1 next. This adds another name to the list of California fruit monopolies that have failed.

The orange combine was organized in March of 1903, and aimed to control the orange situation by marketing the fruit through our agency. For some months the concern has had hard sledding, largely by reason of the hostile criticisms upon its course and the antagonism of outside orange growers. The directors held a meeting a few

days ago and decided to disband the organization, to take effect September 1 next. Its official announcement was as follows:

At a meeting of the board of directors of the California Fruit Agency, held May 20, 1904, the following was unanimously adopted:

"As this organization has not received the general approval and earnest support of the growers necessary to complete and permanent success, we deem it advisable to discontinue business September 1 next, closing the accounts as soon thereafter as possible."

In making the above announcement a word of explanation is in order: The California Fruit Agency was projected in full confidence that it would provide marketing facilities of a better character available to all citrus fruit growers and at less cost to the growers than ever before known. Increased crops and competition made some form of relief imperative, but these very conditions, added to an eastern Winter of hitherto unknown severity, made the complete success of any marketing system impossible.

Tireless efforts of the agency to crop from total ruin, but did not save overcome these troubles saved the agency from criticism.

In deference to the express views of its growers, the California Fruit Agency will discontinue business September 1 next, and thereafter the Southern California Fruit Exchange will resume business, and the California Citrus Union, as a corporation, will become an active marketing factor.

Sentiment among the directors of the agency is unanimous in favor of maintaining the most friendly relations between these two great marketing factors.

**CALIFORNIA FRUIT AGENCY.**

By order of the board of directors.

### Demonstration in Fruit Packing.

It has been announced that the secretary of the Fruit Growers' Association of British Columbia will give practical demonstrations of commercial packing of fruit during the progress of the coming Fall exhibition at Victoria.

**Seizure of Fruit.**

Two seizures of alleged infected California fruit have taken place at Vancouver within the past fortnight. The first was a shipment of red astrachan apples from San Francisco, which were found to be infected with codling moth. The second defective shipment consisted of apples and peaches.

**Fruit Inspector in Toronto.**

P. J. Carey, Dominion fruit inspector, who was in Toronto last week, in charge of the enforcement of the Fruit Marks Act, has reported several cases of violations in the packing of Canadian strawberries. In crates, holding from twenty to sixty boxes the top tier of boxes contain fruit of fine quality, but that in boxes further down is quite inferior, and in one case absolute trash was found. There have also been many complaints this season against the pack of American strawberries that have been placed on this market. The inspector says Canadian law cannot reach the growers or shippers direct, but the dealers here who have in their possession or offer for sale fruit so packed are liable to a fine and can be prosecuted.

**Trip to World's Fair.**

White & Co., fruit and commission merchants, Toronto, are offering a free trip to the World's Fair at St. Louis to the person guessing the nearest to the number of bunches of bananas handled by them during a certain week in June. Great interest is being taken in the competition, and White & Co. report that already a large number of guesses have been received.

**Manitoba Wants Fruit.**

Latest reports from the Canadian west say that the coming demand for first-class fruit, especially apples, in Winnipeg, will be the greatest in the history of the trade. The warning is repeated that inferior fruit is not wanted at any price; only the best will give remunerative returns.

**Pineapple in Glass.**

Grocers have long been familiar with preserved pineapple packed in tin, but glass is a new package for this fruit. So far as we know, the sole users of glass jars for preserved pineapple are the McGregor-Harris Co., Toronto. It is but another evidence of this firm's progressive methods. Apart from the novelty of the package, there is the ex-

**SEND IN YOUR GUESS.**

To the first person guessing the nearest to the correct number of Bunches of Bananas handled by us from June 4th to 10th, both days inclusive (one week), we will give a first-class round trip ticket to

**ST. LOUIS WORLD'S FAIR,**

berth and meals in transit included.

**CONDITIONS:**

Competition began June 27th, ends July 23rd. Each guess to be accompanied by an order. Guess as often as you like, but only one guess with each order. Each guess will be registered in order received. At the close our books will be examined by a Notary Public and a sworn statement made.

**THEREFORE, ORDER OFTEN, GUESS OFTEN AND PERHAPS VISIT THE FAIR.**

**WHITE & CO., Toronto,**

Wholesale Importers BANANAS, ORANGES, LEMONS, WATERMELONS, CALIFORNIA PEACHES, PLUMS, APRICOTS, Etc.

**Why** should you send me your order?

**ANSWER—**

Your interests are mine—I realize the necessity of prompt and careful service. Often you receive your **FRUIT ORDER** partly filled—the very articles you want are short. I am here to get these articles for you and will if Toronto has them.

PHONE ME AT MAIN 520. WIRE OR WRITE.

**W. B. STRINGER,**

Broker and Sales Agent. 61 Front St. East, Toronto.

**Arriving Daily—** Fancy Ripe **BANANAS, PINEAPPLES**  
and **FLORIDA TOMATOES.**  
Finest Quality. Prices Right.

Just in—Fresh car **EXTRA FANCY NAVELS**, all sizes.  
Fresh arrival.—**EGYPTIAN AND BERMUDA ONIONS.** Mail or phone your orders.

**Hugh Walker & Son, : Guelph, Ont.**

**McDOUGAL & LEMON**  
**OWEN SOUND**

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

**WRITE FOR OUR PRICES**

**Ridge Hall Fruit Orchards.**

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

**E. E. ADAMS, Leamington, Ont.**

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**  
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**MONTREAL.**  
Tel. Main 778.

cellence of the contents to recommend this condiment to both grocer and consumer. The true flavor of the fruit is faithfully retained. As to purity, the name "McGregor" on the label is a sufficient guarantee. This new line will doubtless have a prompt call from the grocery trade.

# FLOUR AND CEREAL FOODS

## Grain Situation.

**W**ITH the crop season in Ontario steadily advancing it is satisfactory to learn of no injurious factors entering into the situation. The late, wet Spring has been partially remedied by eminently desirable crop weather since, and from many sections of the province hopes run high for a good yield. The first note of discord has been heard the last few days, and some complaints are heard of the ill-effects of the cool nights, and a want of moisture at some points. Spring crops have now reached a stage where growth cannot be retarded without injury in the ultimate result. Warm days with moderate scattered rains are more desired to insure a uniform and healthy development, and the next few weeks are of prime importance in estimating the outcome. Improvement in Winter wheat since the early Spring has been made at some points, but the first estimates of this crop are not materially changed. The welfare of the Spring crops will be carefully watched during the ensuing month as one of critical moment.

The Canadian Pacific Railway crop report issued June 28 is only a repetition of previous reports, showing that crops throughout the territory in Manitoba and the Northwest covered by the road are progressing favorably, and, from present indications, a bumper crop will be the reward of the tiller of the soil. At every point weather conditions have been all that could be desired. Along the main line, the Northwestern branch, and the Napinka and Estevan lines, the growth has been marvelous, while in the Northwest Territories the crop is looking exceedingly well, though it is still behind Manitoba in its growth. Warm weather is what is needed, and, with higher temperatures, the outlook could not be improved upon. Farmers, it is said, have gone to the expense of creating granaries, wherein they will be able to store immense quantities of grain, thus placing them in the enviable position of being able to hold their grain until prices suit their convenience.

The C. P. R. are also pleased to state that in addition to improving the situation of the farmer, this has eased railway and elevator accommodation.

The tenor of crop reports from the United States up to June 30 differs little from that of the preceding week. East of the Mississippi, an improving tendency is reflected, and the crop is turning out better than was expected early in the season. In limited portions of Western Illinois some damage is reported from rust. In the Western States the excessive rains have been unfavorable for harvesting, and the best development of grain, but the actual damage is believed to be local and generally light. Although the harvest averages fully a week later than normally, it is gradually extending north, and is now about ready in the central part of the Winter wheat section. Mail advices from the Pacific coast indicate that the outlook is not quite as favorable as a month ago.

The general wheat yield in the United States is likely to be much better than was expected two months ago, and it is claimed that the prospects are for nearly as much Winter wheat as last year, when the yield was 400,000,000 bushels. In the American Northwest, if conditions continue favorable until harvest, the promise for the Spring wheat yield is close to 300,000,000 bushels. This, if harvested, would make up for any loss in the Winter wheat section, and give a total crop of 700,000,000 bushels, although 650,000,000 bushels would probably be nearer what the final Government figures will show at the end of the season.

Broomhall's weekly foreign crop summary is as follows: In the United Kingdom the weather has been favorable, although most of the crop is thin. In France, the wheat prospects are brilliant, and a large yield is expected. Further rains in Germany have relieved the drought. In Southwest Russia some complaints regarding Winter wheat have been received. The wheat situation in Roumania continues unchanged. In North Africa, while the harvest has

been hindered by rain, a large yield is expected.

The following figures represent the quantity of wheat afloat to Europe from the North American Continent on July 4, 1904, and July 6, 1903—43,760,000 bushels and 30,480,000 bushels, respectively, a decrease of 2,000,000 bushels for last week.

The world's exports of wheat for last week are as follows: United States and Canada, 1,128,000 bushels; Argentine, 1,128,000 bushels; Australia, 120,000 bushels; Danubian, 200,000 bushels; India, 2,216,000 bushels; Russia, 3,112,000 bushels, or a total of 7,904,000, as against 9,261,000 bushels for the corresponding week last year.

	VISIBLE SUPPLY.		
	July 5, 1904.	July 6, 1903.	July 7, 1902.
Wheat.....	14,055,100	15,970,000	19,122,000
Corn.....	6,277,000	7,218,000	5,912,000
Oats.....	4,346,000	4,354,000	1,481,000
Rye.....	816,000	679,000	315,000
Barley.....	1,223,000	446,000	193,000

Wheat decreased 597,000 bushels during the past week; corn increased 843,000, and oats decreased 431,000. Last year wheat decreased 1,489,000.

The total amount of wheat in sight July 5, consisting of the amount on passage, and the visible supply in Canada and the United States, is 57,815,000 bushels, against 60,412,000 last week, 46,450,000 bushels last year, and 51,762,000 in 1902. The total amount of corn in sight is 19,637,000, against 18,914,000 last week, 24,418,000 last year, and 19,992,000 in 1902.

After studying the crop reports of the Canadian Northwest, and reflecting upon the vast grain-producing areas thereof, the New York Tribune informs its readers in the following eloquent words:

"Canada's wheat crop this year promises to exceed that of 1903 by about 30,000,000 bushels. This is a big increase, and, with no abatement likely in succeeding years, it is easy to be seen what a formidable wheat-producing and exporting competitor the great Canadian Northwest has become and is becoming. It could now, if need were, feed the Mother Country all by itself, leaving the United States out of the question, though it is not

REQUIRES NO BOILING

# IVORINE STARCH

THE APPLIED PRACTICAL KNOWLEDGE OF  
THE MANUFACTURERS OF **IVORINE STARCH**  
ENABLES THEM TO OFFER

**COLD WATER**

STARCH WHICH HAS GAINED MARKED  
FAVOR WHEREVER INTRODUCED. IT IS  
MORE EASILY USED THAN ANY OTHER, AND  
BY FOLLOWING CAREFULLY OUR DIREC-  
TIONS, THE WORK IS PERFECT.

**ST. LAWRENCE STARCH CO.**  
LIMITED.  
PORT CREDIT, ONT.

# Shredded Wheat

... AND ...

# TRISCUIT

## NEW PRICE LIST

### SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2 75

### TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

# Some Rainy Day

try to count up the various  
cereals—package cereals—  
that have solicited favor  
from the grocery trade one  
time or other during the  
past ten years. Is there  
another besides

# Swiss Food

that existed 10 years ago  
and exists to-day? There  
may be an odd one, and if  
there is, it is a proof of  
quality and honest value.

# Swiss Food

has held as steady cus-  
tomers its first users, and is  
adding to its long list of  
consumers at home and  
abroad, fresh thousands  
every year.

## The Grocery Trade

should build up their busi-  
ness on standard goods—  
and **SWISS FOOD** is  
an acknowledged standard.

IN PACKAGES ONLY.

**P. McINTOSH & SON,**  
MILLERS and MANUFACTURERS, **TORONTO.**

likely to be drawn on to that exclusive extent. But the territory stands for one of the greatest grain-producing regions in the whole story of the world, old or new, its edges hardly scratched yet, and it will have its share in determining the course of empire and development as the years and centuries go on, till its background of production is old as Egypt's, and its horn of abundance filled and emptied with an equally continuing regularity."

**American Grain Rates Reduced.**

**A** REDUCTION in eastbound grain rates has been agreed upon by the Atlantic coast trunk line railroads, to take effect July 1. The reduction has been made to equalize the rates prevailing on the Canadian lines. The export interests of New York, Boston, Philadelphia and Baltimore, it is claimed in some quarters, will be, thereby, put in a position to compete with the Canadian grain dealers.

Under the new tariff, all grain from Buffalo is placed upon a three-cent basis. This is a reduction of one cent per bushel on wheat and flax, 3-4c per bushel on corn, and 1-2c per bushel on barley. No reduction is made on oats, because the export movement is limited.

A three-cent rate on wheat means that grain can be brought from Chicago and placed alongside ship for four and a-quarter cents, and counting floating elevator charges of 7-8c per bushel net, can be placed on board ship for 5 1-8c.

"The reduction made by the Atlantic coast trunk lines will not affect the Canadian grain trade particularly," says A. McFee, a prominent Montreal grain merchant, "as the rate they quote of 5 1-8c per bushel on board ship is not as cheap as it can be done through the port of Montreal. By the Canadian water route corn can be placed on board ship at the port of Montreal for four cents per bushel, including the floating charges of about one cent per bushel. As for the Canadian railways, they handle very little corn now, most of the shipment being by water. Even so, they can beat the American rate at that. In fact, the Canadian grain men have nothing to fear from the reduced rate."

In connection with the reduced rate it is interesting to note that the Canadian rates for grain have always been kept at about the same figure or a little lower than the American rates. The bottom has not been reached yet, as the Canadian route is the natural grain

route, and the cheapest as well, so the American shippers will be obliged to go much lower if they hope to capture any of the trade.

**The World's Wheat Crop.**

**S**OME interesting figures, showing the wheat crop of the world during the past three years have recently been published by the United States Department of Agriculture. We extract the following figures for the different countries:

	Bushels—000's omitted.		
	1901.	1902.	1903.
North America.....	850,693	781,120	727,787
South America.....	87,417	73,412	132,223
Europe.....	1,492,297	1,773,249	1,796,311
Asia.....	398,857	380,473	471,390
Africa.....	43,400	44,000	45,400
Australasia.....	56,610	43,927	20,445
Total.....	2,929,274	3,100,181	3,193,576

Despite a decrease, as compared with 1902, in the yields of North America, Africa and Australasia, therefore, the world's wheat crop last year was 93,375,000 bushels greater than in 1902, which is a gain of 20 per cent., compared with the average annual crop for the last twelve years. The following figures show the yields of the principal wheat-producing countries:

	Bushels—000's omitted.		
	1901.	1902.	1903.
United States.....	748,460	670,063	637,822
Canada.....	90,212	98,634	77,965
Argentina.....	74,753	53,806	113,953
France.....	310,838	327,841	365,601
Italy.....	164,587	136,210	184,450
Hungary.....	123,936	170,884	151,482
Russia (European).....	401,772	560,826	551,942
Russia (Asiatic).....	61,149	81,693	104,665
British India.....	268,110	227,380	294,725
United Kingdom.....	56,581	40,065	50,320

The yield in the United States and Canada was not so good as in 1902. The aggregate loss for the two countries is 52,930,000 bushels, but this loss is more than counterbalanced by the magnificent yield in Argentina, which amounts to a gain of nearly 112 per cent., while India enjoyed a splendid harvest.

Fortunately for the world's inhabitants, wheat growing is so widely distributed over the globe that a universal failure of the crop is almost impossible.

There seems a probability of Argentina proving a more important source of supply in the future. At present the small population—7.40 per square mile—prevents anything more than a small area being cultivated. Canada has only 1.75 inhabitants per square mile, so that potentially she is immeasurably ahead of Argentina as a future source of wheat supply.—Commercial Intelligence.

**Cereal Notes.**

The Syracuse boat crew, winners at the Henley meet, trained on Shredded Wheat Biscuit and Triscuit.

The Force Food Co., Toronto, is sampling Winnipeg with "Force." The company will have a fine exhibit at the Dominion Exhibiton this month.



**SELL**

**Orange Meat**

ORANGE MEAT is a partly digested breakfast cereal, large flakes, honey flavored. It can be served acceptably morning, noon and night. Sold once, sold again.

Get it from your wholesaler.

**Special Notice to the Grocery Trade**

We have extended the time on all of our

**ORANGE MEAT COUPONS**

To JANUARY 1st, 1905.

This is done in deference to hundreds of requests received from Coupon Collectors in every part of the Dominion. Please inform your customers of this extension in time.

1 Case, 36 pkgs., \$4.50 per case  
5 Cases, freight pd., 4.40 "

MADE BY

**THE FRONTENAC CEREAL CO., Limited**

43 Scott St., Toronto.

**Flett's**  
**Pickle**  
**Endorsement.**

FLETT'S PICKLES are endorsed by the entire trade as being the very best value pickles on the market. The consumers who once try Flett's have no use for the poorer articles.

**ROSE & LAFLAMME**  
 Agents, MONTREAL

MHS

ARE YOU  
**HOT**  
 AND  
**THIRSTY**  
 ?

SO IS EVERYBODY.  
 Your customers will be asking for  
**"A NICE DRINK"**

**BATGER'S**

**LIME JUICE CORDIAL**  
 is a delicious and refreshing Summer beverage.  
**ORDER FROM YOUR JOBBER.**

AGENTS:  
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**VALENCIAS**

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

**D. RATTRAY & SONS**  
 General Agents

110 Coristine Bldg. MONTREAL      110 Dalhousie St. QUEBEC



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Philippine Tobacco Trade.

THE latest summary of commerce of the Philippine Islands gives the following statistics regarding exports of tobacco from 1899 to 1903: The exports of tobacco from the Philippines during these years were as follows: 1899, \$1,931,253; 1900, \$2,261,232; 1901, \$2,631,941; 1902, \$1,962,624 and in 1903, \$1,946,875.

Of the tobacco output of the islands, the summary says:

"The tobacco exported in five years shows the output of the crude and manufactured article to have been worth nearly eleven million dollars. The sale of leaf has varied but little in amount, most of the average annual value of nearly \$900,000 worth going to Spain, a channel previously established by decree of that government whereby the contracting company was compelled to take a certain amount of tobacco from the Philippines each year. Cigars are sold at a very low price, and shipped for the most part to Hong Kong. The price lists of the various manufacturers show a range of from ten dollars to seventy-five dollars silver, per thousand, the ordinary cigar of fair quality bringing about four dollars per hundred, or less than two cents apiece. While the tobacco trade is carried on with from thirty-five to forty different countries, but little of the Philippine leaf and few cigars come to the United States."

During the month of December, 1903, the imports of leaf tobacco into the Philippines amounted to 2,110 pounds valued at \$370; for the twelve months ended December, 1903, the imports amounted to 18,227 pounds, valued at \$3,808, as compared with an importation during the year 1902 of 9,138 pounds, valued at \$2,012. The imports of cigars during December, 1902, valued \$89, as compared with a valuation of only \$34 worth of imports in December, 1902. For the year 1903 the imports of cigars valued \$965, as compared with a valuation of \$3,193 of the imports for the year 1902.

In December, 1903, the imports of cigarettes valued \$589, while in Decem-

ber, 1902, their valuation only amounting to \$189.

The importations of plug tobacco into the islands in December, 1903, amounted to 75 pounds, valued at \$28, while in December, 1902, the imports amounted to more than double, being 158 pounds, valued at \$35.

The imports of all other kinds of tobacco in December, 1903, valued \$1,343.

The total exports of unmanufactured tobacco during the month of December, 1903, was 2,129,696 pounds, with a valuation of \$160,418. In December, 1902, the exports were 2,547,392, valued at \$129,583. During the year 1903 the exports aggregated 19,249,094 pounds, valued at \$954,259.

The exports of cigars to foreign countries during December, 1903, were valued at \$87,569, a decrease in the value of the exports in December, 1902, when they were valued at \$105,896. For the year 1903 the exports of cigars valued \$961,355, while in 1902 the exports valued \$988,518.

The exports of cigarettes from the Philippines during December, 1903,

were valued at \$1,411, as compared with a valuation of \$600 for the exports in December, 1902. The valuation of the exports of cigarettes exported during the year 1903 was \$22,194, as compared with a valuation of only \$9,376 for the exports of cigarettes in the year 1902.

During December, 1903, the exports of all other grades of tobacco was 15,620 pounds, valued at \$1,981. The exports for December, 1902, were 6,296 pounds, valued at \$933. During the year 1903, the exports amounted to 77,613 pounds, valued at \$9,067, as compared with the heavy exportation of 92,088 pounds, with a valuation of \$9,564 in the year 1902.

The quantities of the exports of leaf tobacco from the Philippines, together with the values for the year 1893, 1894 and for the calendar years 1899-1903 inclusive are given by the summary as follows: 1893, 23,223,514 pounds, \$1,463,853; 1894, 15,474,486 pounds, \$702,922; 1899, 14,050,310 pounds, \$776,841; 1900, 22,028,546 pounds, \$1,033,900; 1901, 17,391,595 pounds, \$748,-

Popularize your store and  
make money by selling

**CURRENCY**

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

**Some Grocers have tried  
a Cigar Department—  
with disappointing results**

**BUT—**

**THEY WENT ABOUT IT  
THE WRONG WAY**

They bought from this maker and from that—from salesmen who carried cigars as a sideline. They got unsalable, unknown, unreturnable goods—and they became disgusted and “sore.”

But the grocer who has his account with us CAN'T go wrong. “PEBBLE” (5-Center) and “PHARAOH” (10-Center), are cigars every smoker knows and is glad to get. Then, too, we buy back at the end of three months every unsold cigar—pay invoice price IN CASH.

**ORDER 1,000, ASSORTED, ON THESE TERMS**

**J. BRUCE PAYNE, Limited, Mnfrs.  
GRANBY, QUE.**



**Every Smoker**

is only too glad to pay his respects to

**T & B Tobacco**

and every grocer should sell it. Do you?  
It gives dignity to your Tobacco Department.

**GEO. E. TUCKETT & SON CO., Limited  
HAMILTON**

**W. B. Reid & Co.**

Wholesale  
Tobacconists,

58 Yonge St., TORONTO.



The Erie Tobacco Company  
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

The Grocers'  
Favorite

The

**RONTO**

5c. Cigar.

A TRADE BUILDER

Manufactured by

**T. J. Horrocks,**

176 KING ST. EAST, TORONTO.

## The Chamberlain Cigar

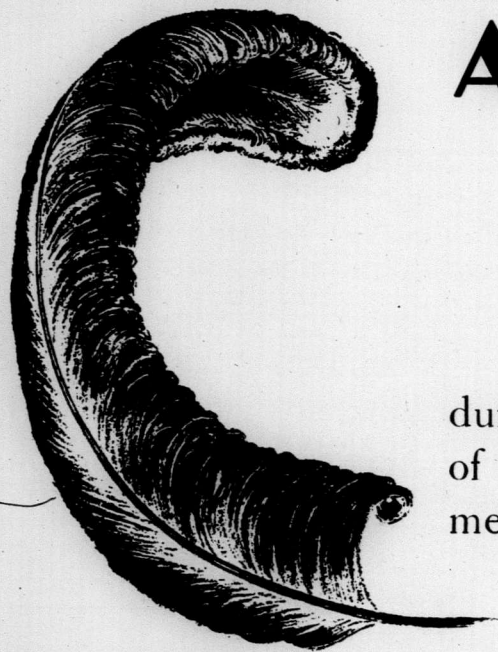
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



# A Feather

## We Wear in Our Cap.

The remarkable growth in the sale of

### McAlpin's Tobaccos

during the past few years has made us proud of ourselves. We have done our best to merit favor, and we have won it.

Are you a distributor of  
**McALPIN'S TOBACCOS?**

**McAlpin Consumers Tobacco Co., LIMITED**  
TORONTO

185; 1902, 20,196,283 pounds, \$955,166; 1903, 19,249,094 pounds, \$954,259.

The values of the exportations of cigars and cigarettes combined for these periods are given as follows: 1893, \$969,451; 1894, \$873,253; 1899, \$946,702; 1900, \$1,164,369; 1901, \$1,845,011; 1902, \$997,894; 1903, \$983,549.

#### Tariff Increased in Peru.

For the purpose of deriving a fund for the construction of railroads, the Government of Peru has increased the tariff on tobacco entering that country from the United States, Ecuador, Mexico, Central and South America in variant ratios.

#### Anti-Cigarette Bill.

THE bill to prohibit the importation, manufacture and sale of cigarettes, which the House of Commons at Ottawa has read a second time and passed in committee, is a measure of extraordinary character, says the Montreal Gazette. One clause makes all cigarettes, cigarette papers and wrappers or papers intended as such liable to seizure and forfeiture by the customs officials. Another clause, to be rightly understood, must be produced in full. It reads:

"No person, by himself, or by his clerk, servant, employe or agent, shall, for himself or any one else, directly or indirectly, or upon any pretence, or by any device, manufacture, sell, expose, keep, or offer for sale, or give away any cigarette, cigarette papers, or cigarette wrappers or any substitute for such wrappers, or shall keep or own, or be in any way concerned, engaged or employed in owning or keeping, any cigarettes or cigarette papers or wrappers, or shall authorize or permit any of these things to be done."

This makes it an offence to manufacture, sell, expose or offer for sale or have (1) any cigarette; (2) any cigarette papers or wrappers; or (3) any substitute therefor. There would not be much difficulty in deciding what a cigarette is, though the bill does not define the meaning of the word. There would be trouble, though, in saying what should be regarded as cigarette paper or wrappers, "or any substitute therefor." There might be a dozen different papers used for rolling cigarettes, as for other things, the possession of any of which by a merchant or manufacturer would, under the bill, render him "liable to imprisonment, without the option of a fine, for a term not exceeding one year, and

not less than six months." This may be imposed by any justice of the peace, sitting alone, and acting summarily. The Minister of Justice was surely right when he said that the like of such legislation was unknown.

#### Facts About Cigars.

"NINE men out of ten, when you hand them a cigar, will roll it tenderly between the fingers and smell it knowingly before attempting to smoke it," says an exchange. After puffing on it a minute or two, if you ask his opinion, he will tell you all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In ninety-nine cases out of one hundred his information will be wrong, as only the tobacco expert can quickly judge the intrinsic merits of a cigar, and frequently he will be at fault.

"For commercial purposes all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are forty or fifty shades, which are grouped into five sub-headings.

"The grade of tobacco used in a cigar has nothing whatever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The best known and most frequently used sizes, however, in the cigar trade are the 'conchas,' which are divided into 'bouquet' and 'especial,' 'regalia bouquets' and 'puritanos,' the 'breva' is finished off short at both ends and has an even thickness throughout, except a slight narrowness at the end that is held in the mouth.

"Undoubtedly one of the most popular tobaccos smoked in cigars in North America is the native-grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the Province of Havana. For this reason many so-called Havana cigars are in reality cigars made in this country and shipped to the island, whence they are re-shipped here, and the revenue stamp duly pasted on the boxes to deceive the uninitiated.

"Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently is wrapped in Connecticut wrapper.

"Inferior grades of cigars frequently are made of doctored tobacco, acid

Should be in the mouth of every smoker. What?

## McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

## "Currency" Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal  
 " " No. 167 Yonge Street, Toronto  
 " " Cor. Richelieu, St. Claire Sts., Quebec  
 " " No. 87 Bank Street, Ottawa  
 " " Oddfellows' Block (Cor. Princess St. and McDermott Ave.) Winnipeg

being used to stain the wrappers a light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf little straw colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid stain or not only the expert will be able to determine."

#### Tobacco Notes

Two Hamilton tobaccoists were fined last week for using chance machines for depositing cigars. In passing judgment, Judge Snider announced that the next dealer convicted of using these machines would be sent to jail.

The American tobacco trust, known as the Universal Tobacco Co., has decided to dissolve. This company is incorporated with a capital of \$10,000,000. The company's brands of tobacco will be sold at auction.

J. Cote, wholesale tobacco dealer and importer, and L. Dery, clerk, both of the city of Quebec, are about to engage in business in St. Roch's as dealers in tobaccos, cigarettes, pipes, etc., under the name of "El Sergeant Cigar Store."

The Connecticut Experimental Station, established by the Department of Agriculture of the U. S. Government, reports that after thorough experiments with tobacco grown under shade, the authorities are of the opinion that there is a future for the production of Sumatra leaf in America, when experience in handling the leaf has been gained.

The annual meeting of the Tobacco Association of the United States was announced for July 5 and 6.

| **Wall Paper** |

**NEW WALL PAPERS.**

WITH the beginning of the month of July, travelers for wall paper factories commence their new season. For months the factories have been busy working out and printing new designs, and preparing their books of samples. From the range inspected by The Grocer they can go on the road with the full consciousness that they have this year the best that was ever shown, and that the retailer has very little opening to offer criticisms.

In the new samples there is an attention to purity of color, symmetry of design, suitability of color to design, and to novelties that excels last year's offerings to a very noticeable extent. The innovations, or perhaps rather developments of new ideas, are shown in the crown and panel patterns. These will both be of interest to retailers, since they are of particular merit as to artistic effects, and will be certain to catch the eye of customers. Both have been popular in the United States.

A great use has been made of over patterns of fine thread, and the result is very pleasing. It softens what would be too violent, and relieves the abruptness of a great number of designs. Small embossed patterns are another feature. Particular strength is shown by some in parlor papers, and the quality of design of the 2½c and other cheap papers is raised. Stripes are much shown, and these are carefully worked into various colors contrasting and blending. The number of embossed papers is greater and the expensive pressed papers in imitation leather are shown for the first time by factories.

The general character of design is a combination floral and conventional, the floral very often running in the centre. As a rule more floral are shown. There is a tendency in parlor papers to French effects, and with the suitable delicate shadings introduced these will be sure to take well. Moires are still carried in good quantities, but are not so frequent as last year, save that they are prominent as combinations with other designs. Special attention is being paid to the matching of frieze and side wall.

The newest color is brown. This comes in all shades, and is freely used with good effect. French greys and fawns are also well employed. There is a care in blending colors that is especially apparent in the frieze. Contrasting colors are frequently risked, and self tones are effective features. Gold and silver are plentifully employed.

**Stauntons, Limited.**

In addition to the regular lines of cheaper papers which this year have exceptionally good patterns, several special lines are shown. The burlap effects are new, and with their peculiar mottled appearance will be attractive. Oriental designs are prominent, and are well worked out in the colors. A fine over-thread pattern in black or gold is one of the features. Tapestries are strong. There are beautiful things shown in crown and panel effects, as well as in upper third papers of floral design, with or without the popular trellis.

Remarkable strength is shown in parlor designs, and catchy French designs are effectively worked in. A good range of embossed bronzes, and an attractive over design of floral embossed, is skilfully employed in many papers. Moires are shown in all the delicate colorings.

Brown and yellow are two colors of new effect, and drab is sure to go well. A peculiar pink is one of the exclusive shades, and odd greens and blues are features. The most delicate and careful shading characterizes the friezes. Stripes of color form attractive designs, as well as unexpected combinations of green and red, two contrasting reds, and gilt stripes, etc. There are some beautiful climbing rose and floral lattice work designs. A special effect is in the continuation of the stripe effect of the side wall in the frieze.

Dear Sir:

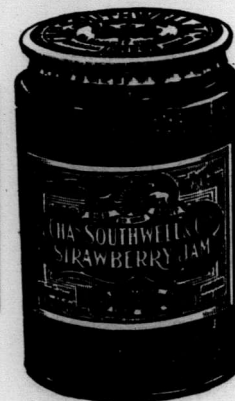
We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing we judge we must be doing our part well. Our output this year is way beyond anything in the past, which is another way of spelling "satisfaction".

The best is none too good for the trade we're after. The more we do the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO., Manufacturers,  
34 Yonge Street, Toronto.



The perfection  
of Jam-making

—such is : : :

**SOUTHWELL'S.**

SEND FOR PRICE LIST.

**FRANK MAGOR & CO.,**

CANADIAN  
AGENTS,

403 St. Paul St., MONTREAL.

IT WILL BE EASY PICKING  
THE RIGHT LINES OF  
**WALL PAPERS**  
FOR YOUR TRADE IF YOU  
SELECT FROM THE "STAU-  
TON" 1904-5 SAMPLES. OUR  
TRAVELLERS WILL GIVE YOU  
THE CHANCE SHORTLY.  
**STAUNTONS LIMITED  
TORONTO.**

*RETURNED TO O...*  
*Feb 10 5*  
*To O...*  
*Cut 2 9*  
*Pa 67*

# IT'S A FACT!

We will for the next 10 days send  
charges **prepaid and no charge**  
for package, one beautiful counter  
tin of . . . . .

## Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND  
OR WHOLE.

---

**AMERICAN COFFEE & SPICE CO.  
TORONTO.**

### Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 7, 1904.

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
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

**MAGIC BAKING POWDER.**

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
4 "	16 "	1 65
4 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case \$4 85
2 "	12 "	
1 "	16 "	

**JERSEY CREAM BAKING POWDER.**

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

**OCEAN MILLS.**

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Borax, 1-lb. packages, 4 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

**ROYAL BAKING POWDER CO.**

Sizes.	Per Doz.
Royal—Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

**CLEVELAND'S—DIME.**

Sizes.	Per Doz.
1 lb.	\$ 1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 90
12 oz.	5 50
1 lb.	15 00
3 lb.	25 00

**"VIENNA" BAKING POWDER.**

1-lb. tins, 4 doz in box	Per doz. \$2 25
1-lb. tins, 4 doz in box	1 25
1-lb. tins, 4 doz in box	75

**BEE BAKING POWDER.**

1-lb. tins, cases 4 doz, per doz.	\$2 25
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**HOME BAKING POWDER, CO., MONTREAL.**

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.  
5 to 10 cases, 10, per cent.



**EAGLE BAKING POWDER**

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

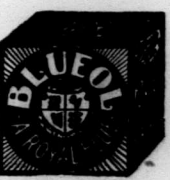


**JAMES DOME BLACK LEAD.**

Per gross	
6a size	\$2 40
2a size	2 50

**Blue.**

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes	
according to size	0 02 0 10



**J. M. DOUGLAS & CO.—Laundry Blues.**

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.	10

**Black Lead.**

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1/2 gross, 4 oz.	

**Borax.**

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
10 oz., cases, 48 "	3 25
16 oz., cases, 48 "	4 25

EAGLE BORAX.

**Brooms.**

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A. 4 strings	\$4 70
" " " " B. 4 "	4 40
" " " " C. 3 strings	4 10
" " " " D. 3 "	3 85
" " " " F. 3 "	3 55
" " " " G. 3 "	3 20
" " " " I. 3 "	2 85

**Cereals.**

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 12
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

**Chocolates and Cocos.**

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	2 25



The Sun does not shine  
on a city, town or hamlet in Canada  
where

# Edwardsburg "Silver Gloss" STARCH and

## Benson's Prepared CORN

is not sold.

Every housekeeper prefers them. Every merchant sells them. Quality is always the same—always the BEST.

MANUFACTURED ONLY BY

### EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

Allison's Coupon Pass Book.

\$ 1.00 to 3.00 books.....	3 cents each
5.00 books.....	4 "
10.00 ".....	5 "
15.00 ".....	6 "
20.00 ".....	7 "
25.00 ".....	8 "
50.00 ".....	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	\$0.92
doz. packages (12 to a case).....	0.75
doz. packages (12 to a case).....	0.95

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans \$ 0.90	
6-oz. " 1.35	
10-oz. " 1.85	
Quart " 3.75	
Gallon " 10.00	

Wholesale Agents.  
The Davidson & Hay, Limited, Toronto.

Food.

Robinson's patent barley 1-lb. tins.....	\$1.25
" " " 1-lb. tins.....	2.25
" " " groats 1-lb. tins.....	1.25
" " " 1-lb. tins.....	2.25

Gelatine.

Knox's Gelatines.....	Per gross \$16.75
" " " 5 doz., at.....	\$ 1.40
" " " 1 doz. ".....	1.45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade.....	\$1.50
Clear jelly marmalade.....	1.80
Strawberry W. F. Jam.....	2.00
Raspberry ".....	2.00
Apricot ".....	1.75
Black currant ".....	1.85
Other jams.....	\$1.55
Red currant jelly.....	2.75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.....	\$0.95
24-lb. tin pail, 2 doz. in crate, per lb. 0.06	
5 and 7-lb. tin pails, 8 and 9 pails to crate.....	0.06
7, 14 and 30-lb. wood pails.....	0.06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.....	0.95
7, 14 and 30-lb. wood pails, ...per lb. 0.06	

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case.....	1.50
5 and 7-lb. tin pails.....per lb. 0.09	
7, 14 and 30-lb. wood pails.....	0.09

BRAND & CO.

Brand's calf's foot.....	\$3.50
Real turtle jelly.....	7.75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.....per lb. \$0.40	
Fancy boxes (36 or 50 sticks)....per box 1.25	
"Ringed" 5-lb. boxes.....per lb. 0.40	
"Acme" pellets, 5-lb. cans.....per can 2.00	
(fancy boxes 40) per box 1.50	
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2.00	
Licorice lozenges, 5-lb. glass jars..... 1.75	
" " " 20 5-lb. cans..... 1.50	
"Purity" licorice 10 sticks..... 1.45	
" " " 100 sticks..... 0.73	
Dulce large cent sticks, 100 in box.....	

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.....	\$3.70
3 cases.....	3.60
5 cases or more.....	3.50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor).....	\$3.50
Flashlight (Parlor).....	5.75
Kodak (Sulphur).....	3.80

WALKERVILLE MATCH CO.

Parlor—	1 case. 5 cases.
Imperial.....	\$5.75 \$5.50
Best.....	3.50 3.25
Crown.....	1.70 1.60
Maple Leaf.....	1.90 1.80
Knights.....	4.75 4.50
Sulphur—	
Club.....	3.90 3.70

Mince Meat.

Wetley's condensed, per gross net.....	\$12.00
per case of doz. net.....	3.00

### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....per doz. \$ 1.40	
" " " 1-lb. tins.....	2.50
" " " 1-lb. tins.....	5.00
Durham 4-lb. jar.....per jar. 0.75	
" " " 1-lb. jar.....	0.25
F. D., 1-lb. tins.....per doz. 0.85	
" " " 1-lb. tins.....	1.45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins.....per lb. \$ 0	
1-lb. tins.....	0.35
1-lb. tins.....	0.32
4-lb. jars.....per jar 1.20	
1-lb. jars.....	0.35

Old Crow," 12-lb. boxes—

1-lb. tins.....per lb. 0.25	
1-lb. tins.....	0.23
1-lb. tins.....	0.22
4-lb. jars.....per jar 0.70	
1-lb. jars.....	0.25



### Orange Meat.

Cases, 36 15c. packages.....	\$4.50
5 case lots.....	4.40
(Freight paid.)	
Cases, 20 25c. packages.....	4.00
5 case lots.....	4.00
(Freight paid.)	

### Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass.....	\$1.50
quart gem jars.....	3.40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.....per doz. \$ 0.95	
Home-made, in 1-lb. glass jars.....	1.50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0.06	

### Pickles.

STEPHENS.

A. F. Tippet & Co., Agents.

Cement stoppers (pints).....per doz. \$ 2.30	
Corked.....	1.90

### Soda.

#### COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3.00.	
Case of 1-lb. (containing 120 pkgs. per box, \$3.00).	
Case of 1-lb. and 1-lb. (containing 30 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-lb. pkts. (60 lb.), per case, \$2.70.	
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Case 96 10-oz. pkts. (60 lb.) case, \$2.80.	
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#### "MAGIC" BRAND.

Per case.

No. 1, cases, 60 1-lb. packages.....	\$ 2.75
No. 2, " " 120 1-lb. ".....	2.75
No. 3, " " 30 1-lb. ".....	2.75
" " " 60 1-lb. ".....	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case.....	2.85
5 cases.....	2.75

"BEE" BRAND.

"Bee" brand, 3 oz., cases, 120 pkgs. Per case.....	\$3.75
" " " 10 oz., cases, 96 pkgs. ".....	
" " " 16 oz., cases, 60 pkgs. ".....	

### Soap and Soap Powders.

A. F. TIPPET & CO., Agents.

Maypole soap, colors.....per gross \$10.20	
" " " black.....	15.30
Oriole soap.....	10.20
Gloriola soap.....	10.20
Straw hat polish.....	10.20

RABBITT'S.

Babbitt's "1776" 100 5-oz. pkgs. \$3.50 per box. 5 boxes, freight paid, and a half box free.	
Babbitt's "Best" soap, 100 bars, \$4.10 per box.	
Potash or Lye, bxs.	

each 2 doz., \$2 per box. WM. H. DUNN, AGENT.



# Two Lines That Lead.

## A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

## Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.,** Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$ 0 06
No. 1 " " " 3-lb. " "	0 06
Canada laundry, " " " "	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to 2 50	

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

BEE STARCH CO., MONTREAL.  
"Bee" brand, cases, 64 packages. 5 00  
BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
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Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
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Celluloid Starch—

Boxes of 45 cartons, per case	3 50
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Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " " 3-lb. cartons, 36 lb.	0 06
" " " 20-lb. bbl.	0 05
" " " 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07
" " " 1-lb. family, 30 lb.	0 07
" " " large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06



OCEAN MILLS.  
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 4-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 4-gross boxes 10 00  
Sun Paste, 6c. size, 4-gross boxes 5 00



DUNN, AGENT.



Enameline No. 4, bxs. ea. 3 dz. 0 38  
Enameline No. 6, bxs. ea. 3 dz. 0 65  
Enameline Liquid, bxs. ea. 3 doz. 0 75  
Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case \$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " " "	2 35
10 " " " " "	2 25
20 " " " " "	2 10

(10 and 20 lb. tins have wire handles).  
"BEAVER" BRAND.

1 gal. tins, square, 6 in case	\$4 40
1 gal. tins, round, 12 in case	4 50
1 gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

1 gal. tins, square, 6 in case	\$4 70
1 gal. tins, round, 12 in case	4 90
1 gal. tins, round, 24 in case	5 30



TEAS.  
SALADA CEYLON.

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 and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 26	0 30
Gold Label, 1's	0 44	0 60

Wholesale. Retail.



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 23
Red Label, " " "	0 35
Orange Label, " " "	0 42
Gold Label, " " "	0 65



Cases, each 60 1-lb.	\$0 35
" " " 60 1-lb.	0 35
" " " 120 1-lb.	0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's	\$0 18	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

"CROWN" BRAND.

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, 1s	0 19	0 25

E. D. MARCHEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 40
" " III 40-lb. boxes	0 35
EMD AAA Japan, 40 lb. at	0 32
AA " " "	0 30
Blue Jay, basket sized Japan, 70 lbs.	0 30
" " " Condor" IV 80-lb. "	0 32
" " " V 80-lb. "	0 24
" " " XXXX 80-lb. boxes	0 24
" " " XXX 80-lb. "	0 25
" " " XXX 80-lb. "	0 21
" " " XX 80-lb. "	0 22
" " " XX 80-lb. "	0 19
" " " XX 30-lb. "	0 20
" " " LX 60-lb. per case, lead packets (26 1's and 70 1/2's)	0 24

Black Teas—"Nectar" in lead packets

Green Label, 1's, 1/2's and 1/4's, 60-lb. cases	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
" " " Blue, 1-lb.	0 42
" " " Maroon, 1-lb.	0 50
" " " Maroon, 1-lb.	1 56

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2's and 1/4's, 60-lb. cases	retails 0 26 at 0 20
Grey Label, 1's, 1/2's and 1/4's, 60-lb. cases	retails 0 30 at 0 23
Yellow Label, 1's and 1/2's, 60-lb. cases	retails 0 35 at 0 26
Blue Label, 1's, 1/2's and 1/4's, 60-lb. cases	retails 0 40 at 0 30
Red Label, 1's, 1/2's and 1/4's, 60-lb. cases	retails 0 50 at 0 34
White Label, 1's, 1/2's and 1/4's, 60-lb. cases	retails 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 30
No. 5	" " 0 17

LIPTON'S TEA (in packages).

1 lbs. & Scid	
Color of 1/2 lbs. & 1/4 lbs. for	
Label, per per	
lb. lb. lb.	
Ceylon-India, Ex. ch'at A Yellow 45	47 70
" " " B Red 40	49 60
" " " No. 1 O Pink 35	37 50
" " " 3 O Orange 38	48
" " " 3 O L. Blue 38	30
" " " 4 O L. Green 30	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's and 10's	\$0 20
" " " Amber, 5's and 10's	0 20
Chewing—Stag, bars, 10oz.	0 45
" " " Bobs, 5/4's and 11's	0 44
" " " 10oz. bars, 6's	0 44
" " " Currency, 12 oz. bars, 12's	0 47
" " " 6's and 12's	0 47
" " " Old Fox, narrow, 12's	0 47
" " " Snowshoe, 14oz. bars, sp'd'd 6's	0 51
" " " Fay Roll, 7's and 6's	0 48
" " " Fair Play, 5's and 15's	0 53

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	\$0 30
Condor, pure distilled	0 25
Old Crow	0 25

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals.	\$5 45	\$10 95
" " " casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	\$4 65
100 lbs.	7 20
100 lb.	3 90
1 case 50 c. packages free with 5-case lots.	

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor	Per doz \$1 35
" " Crown	1 45
" " Improved Globe	1 60
" " Standard Globe	1 70
" " Original Solid Globe	2 00
" " Superior Sld. Bk. Globe	2 15
" " Jubilee	2 10
" " Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	11 55
" " 1	9 35
" " 2	8 25
" " 3	7 15
Pails, No. 1, 2 hoops	1 93
" " No. 3	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 65
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 20



Decorated  
**Crystal**

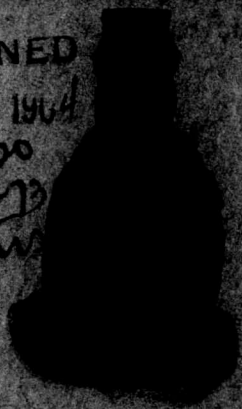
RETURNED

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Cutler 20

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Bar



Large Assortment

Small Packages

Pieces Retail

3 doz. at 10c.

2 doz. at 25c.

1 doz. at 50c.

and show a good profit

You can handle this sample lot to advantage, even if you have not another piece of crockery or glass in your store.

Write for full particulars.

**GOWANS, KENT & CO.**

TORONTO

and

WINDSOR

14 Front St. East.

**CROSSE & BOWEN**

**PEPPERMINT**

Lemon

Citrus

(Light and Dark)

C. B. & B.