

**PAGES
MISSING**

Instant Powdered



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

It dissolves **instantly** in hot
water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

\$0 42
0 40
0 37
0 34
0 30
0 25
0 27 1/2
0 23 1/2
0 24 1/2
0 20
0 21

0 30
0 20
0 25
0 35
0 45
0 32 1/2
0 42 1/2
0 50
1 56
packets—

0 20
0 23
0 35
0 30
0 34
0 40

0 35
0 30
0 25
0 20
0 17 1/2
Per lb.
\$0 35
0 34
0 35
0 29
0 28
0 29
0 23
0 22
0 23
0 35
0 34
0 29
0 28

UNITED.
\$0 39
0 60
0 38
0 33
0 39
0 42
0 42
0 42
0 46
0 47
0 48

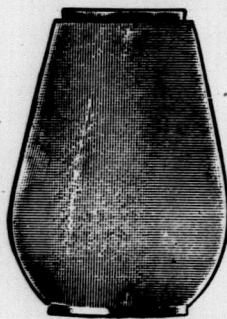
Per gal.
\$0 30
0 25
0 20
quantities.
al.
sh
0 60

\$4 65
7 80
3 90

Per doz.
\$1 25
1 30
1 45
1 55
1 70
1 85
1 85
1 05
10 75
8 60
7 50
6 45
1 77
1 93

\$1 00
1 00
1 00
1 00
1 80

ARE YOU USING OUR

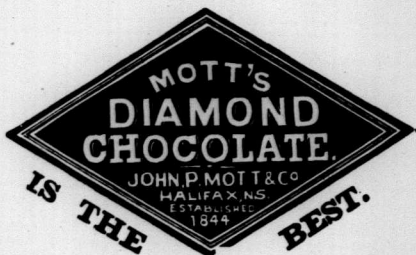


Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

MOTT'S.

MERCHANTS

Do you use Scales? Why do you use them? Do you not depend upon your Scales for the profit you make between buying and selling price?

The Toledo Automatic Springless Computing Scales will increase your profits, as they absolutely stop the necessity of giving down or over weight, and are absolutely the only fully legalized Scale that will make your bulk packages hold out weight.

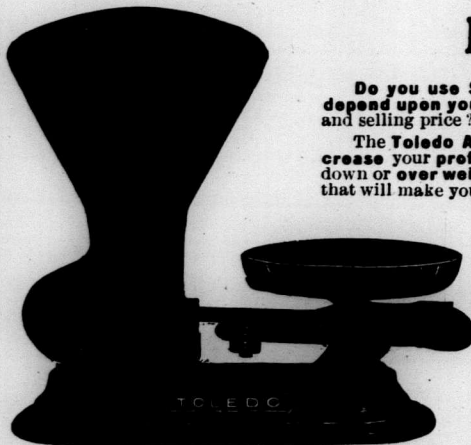
MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,

HAMILTON, ONT.

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



James Ewart

MANUFACTURER OF

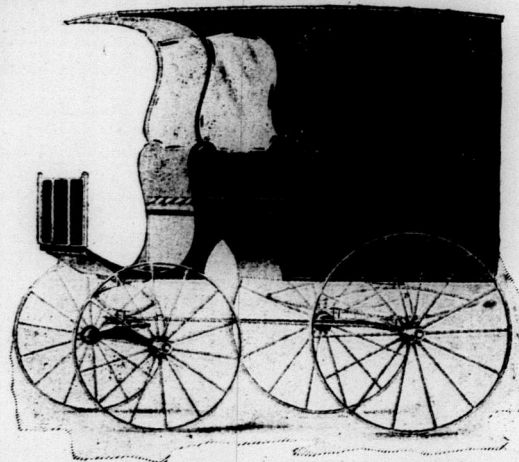
High-Grade Delivery

WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

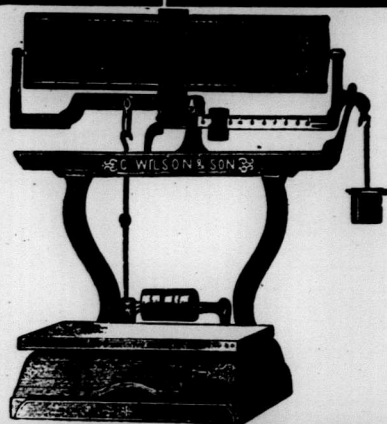
DEAR SIR:-

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.



LIPTON'S TEAS

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

WRITE TO THE AGENTS-

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

Laporte, Martin & Cie., - - - Montreal.



Saving Pennies

This is one of the first things a careful parent teaches a child.
Why not give your clerks a post-graduate course in this same lesson?

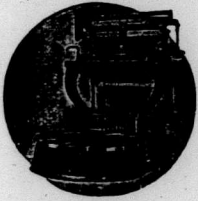
KEEP IT EVER BEFORE THEM.

They can make your business blossom like a rose

A DAYTON MONEYWEIGHT SCALE does all this more effectually than anything else.

Ask Dept. M for catalogue.

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



It's getting warmer.
There will be much

Lime Fruit Juice
Lime Juice Cordial
and
Raspberry Vinegar

consumed and enjoyed this summer.
Stock up with these goods and get the benefit of the increased trade.

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

124-128 Richmond St. West, TORONTO.

CATCHY

FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of "100 Good Ads. for a Grocery Store" has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere—can be used as they are—and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for the headings and showcards are included, together with an introductory talk on the how, when and where of grocery advertising.

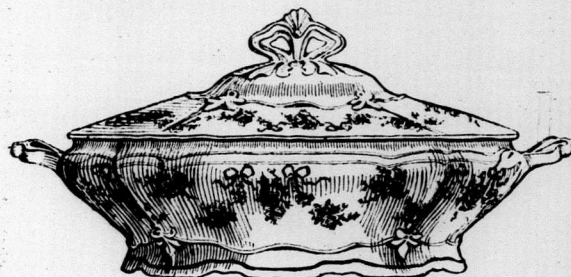
A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

Chinaware

Open stock patterns in

Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

TORONTO

MONTREAL, 301 St. James St.,

—What is it that makes
—**JAPAN TEAS** so popular ?

The question is easily answered :—

—there is no tea on earth that is
—so **delicious**, so **healthful**,
—so **pure** and so thoroughly
—**invigorating** as

JAPAN TEA

THERE IS

NO PURER SUGAR

THAN

CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co.,

LIMITED

WALLACEBURG, ONT.

THE CANADIAN GROCER

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

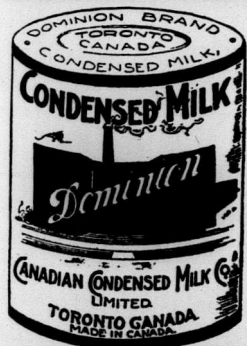
is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

The Late
Philip D. Armour
said:

"There is nothing else on earth so
annoying as procrastination in decisions."

And P. D. knew what he was talking
about. Don't procrastinate — stock up
with a good assortment of TEA ROSE
DRIPS. It sells well.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil
Jellies.

Old John Graham said, in his "Letters
from a Self-Made Merchant to His Son":

"It's the quality of the goods
inside the package which
tells, when they once get in-
to the kitchen and up to the
cook."

And it's the quality of the goods inside
every NONPAREIL JELLY Package which
convinces the consumer.

ROSE & LAFLAMME, Agents,
MONTREAL.

Ceylon
Green
Tea

A
Comparison
of
Ceylon GREEN Tea
with
Other Green Teas
will convince you
that they are
Incomparable

Ceylon
Black
Tea

Ceylon BLACK Tea
is
Second
to
NONE.

There's no doubt about it

Our packs this season will be the very "pick of condition."
If you want to lead your trade,
secure your stock at once.

British Columbia Salmon

Four Ready Sellers—"Maple Leaf," "Lowe Inlet,"
"Golden Net," "Empress."

The British Columbia Packers' Association,

VANCOUVER, B. C.

MR. GROCER!

Figure : How many *packages* do you handle in a year each of Jam, Jellies, Starch, Tea, Coffee, Syrup, etc. ? If you could save one cent on each of those packages, how much would you increase your Bank Account ?

You can make this saving.

THE PERFECTION

CANISTER

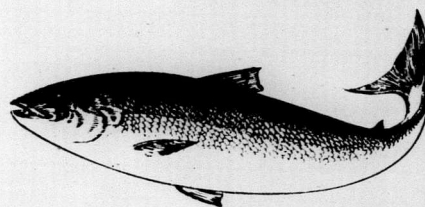
will help you do it. Look it up!

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

FRICTION

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

JAMES' DOME LEAD?

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Talk of Good Things, How About

Cane's Newmarket Washboards?

They administer to the help and comfort of the housewife and save her
pocketbook—easy sellers because they are worthy all through.

- Leader Globe, thin back, light zinc.
- Improved Globe, thin back, heavy zinc.
- Standard Globe, thick back.
- Solid Globe, solid one piece back, heavy zinc.
- Jubilee, perforated zinc, oval face.
- Diamond King Glass.

—ALL MADE WITH IMPROVED TOPS
—WRITE FOR SPECIAL QUOTATIONS



UNITED FACTORIES, Limited,

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

Head Office: Toronto.

LONDON WAREHOUSE:
71 Dundas St.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

IT'S A
FACT.

AURORA CEYLON JAPAN

PROVE
IT.

You make a good profit retailing this Tea at **25 cents**.
You can please your customers just as well and sell it at **40 cents**.
The liquoring quality is that of a **50-cent Tea**.

ASK OUR TRAVELLERS ABOUT IT.

ORDER A SAMPLE PACKAGE.

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

Wood's Primrose Ceylon Tea

THE CORRECT THING
FOR
ICED TEA.

A RELIABLE FRIEND

is a great boon to a man. Every active grocer has a strong craving for something reliable in each department of his business—something he **knows** will satisfy his customers, both in quality and price—something, in short, to be depended upon.

Now, in our line of **WOOD'S PRIMROSE TEAS** you have your ideal of a "reliable friend" in Package Teas. The very thing you crave. They are labor-saving, attractive in style and profitable to handle. Packed in air-tight canisters, half-pound, full weight. Quality and quantity both guaranteed under trademark seal.

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



REGISTERED.
Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.
W. F. MORLEY,
Vice-President.
H. T. WILSON,
Sec.-Treas.

Phone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.



**General Agents and Wholesale Dealers
in Fancy and Staple Groceries.**

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

MONDAY is usually an easy-going day in Parliament. A large number of members go home for Sunday, and these keep dribbling back by the various trains up to those arriving quite late at night. As a consequence, it is very unusual for committees to sit in the morning, and no man thinks of making what he considers an important speech on that day because of lack of a sufficient audience. Monday of this week was, however, an exception to the rule. Whether or not the fact that this was the hundredth working day of the session had anything to do with it or not, it is impossible to say, but it would not be unreasonable to suppose that if that fact dawned upon the minds of the members it might reasonably occur to them that it was high time to be up and doing if they wished to eat their Thanksgiving turkey at home with the session concluded. At any rate a good deal of work was done, and two very important measures were finally disposed of by the Commons, to wit: the Grand Trunk Pacific Bill and the Railway Commission Bill. As to the last, we fancy no such lengthy piece of legislation has passed through Parliament since Sir John Thompson codified the criminal law, and legal practitioners will heave a sigh of relief when they take down the statutes to advise with regard to railway law and find the same "all in one spot," instead of having to dodge through numerous volumes as heretofore, with the danger of missing the right one.

In the last stages of the bill Mr. Maclean introduced an amendment to the effect that all passenger rates should be two cents a mile hereafter. In the course of his speech he brought out two or three things which were decidedly useful pieces of information. He declared that American railways passing through Canadian territory actually charged their American travellers only two cents a mile while passing over our land, while the Canadian sitting in the seat beside them was charged three cents per mile. This, to a Canadian, is very jarring news, just as to an American the reverse would be. In this world what men crave is equality of treatment, and in this respect human

nature seems to be just about what it was two thousand years ago. When he who hired his men for a penny a day gave the same wage to him who was hired at the eleventh hour, there was danger of a strike among his old employes. His answer to these men was absolutely logical—did I not hire you for a penny a day? You are getting your wage, and as for this other man, this new comer, who it is true has not borne the labor and heat of the day, what of his pay, cannot I do what I will with mine own? Yes, they were answered, these men of old, answered, but not satisfied. If we were buying guineas at 18 shillings each our enjoyment would at once be clouded by the news that some other man was buying them for fifteen—equality is what we want, never mind the reasoning. Then again, Mr. Maclean proved that in certain well-travelled parts of Canada, more than three cents a mile is being charged, for example from Cobourg to Toronto, and from Ottawa to Gracefield. These are excessive rates which must and will be corrected by the Railway Commission at a later date, we have no doubt.

Mr. Chas. B. Heyd, in replying to Mr. Maclean, found some holes in his armor. He pointed out that the much vaunted two-cent rate in Michigan applied only to roads earning three thousand dollars a mile, and that on this basis the Canada Southern Railroad only would be subject to a lowering of the fares. The Premier agreed with Mr. Maclean in several points made by him, but pointed out that there must be elasticity in matters of this kind. It might be possible to impose a two-cent rate in certain parts of the country where traffic was heavy; it would be impossible to do so in most cases, our distances being great, and our population scattered over wide areas. This being the case, it is impossible for Parliament at this late date, even through the agency of its railway committee, to collect the necessary evidence to formulate a comprehensive scheme, and as the Railway Commission Bill under section 257 gives the commissioners power to deal with all such questions, he thought it best to leave the matter in the hands of that commission.

He could not agree, therefore, to accept the amendment of the member for East York, though agreeing with him that there were grievances requiring a remedy, and which would be remedied when the commission began its sittings. In spite of the Premier's explanation Mr. Maclean pressed his amendment to a vote. It then became a question of want of confidence in the Government and not a question as to who favored and who did not favor a two-cent rate, though to those unacquainted with parliamentary procedure this might seem to be the case. As a matter of fact a member of Parliament is, selfishly, almost as much interested in a low rate as is any other person. True, he himself rides on a pass so long as he remains a member, but how long he will so remain is the height of uncertainty. Moreover, his pass does not extend to his family, for whom he has quite properly to pay. No, we would all like low rates, whether members or not members, but when the Leader of the Government takes a stand, and his opponents challenge him to a vote upon it there is only one thing under the party system for his followers to do—support him, for if they do not and his contention be defeated, his Government has been defeated, and the confidence of the majority on which his power constitutionally rests is gone. We take time to explain this fully because nothing is of more interest in the field of smaller affairs than this question of low passenger rates; it is one the people will read about, and it is not fair that those who voted to support the Government should be credited with having voted against cheap fares. The explanation is all the more necessary because The Toronto World of the 11th contains in large type, on the front page, the following legend: "By a vote of 45 to 31 Commons declare against cheap railway fares in Canada." The Commons declared nothing of the kind. The facts, as we have endeavored to show them above, are that the Premier declared that the railway commission was the proper body to deal with the question, and that his view being challenged, his followers chose to continue their confidence in him as a leader. A man so well versed as is Mr. Maclean in parliamentary procedure, must surely know this,

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




IN TINS
GUARANTEED TO THE TRADE

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.

and it is a pity that the paper which he owns and controls with ability should be guilty of so false a suggestion. It leaves Mr. Maclean open to the charge made against him in this very debate on the floor of Parliament, that he is more anxious for his own popularity and the prosperity of his party than to remedy the grievances upon which he talks with energy and force.

* * *

Of course the most intense interest has this week centred in the discussion of the Government's transcontinental railway policy, and, while several excellent speeches have been made, the most dramatic was the utterance of Mr. Blair, made on Tuesday last, covering a period of four hours, and given throughout with unflinching vigor, amid the plaudits of his old enemies, and the bitter silence of his old friends.

To discuss his arguments and those of Mr. Charlton, who replied to him with extreme ability, would be impossible in a dozen letters such as this one, besides which, the political press of Canada will thrash the matter out for six months to come, while from every schoolhouse platform and from the dais of every town hall throughout the length and breadth of Canada will come the criticism, yes, and not infrequently, the downright burning eloquence, of the stumper, if what we hear about an approaching election be true.

In his earlier speech, made on the occasion of the Premier's explanation of "ministerial changes," Mr. Blair showed a quiet dignity that gained for him the respect of the House. Not one hard word had he to say of any of his colleagues, while his references to his old leader were full of kindness and sympathy. His effort of Tuesday, therefore, came as a complete surprise to all, at least to the uninitiated, for it was in parts extremely bitter; in fact, as one member expressed it, had it come from the fighting leader of an aggressive Opposition it could not have been uttered with more intensity

To give the most marked example of what we are trying to express, Mr. Blair, early in his remarks, after quoting from the speech of Sir Wilfrid, in that part of it which urged early construction, said, "What does the right honorable gentleman mean when he says 'We cannot wait because time does not wait?' I think Mr. Speaker, and I say it with all respect to my right honorable friend, that it would have been as correct, if not so poetic, for him to have said: 'We cannot wait because Senator Cox cannot wait.'" Naturally this utterance was met by a storm of cheers and laughter from the Opposition, but the close observer could see black looks on the faces of the Liberals, and friendships formed through long years of hard political fighting in the same political force, melted in a moment under the slur put upon the leader they loved. This is, indeed, the sad part of such scenes as these—the severing of old ties, the creation of new and life-long hatreds.

* * *

Another example of Mr. Blair's straight fighting against his former leader is contained in the biting, though clever, sarcasm with which he treated Sir Wilfrid's reference to the impression made upon him by a visit made in company with Mr. Booth to what is now Depot Harbor, when the Canada Atlantic was in course of construction. Sir Wilfrid described the barren houseless shore to which Mr. Booth pointed as the future terminus of his road.

"But where will you get the traffic with which to feed the line," asked the Premier.

"I must create it," said Mr. Booth, "I must draw it from Chicago and Fort William and Port Arthur; I may even have to buy wheat here to make freight for my road."

The prospect of the building of elevators, the running of a steamship line, the entry into the grain market, etc., forced Sir Wilfrid to the conclusion that Government ownership was out of the question for years to come.

In dealing with this paragraph, the outline of which we have endeavored to give, Mr. Blair said, "I regret, I am sure, as much as any man can, that unfortunate visit which the right honorable gentleman paid to Depot Harbor, on the occasion which he mentioned in his speech. It left an ineradicable impression upon his mind, fatal to all ideas of Government ownership; fatal to any ideas of progress in that direction. It is enormously regrettable, because that impression cannot be removed. No amount of argument, no amount of reason, no amount of experience could possibly lift from my honorable friend's mind the load of conviction that was brought to him by the visit on the occasion referred to. I know that some former colleagues of mine were not a bit more friendly to Government ownership than he was; whether it was owing to a visit to Depot Harbor I am not at all clear, but I am not yet content to accept that explanation as to their attitude upon the question of Government ownership." Now this is undoubtedly a good example of parliamentary sarcasm,—subtle, ingenious; but, from the politician's standpoint, was it good judgment? Mr. Blair had taken the position that he left the Cabinet because he could not adopt the views of his colleagues on the railway question. He stood before the country as a man who had given up a position of great power and some financial worth for the sake of a conviction. He strengthened this opinion by the extreme moderation of his earlier utterances, and then he weakens it all by a show of temper and bitterness which leads his opponents, men quick to see an opening, to remark, as we have heard them say already, "Is this Blair, the high-minded statesman? Is it not more Blair the angry; Blair the man who unable to impose his will upon his leader and his colleagues has left the Cabinet embittered, and determined to attack not the policy alone, as at first he indicated, but the men who promulgated it to the extent of personal attack? Be this as it may, his speech will rank as a great one, and will undoubtedly furnish the Opposition with great ammunition both for discussion in the House and for speeches on the stump at the next election, be that far or near.

Indian and Ceylon Teas

BLACK or GREEN. We are

HEADQUARTERS.

Sold from warehouse or "to arrive," from actual sample.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

Ready for the Spice Season.

For this trade you will require the best of Pure Spices. Mail your orders to us and we will see that you get the very best of goods at lowest possible prices.

A SNAP—A GOOD MIXED WHOLE SPOICE, 12½C.

Support Canadian Goods by selling

JERSEY PURE MUSTARD, ¼-lb. Tins, 40c. ½-lb. Tins, 38c.

WE GUARANTEE JERSEY MUSTARD TO BE THE FINEST MUSTARD IN THE WORLD.

Standard Spice Co., - Hamilton.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

THE ONLY YEAST WITH OREAM IN IT
—JERSEY OREAM YEAST OAKES

THE ONLY YEAST WITH OREAM IN IT
—JERSEY OREAM YEAST OAKES

To Our Friends In

New Ontario, Manitoba and Saskatoon.

We beg to advise that Mr. H. E. Toms will be leaving here in our interests about first of September for your country, calling on you as early as possible in that month and for him we bespeak your kind attention.

Mr. Toms will have some grand values to offer and samples of latest novelties in groceries.

JAMES TURNER & CO.,

Wholesale
Grocers,

Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,
TORONTO



OUR JARS AND
LABELS ARE
BEING IMITATED

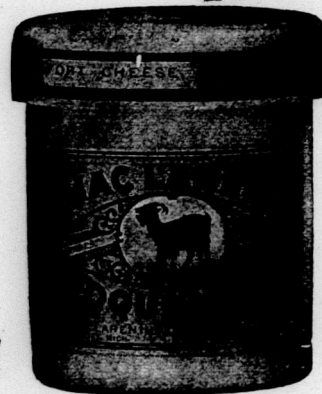
WHEN MAN LOOKETH ON
THE OUTWARD APPEAR-
ANCE ONLY HE IS OFTEN
TAKEN IN. OTHER PRO-
DUCTS ARE MADE TO
LOOK LIKE **IMPERIAL**,
BUT THERE IS ONLY ONE

MacLaren's Imperial Cheese

MacLaren's Roquefort

NO WASTE. NO SHRINK-
AGE. CONVENIENT AND
ECONOMICAL. NEVER BE-
COMES HARD OR DRY

**A. F. MacLAREN IMPERIAL
CHEESE CO., LIMITED,**
Manufacturers and Agents,
TORONTO.



NEW YORK GROCERS' CONVENTION.

The annual convention of the retail grocers of New York State was held at Niagara Falls last week and attracted a very large and influential attendance.

In the absence of the president, Mr. Edward Hanson, of Brooklyn, occupied the chair, and Mr. J. Frank Wilkins officiated as secretary.

The trading stamp nuisance was pretty thoroughly ventilated and the subject was referred to a committee empowered to seek legislative action. Several other grievances were discussed by the convention, the recognition of the semi-jobber by the manufacturer to the serious disadvantage of the straight retailer being severely criticised. Papers of great interest to the trade were read and several instructive addresses delivered by leading members of the convention, and the able and interesting report of Mr. Fred Mason, the secretary of the National Association, was received with much approval.

The convention was held in the Association Hall connected with the magnificent factory of the Natural Food Company, and the kindness and courtesy shown by Mr. E. F. Olmsted, a prominent official of that institution, was very much appreciated by the delegates present.

GRADES OF SALMON.

A correspondent writes: Consumers should have some protection in buying canned salmon. Packers should be compelled to name grade on label. At present it is impossible for the consumer to tell within 100 per cent. the value of the salmon he buys.

TRADE NOTES.

One of the handsomest warehouses built in St. John, N.B., for many years is the new home of "Red Rose" tea. Mr. Estabrooks expects to get into his new quarters next month.

THE CANADIAN GROCER

BUSINESS PROSPECTS IN WINNIPEG.

L. H. Gordon, of the firm of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, is visiting all the large eastern towns with a view to expanding and benefiting his firm. He expects to visit St. Paul, Chicago, New York, Montreal, Toronto, Ottawa and many other towns in his tour, in all of which places his firm has large business connections, and he will be glad to receive correspondence from houses who wish to be represented in Winnipeg and Western Canada, and any letters addressed to him in care of



YOU KNOW **WHAT**
YOU ARE HAND-
LING WHEN YOU
HAVE A STOCK OF
UPTON'S
JAMS, JELLIES
AND MARMALADE.

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

CANADIAN GROCER, Toronto, will reach him. Mr. Gordon reports business in Winnipeg as being unusually brisk for this period of the year, and his firm are getting into shape quickly in their new extensive warehouse on McDermot avenue, where they expect to hold an unusually heavy stock of all their lines for the approaching Fall trade.

CALIFORNIA OLIVES.

Speaking of the olives now being raised in California a grocer says:

"They are perfectly clean and shine as though they had been polished. The ripe olives used for oil are dark in color, some of them running into the deep purple black, while others are more like chocolate in color. The grinding machine is a special machine that crushes the olives into pulp. The crushed olives go directly to the hydraulic presses. The oil and the water of the olives flow out of the press together, but the oil quickly rises and is transferred to settling tanks. All that is left to do is to extract every atom of foreign substances from the oil. During the work the oil is guarded carefully against contamination, either from the vessels with which it comes in contact or from the atmosphere. After the filtering and aging comes the bottling.

"The pure oil is often put on cakes in place of butter, and after being properly peppered and salted is most palatable. The trees live to immense age, some still bearing fruit and are known to be more than a century old."

APPLES HIGH.

Apple buyers are very numerous in Prince Edward County, according to The Picton Times. One buyer told The Times that he knew of cases where orchards have been bought on the basis of \$1.50 a barrel. Mr. Hunt, commission merchant at Ottawa, said that buyers would pay \$1.50 a barrel before two weeks, and that some buyers were paying on the basis of that now when they bought an orchard. Reports and every indication point to a higher price for apples.

The Salada Tea Co. in their advertisement of this week extend a hearty invitation to all grocers visiting the Dominion Exhibition to visit them. They will be pleased to show all callers through their establishment, which is one of the most modern and up-to-date tea establishments in the world. The warehouse of The Salada Tea Co. is situated at 32 Yonge St.

KETCHUP.

Ketchup takes its name from the Japanese word kit jap, a name generally applied in conjunction with the fruit or vegetable substance forming its base, to a variety of sauces. When an article is merely labelled or described as "ketchup" without a fuller definition, it may ordinarily be considered to be made up artificially, and should be carefully tested. The sorts usually sold by the trade are mushroom, camp, cucumber, oyster, pontac, tomato, walnut, etc., but "mushroom ketchup" appears to be the most popular.

IN STOCK

CHOICEST

"MAY PICKINGS"

JAPAN

TEAS

Hf-Chests and Cads.

THE

DAVIDSON & HAY,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

About Cheese.

EACH country has its favorite cheese. The Swiss make the Gruyere cheese. It is made of goats' milk, and is full of holes, caused by the gases in fermentation. The typical English cheese is the Cheddar, first made in the English town after which it is named.

Brie is a popular French soft cheese; and Camembert, originating in Normandy, is another. These cheeses are cured in caves, where the temperature never rises above 12 to 14 degrees. They are ready for marketing in May and November. Roquefort, a celebrated French cheese, is made from the mingled milk of goats and sheep that browse on the thyme-clad banks of the Arno. These cheeses are also ripened in caves, but the temperature is kept at 50 degrees.

Akin to the Roquefort cheese is that called Gorgonzola, made in Italy after similar processes. It is milder than Roquefort, and not quite so good, but it is sold much cheaper. Another Italian cheese, the Parmesan, is very hard, and is usually grated.

Limburger cheese, so beloved by the Germans, originated in Belgium. It is extraordinarily rich, being allowed to ripen to putrefaction, hence its horrifying odor to unaccustomed nostrils. Some persons have a saying, "Gorgonzola is a cheese to swear by, Limburger to swear at!" From Holland come the Edam and the pineapple cheese, both made in cleanly manner and very popular.

Cheese too Large for Boxes.

AT a recent meeting of the Kemptville Cheese Board complaint was made that makers in that section were making cheese too large for the boxes. H. Bissell said: A 12 in. box was the largest that it was possible to get and this would not hold a 94-lb. cheese. Lots had been received in Montreal the previous week with the contents protruding two or three inches over the top of the box. This kind of thing had to be stopped. The boxes were supposed to reach Liverpool in good condition, but if the present practice was continued, they would not even stand the trip to Montreal. "An 80-lb. cheese is lots big enough for any box," said Mr. Bissell. He stated that the boxes were piled nine or ten high on the vessels, and if the cheese was

above the top, it would be flattened out by the weight of those on top. Cheese had been passed at Montreal in a condition, a repetition of which would lead to a charge of 15c. per box being made for re-cooperage. "To satisfy a little greed," said Mr. Bissell, in concluding, "a practice is being followed that will cost more in the long run than if the boxes had not been overfilled." Mr. Bissell's statements were seconded by the other buyers, who all spoke strongly in regard to the matter and hoped to see it remedied at once. They had no fault to find with the quality and said that, barring this one thing, the Kemptville cheese was as good as any that came into Montreal.

Central Collecting Point for Butter.

The London Times in a recent article alludes to the unsatisfactory state in which Canadian butter arrives on the British market as compared with that from Australia and New Zealand. It is suggested that a great advantage would accrue to Western Canada if Toronto were made a collecting point from which to despatch butter and cheese to the seaboard. Butter on arriving at Toronto should go straight into a freezing store and not into an ice store.

The shipping companies, it continues, should examine the temperature of butter before shipping and should reject any above a fixed standard, say over 35 degrees Fahrenheit.

Paraffin Wax on Cheese.

Considerable discussion has been caused among British grocers by the act of certain American exporters who cover their cheeses with a thin coating of paraffin as a preservative. It is alleged that this custom adds appreciably to the weight of a consignment, and, by increasing the invoice price and cost of carriage, is seriously detrimental to the importer's profits.

Shipments of Green Cheese.

In discussing imports of colonial produce to Britain, The Times says that if Canadian cheese arrived regularly in more mature condition, free from the heated and biting character, which it sometimes has, the wide difference in value between British and Canadian Cheddar would rapidly diminish, and the Canadian would

approximate the prices of the English and the demand would be greater. The practice of shipping Canadian cheese in green condition cannot be too strongly condemned as it seriously impairs the reputation of the Canadian product.

How Canned Meat is Manufactured.

THE manufacture of tinned meats, such as canned corned beef or canned boiled beef, is most interesting, says The Cosmopolitan. The work is carried on with the utmost cleanliness, and the process is one that has in view the retaining of all the good properties of the meat within the walls of the can. When the meat has been cured it receives a slight boiling in water. The solid meat is now ready for the can, which has been previously steamed and thoroughly cleaned. The meat is stuffed into the can, a small portion of soup is added, and the can is hermetically sealed. If the product were then to be placed on the market, only a partially cooked meat would be given, and decomposition would set in almost within the same day. The process, however, does not end with this. These sealed tins are placed in steam cookers and exposed to a temperature sufficient, not only to cook the meat thoroughly, but also to kill every germ that could possibly start decomposition of the product. As soon as the steam has continued sufficiently long, the can is taken from the steam cooker, and, by means of a small steel needle, a hole is punched in the top of the can. This permits all the air to escape, and then, while still hot, this hole is again soldered by the use of a small piece of pure tin. The result of this extremely simple process is that the cooked meat is enclosed in a tin almost absolutely free from air. If the process is carried out correctly, and if the can is free from leaks, meat can be kept indefinitely without the least possibility of deterioration or alteration. A can of meat, when thus prepared, should be as wholesome after ten years as on the day following its manufacture.

Going to Illinois.

Prof. J. W. Hart, superintendent of the dairy school at Kingston, Ont., has resigned to accept a more lucrative position in the State University of Illinois, at Urbana.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



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

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

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

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

SEND FOR PRICE LISTS.

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

FEARMAN'S ENGLISH BREAKFAST BACON . . .

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

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

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

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

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

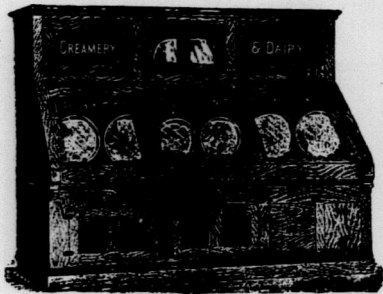
The Cheese Boards.

Brockville, Ont., August 13.—At the meeting of the Cheese Board here to-day 2,303 boxes were registered, of which 578 boxes were white; balance colored; all sold at 10c.

Kingston, Ont., August 13.—To-day 1,025 boxes were registered, 600 colored; balance white; highest bid 10c.; 210 sold at this figure.

Tweed, Ont., August 13.—To-day 790 boxes were offered; all sold at 10½c.

Vankleek Hill, Ont., August 13.—There were 977 white, and 82 colored cheese boarded here to-day; all sold on the board except 143 boxes, which sold on



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

C. P. FABIEN,
Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**
Write for Illustrated Catalogue.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes. Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

kerb; white sold for 10½c.; colored for 10 3-16c. McGregor started bidding at 9½c., it was finally raised by Welsh to 10½c., who got, at this figure, 600 boxes; McRae got 334; Weegan bid 10 3-16c. for colored, and got them.

Winchester, Ont., August 13.—To-night 1,359 boxes were registered; 698 colored, balance white; 292 colored and white sold at 10½c., and 121 colored and white at 10½c.

Belleville, August 15.—At the meeting of the Cheese Board, held here to-day, there were registered 3,070 boxes of cheese, 2,850 of which were white, the balance colored. Sales were:—Hodgson, 285; Watkins, 535; Magrath, 335, at 10 3-16c., and Alexander, 320 at 10½c.; 10½c. offered for balance.

Meats and Dairy Provisions.

Dun's Review, New York, for last week, has the following to say of meats and dairy products: Of all the farm products these provisions are the weakest in tone, which is natural in view of the liberal receipts, increasing stocks and moderate demand. Exports of live stock have been fully maintained, but the movement of cured meats does not respond to lower quotations as yet, the official returns for July showing a loss even when compared with the restricted outgo in 1902. Buying for the West Indies does not improve as anticipated. While butter and milk are steady there has been a further sharp rise in fresh eggs which command 26c. for best quality.

Western Hog Movements.

There is not much change in the aggregate movement of hogs, says The Cincinnati Price Current. Total western packing, 355,000, compared with 345,000 the preceding week, and 322,000 two weeks ago. For corresponding time last year the total was 290,000, and two years ago 420,000. From March 1 the total is 9,210,000, against 8,569,000 a year ago, an increase of 651,000. The quality is not uniformly good. Prices have been moderately advanced, prominent markets at the close averaging about \$5.50 per cwt., compared with \$5.40 a week ago, \$5.40 two weeks ago, \$6.95 a year ago and \$5.80 two years ago.

Provisions in Trinidad.

The Commercial Review, compiled by Gordon, Grant & Co., Port of Spain, Trinidad, speaking of provisions, says: Both pork and beef continue to weaken and are difficult of sale. For heads, loins, ribs, etc., which are in moderate supply, there is a fair demand. Lard and oleomargarine are moving slowly, the latter being affected by extremely low rates at which holders are offering their large stocks of old crop butter.

THE PROVISION MARKETS.

TORONTO.

The provision markets show some rather important changes this week. A shortage of medium hams has caused prices to advance a half cent and a decline in American barrel pork has resulted in a drop of one to two dollars per barrel in mess and short cut. Lard remains firm. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11	0 12½
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 15	0 15½
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Shoulder mess pork, per bbl.	15 00	16 00
Lard, tierces, per lb.	0 9½	0 09½
" tubs	0 09½	0 10
" pails	0 10	0 10½
" compounds, per lb.	0 08½	0 09½
Dressed hogs, light weights, per 100 lb.	8 00	8 50
heavy	7 25	7 50
Plate beef, per 200-lb. bbl.	12 50	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

In provisions market is dull, bacon and hams being slightly firmer. Quotations are:

Heavy Canadian short cut mess pork	\$20 50	\$21 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 14	0 15
Hams, per lb.	0 13	0 14

The situation in lard is unchanged. Prices of July 17 for Fairbank's Boars' Head still obtaining. Quotations are:

" Boar's Head" brand	0 08½
Carloads, less	0 04
60-lb. tubs, over tierce	0 04
20-lb. tin pails	0 04
20-lb. wood "	0 04
10-lb. tins	0 04
5-lb. tins	0 04
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 95
" in tubs, 50 lb., per lb.	0 09½
" in tins, per lb.	0 10½ 0 10½

ST. JOHN, N.B.

In pork products business is very light. Barreled pork is low, and the sale seems mostly for the cheaper grades. While there is less change in the price of beef, there is, if possible, less movement. Pure lard shows a steady, though light sale; prices are again lower. The trade have carried rather full stocks. Refined lard, while having light sale, has not gone off as much as pure. In fresh meats, beef and lamb supply the market. Lamb is the chief seller; prices are quite steady. Some little veal is still offered. Very little pork is seen. Quotations are:

Mess pork, per bbl.	\$19 50	\$22 00
Clear pork	17 50	18 00
Plate beef	13 00	15 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 05	0 06
Veal	0 07	0 09
Lamb	0 08	0 09
Pork	0 07	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 10	0 11
" pails	0 10½	0 11½
" compound, tubs, per lb.	0 09	0 09½
" pails	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 09½
" pails	0 09½	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—Creamery prints are strong to firmer this week on account of a scarcity of good first-class dairy. Dairy is still accumulating, with nothing interesting in the export line. We quote:

	Per lb.
Creamery prints	0 15 0 19
" solids, fresh	0 17 0 18
Dairy rolls, large	0 15 0 16
" prints	0 15 0 16
" in tubs, best	0 14 0 15
Under qualities	0 12 0 13

—absolute purity



is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

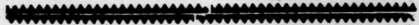
75-77 Colborne Street

Telephone Main 2491.

Toronto.



LARD



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

HOT WEATHER LARD

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

Fairbank's Boar's Head brand of Refined Lard Compound will keep firm and sweet much better than either hog lard or butter. The fact that Fairbank's Boar's Head brand of Refined Lard Compound is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months Fairbank's Boar's Head brand of Refined Lard Compound will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

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

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

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

When we put a 40c. tea on the market we were looking after the grocer's interests as well as our own.

Blue Ribbon Ceylon Tea

the first tea to be advertised at 40c., assures you a fair profit, and gives your customer BLUE RIBBON TEA for which he will always willingly pay 40c.

The quality tea of Canada.

EVERY grocer our agent.

CHEESE.—Continues to firm up, showing an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c. since a week ago. The export outlook is somewhat more encouraging, but the present rise is, to a large degree, speculative. We quote:

	Per lb.	
Cheese, large, new.....	0 10 $\frac{1}{2}$	0 10 $\frac{3}{4}$
" twins, new.....	0 10 $\frac{1}{2}$	0 10 $\frac{3}{4}$

MONTREAL.

CHEESE.—There has been quite an advance during the past week, all the markets ruling fully $\frac{1}{2}$ c. higher. The cause of the late sharp advance is, of course, attributed to shorts requiring to cover earlier sales. It is not expected that the strong tone will be maintained as the production this year throughout the country will be very large. Present prospects, however, point to steady market. It is well on in August now and all the early cheese, as well as those which have come forward so far this month, have been disposed of. On country boards prices rule at 10 to 10 $\frac{1}{4}$ c. On the wharf some 10,000 boxes were sold at 10 to 10 $\frac{1}{2}$ c. Quebec cheese on the boards were quoted at 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c., which is an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound over previous week.

BUTTER.—Market has ruled very quiet during the week. There is practically no business doing. Some of the country boards ruled high at end of the week. Buyers expected an advance, but it did not materialize, and to day they state that it is impossible to secure 19c. over cable. Dairy butter is coming forward freely, but is going into store, there being no orders to take it at present cost, and dealers are not willing to take their loss yet. A carload of western dairy is

reported sold for Montreal account at 13 $\frac{1}{2}$ c. f.o.b. West. We quote:

Eastern Townships, fine.....	0 18 $\frac{1}{2}$	0 19 $\frac{1}{2}$
fancy prints.....	0 19	0 19 $\frac{1}{2}$
Western creamery, finest.....	0 17 $\frac{1}{2}$	0 18 $\frac{1}{2}$
good.....	0 16	0 17 $\frac{1}{2}$
Dairy.....	0 14	0 15

EGGS.—There has not been very much change in the market during the past week. Deliveries have been a little more free. Quality is reported to be improving and this should help to improve the market. We understand that buying prices in the country range from 12 $\frac{1}{2}$ to 13c. The local market is steady at 11 to 11 $\frac{1}{2}$ c. for straight stock, selects realizing 1c. per dozen advance. It is purely a case of supply and demand as far as the price is concerned, for the English market will not take what is offering at present prices. It is expected that the Fall stock will be large and of good quality, but prices will have to go back if there is to be any export trade. Fresh Canadian eggs are quoted in Liverpool and Glasgow at 7s. 3d. to 7s. 6d., but at these figures there is no money for Canadian shippers.

ST. JOHN, N.B.

BUTTER.—Prices are rather firmer, as receipts have not been large. There is just a steady sale. For really best stock demand and price are good.

EGGS.—Prices are well maintained. A good steady sale is reported. Supply has not been large. Our market depends largely on Prince Edward Island.

CHEESE.—Offerings are quite free. Prices are rather easier, though still quite high. Only twins sell on the local mar-

ket. For export our makers are not as careful as they should be in either style of box or quality of cheese and so do not get the best prices. Quotations are:

Butter, creamery prints, per lb.....	0 22	0 24
" creamery solids (fresh made), per lb....	0 20	0 22
" prints.....	0 18	0 20
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 16	0 18
Eggs, new laid, per doz.....	0 18	0 20
" case stock, per doz.....	0 15	0 16
Cheese, per lb.....	0 10	0 10 $\frac{1}{2}$

LONDON CHEESE MARKET.

At the London Cheese Board on Saturday afternoon 15 factories boarded, the offerings being as follows:

	Boxes.
Dorchester Union.....	125
Dunboync.....	200
Mapleton.....	200
Blanshard.....	150
Watford Union.....	110
Ballymote.....	115
Burnside.....	390
Maple Grove.....	170
Uxeter and Galabank.....	195
Kintore.....	240
Firby.....	200
Northwood.....	225
Strathroy.....	120
Blanshard and Nissouri.....	200
Malahide.....	250
Total.....	2,800

The bids were 9 $\frac{1}{2}$, 9 $\frac{3}{4}$, 9 $\frac{3}{4}$, 10, 10 1-16 and 10 $\frac{1}{2}$ c.

Ballymote, Maple Grove, Mapleton, Blanshard, Firby and Northwood, all sold at 10 $\frac{1}{2}$ c.

Provision Notes.

The firm of A. A. Davis & Co., Brockville, dealers in cheese and produce, has been dissolved.

HAMILTON'S GREAT CARNIVAL.

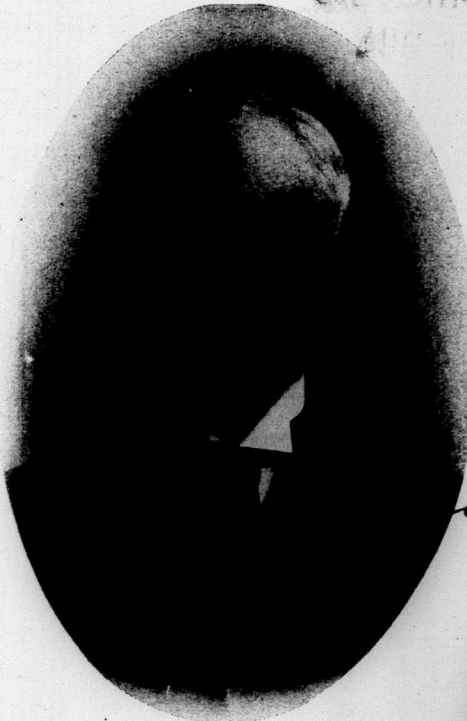
By an Old Boy.

AS an old Hamiltonian, proud of the Ambitious City, and a homecomer genuinely glad to be again with the friends of his youth, I give my im-

pression of the appearance. It is real pleasure to see such a well-dressed and prosperous community; and for the visitors it also must be said that their appearance would indicate that their habits and general conduct would reflect no discredit on themselves or their former home.

The Citizens' Committee have worked faithfully and incessantly for months and richly deserve the great success they have achieved. Hamilton is proud of its carnival, and the other cities of the Dominion are proud of their sister city of Hamilton.

The visitors unite in describing the carnival as far superior to anything of the kind ever attempted in Canada, and say that outside of New Orleans it has never been surpassed in the United States.



Samuel Barker, M.P., Carnival Chairman.

pressions of Hamilton's Great Carnival and Old Boys' Reunion of 1903. On nearing the city the sound of music greets one in every direction, and on his arrival, the visitor is greatly impressed with the general decorations of the city, which are really of the most beautiful and elaborate description. Every Canadian knows that the city itself boasts of great natural beauty, and the liberal and general display of carnival and national colors make a brilliancy of scene of which every citizen is proud. At night the magnificent maple avenues gorgeously illuminated with myriads of lights, added to the larger and general electrical display, create an impression upon the visitor never to be forgotten.

Good nature of the most hilarious description reigns supreme; everyone appears to be glad to see everyone; friends are continually meeting friends whom they have not seen for years, and the affectionate embrace is not in every case confined to those of the gentler sex. Business is practically suspended; everyone is out for a good time, and the city appears to have devoted the entire week to the entertainment and amusement of its guests. One who has been absent from the old town for years cannot fail to be impressed with its very bright and cheer-



C. A. Murton, Honorary Secretary.

OVER SPECULATION.

THE Boston Commercial Bulletin, discussing the speculation evil, has the following to say:

A remedy which has been suggested for ameliorating the baneful results of immoderate speculation is to prohibit by law all stock transactions on margin. Those who favor a measure of this sort maintain that it would prevent the creation of a fictitiously high level of values and thereby render the country immune from the resultant collapse of prices with all of its pernicious consequences.

This contention, however, is based on

the assumption that marginal transactions are the root of all economic disturbances, an assumption which we are by no means willing to admit. Prohibit this species of speculative activity and will the community cease to be visited with panics and other similar phenomena? If not there can be little justification for forbidding it. Of course, the primary cause of industrial depression is to be found in the flotation of enterprises beyond the power of the financial organism properly to take care of, and it is the marginal buyer who renders possible the creation of such enterprises by finally relieving the promoter of the securities of each new project. Nevertheless, the one who, first of all, is responsible for the absorption of large volumes of funds is not the unsuspecting speculator on margin but the promoter himself and his field of action must not be overlooked when any remedy for over speculation is to be applied.

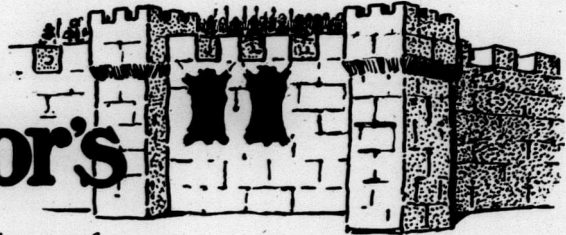
There are other forms of speculation which, usually fraught with evil, should be prohibited by the banks and stock exchanges themselves. The former have it in their power to refuse aid to vicious manipulative operations like corners and the latter are perfectly competent effectually to stop forms of speculative activity which injure the general welfare. But to forbid marginal trading is out of the question, not alone because it is only one of the many factors contributing to economic disturbances, but for many other obvious reasons.



Cyrus A. Birge, Carnival Treasurer.

t as
style
do
are:
0 24
0 22
0 20
0 16
0 18
0 20
0 16
0 10
atur,
the
ces.
25
30
30
30
15
30
70
35
40
90
25
20
00
50
0 1-16
deton,
ll sold
Brook-
e. has

William the Conqueror's



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

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

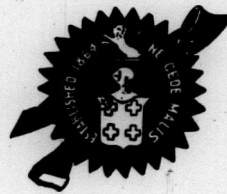
Still, a good record counts, and

Chase & Sanborn's Coffees

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

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

This Seal is on Every Package



SALMON

Have you seen the new style
of packing the finest Sockeye
Red Salmon

"JUDGE BRAND"

in white porcelain jars in tins? It is delicious. We are the sole agents for this line. New pack fish will arrive in September. Write for a few sample cases. We will mail you a descriptive booklet for the asking.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS AND
TEA IMPORTERS AND BLENDERS.

TORONTO

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond Street.

London, Ont., August 17, 1903.

SINCE our last letter was written there has been a quieter week in wholesale grocery and provision circles, and were it not that some letter orders were received daily, a general slackness would be reported. On Monday morning early trains conveyed the regular bunch of travellers to their respective hunting grounds, feeling fit, and in the best of trim, with fresh order books and a supply of new pencils; in buoyant spirits, and every man confident of good business between this date and Christmas, each leaving for his own territory to solicit orders. Good luck to them and big orders.

* * *

There has been but little alteration in prices of either staple or fancy lines of groceries. It was reported ten days ago that there would, this year as last, be a shortage in the pack of canned tomatoes owing to cooler weather; recent advices have altered this opinion, and reports of larger crops of tomatoes ripening and in splendid condition are now made. Granulated sugars were advanced 5c. per cwt. last week, and the price at this date to London retail grocers is \$1.32 per cwt in barrels, and in 100-lb. sacks, \$1.27.

* * *

Retail grocers have all been quite busy; many visitors are in the city, and although there are also many citizens away enjoying vacations, enough of bustle is kept up to keep delivery wagons flying around the city, and money in circulation. The various big gatherings recently held in London have made business for grocery and provision dealers good; the supplies needed for the support of twenty or thirty thousand extra population materially add to the sales over the counter.

* * *

The store occupied for seventeen years by James Wilson & Co., grocers, on Rich-

mond street, is being refitted and will be tenanted by John Mills, bookseller and stationer. Mr. Wilson has sold out his stock and retired from the grocery business for the present.

* * *

Mr. C. H. Elliott, of Elliott, Marr & Co., wholesale grocers, is at present enjoying a two weeks' holiday in the State of Maine.

* * *

Fifty additional hands will now be employed at Tuckett's cigar factory making the "Marguerite" cigars. The premises over the ground flat of the Mortimer estate, and adjoining the present factory, have been rented for three years, with a five years' option.

* * *

One of the bright, attractive retail stores on Dundas street worthy of mention is that of the William Davies Company's branch store. At any hour of the day this store looks like business; the display of cooked and uncooked meats, butter, eggs, cheese and other provisions is so very attractive and appetizing that a crowd is always to be seen within, and the numerous attentive salesmen are kept busy. A well lit store, with a clean, well-kept stock, temptingly displayed will always win favor in this city as elsewhere. Mr. Judge, the manager, says since coming up from Toronto they have been quite successful.

* * *

Wheat is 72 to 75c. per bushel. There is but little Fall wheat raised around London these last few years. It is almost all Spring wheat. Dairy produce has lately shown a tendency toward higher figures and roll butter is now 20c. and creamery 21c. Eggs are easier at 14 and 15c. while poultry keeps at a pretty stiff figure—ducks 70 to 90c. a pair and chickens 50 to 75c. New potatoes and vegetables of every possible variety are abundant at reasonable figures. Peaches are being brought from the Grimsby and Niagara districts, and at present come in competition with Cali-

formia fruit. This market is well supplied with fruits, and there is good demand for everything offered.

W.H.L.

A WESTERN VISITOR.

Mr. L. H. Gordon, of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, was a caller on the Toronto office of "The Grocer" this week while on a business trip to the east which will include Montreal and New York. Like a true westerner Mr. Gordon is full of confidence in the West. He has just returned from a trip through most of the wheat country, and except in a few localities, found very satisfactory crops. The settlers who have this year found homes in the West are said to be of a superior class, and the outlook in the grocery trade is most encouraging. Winnipeg is enjoying her full share of progress and showing a remarkable development. Asphalt pavements are being laid everywhere, and the city is preparing for the future by securing suburban parks.

BACK FROM EUROPE.

Mr. Ross W. Hayter, the well-known broker of Front street, Toronto, who has but recently returned from a three months trip to Europe, has now completed arrangements with the primal markets whereby he will handle a full line of spices and coffees in addition to his line of teas. He has a specialty in Colombia, Bogota and Mocha coffees, which have already begun to move freely. We understand also that he has already moved large quantities of pepper, nutmegs and cloves.

During the last three months there has passed through the Custom House for export to the United States over half a million pounds of "Salada" Ceylon tea.

MOLASSES

We carry the *finest* and *largest* assortment to be found in any Wholesale Grocery House.

BARBADOES, 1902 Crop.

BARBADOES, 1903 Crop.

PORTO RICO "Fancy Ponce."

CUBA, best imported.

ANTIGUA, very good value.

NEW ORLEANS, fine quality.

RAISINS

We offer *Fresh Stock* kept in *Cold Storage*.

5,000 BOXES, all grades,

including

FERCHEN, TRENOR, ARGUIMBAU.

All the best brands. Also Table Raisins.

Boxes and $\frac{1}{4}$ Boxes.

COFFEE

We beg to advise the trade that we have now received our First Carload of

"UBERO" COFFEES

We are busy delivering orders already taken, and will be busy in filling up orders to be taken. If you are a lover of good coffee, don't fail to ask your grocer for THE BEST—"UBERO."

WE ARE DISTRIBUTORS. Let us hear from you.

L. Chaput, Fils & Cie,

Wholesale Grocers and Importers,

MONTREAL.

Sole Agents for the Celebrated Tonic Wine "DUBONNET."



President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES,	
MONTREAL	232 McGill Street. Telephone 1255.
TORONTO	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	109 Fleet Street, E.C.
MANCHESTER, ENG.	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	No. 3 Market Wharf. J. Hunter White.
NEW YORK	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	377 Cumberland Ave. D. J. Benham.
VANCOUVER, B.C.	Geo. S. B. Perry.

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

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

SALMON RUN DISAPPOINTING.

SINCE our advices of a week ago there has been a marked change for the worse in the salmon outlook. The run of the first week in August, which promised to relieve the situation, failed to come up to expectations and soon fell away. Writing under date of August 15, our British Columbia correspondent says that the salmon pack on the Fraser river has been a disappointment to the business men and the fishermen, as it is very small, and already the signs of cessation of the run of fish are strong. The canners are not so badly disappointed. The surplus stock on the London market is very heavy, and despite the fact that this season of the year is one of demand, the reduction in visible supply is not large. Many of the canneries have merely kept open to buy fish, the owners having several canneries, consolidating active operations at only part of them.

The pack on the Skeena and Naas rivers, at Rivers Inlet, Alert bay and other

EDITORIAL

up-coast points is practically over. The fishermen there, many of them being Indians, have left the fishing to come down to the Fraser in the hope that a more profitable run will be the experience there. Latest reports from the Skeena are that the pack there is less than half a fair average pack. On the Naas the pack is extremely small. At Rivers Inlet, a small average pack is the estimate. The total, so far as ascertainable to date, is given approximately. At Skeena river, 80,000 cases, for 11 canneries; Naas, but 8,000 cases with three canneries operating; Rivers Inlet, 90,000 cases with four canneries operating out of a total of seven on the Inlet. Estimates from the Fraser are not yet available, the canneries being hopeful that they may have a fairly good run on the Puget Sound salmon banks, when they will be able to buy from the traps.

THE GROCER AND THE STRIKER.

WHAT should be the attitude of the grocer toward the striker? The frequency of strikes is making this question an important one in the business world. So soon as a strike is declared the grocer is expected to carry the strikers' accounts till after the storm. If the strike is successful, an overdue account lingers on the books, perhaps for years; if it is a failure, the delinquents scatter to other towns in search of work, and every grocer knows the difficulty of collecting these accounts. In nine cases out of ten it is impossible. The grocer bears the burden, or, if he is doing business on borrowed capital, his creditors are the losers.

A certain class of the public, it is true, are disposed to make it uncomfortable for a grocer who refuses credit to strikers, and he may find himself the object of annoying persecution, or his trade cut into by a rival who takes this opportunity of making himself solid with the union. But to look at the matter from a business standpoint, no man in business can, in fairness to himself or his creditors, imperil his assets by letting out goods on uncertain time and questionable security. Nor can he, in fairness to his own family, pur-

The Canadian Grocer

sue a reckless course along this line. In granting credit to strikers, strictly business principles should be followed.

MINERAL WATERS IN THE GROCERY.

IN conversation recently with a manufacturer in a large way of mineral water and bottled drinks it transpired that his relations with the grocery trade were extremely unsatisfactory. Indeed he was closing a large number of accounts simply because he found it impossible to get his bottles returned. In not a few instances customers were behind on accounts running two or three years to the extent of four hundred bottles, which were neither returned nor paid for. The only remedy appeared to be the closing of the account and enforced collection.

The matter is a vexed one. The high price of bottles, and indeed of all glass, in Canada makes it imperative that the bottler secure the return of the package, as the bottle is often of more value than the contents. On the other hand, the grocer finds it difficult to secure the return of the bottles, especially when sold in small lots. He could of course collect the price of the bottle on sale to be refunded on return, but, simple and reasonable as this seems, the average customer does not take kindly to the idea, and rather than offend an old customer the grocer lets the bottles go without a deposit and then the trouble begins.

As the bottler pays freight both ways, and there is a very good profit in selling these goods, it is to be regretted that loose business methods should relegate their sale to hotel men, with whom it seems little trouble is experienced.

The grocer should consider the position of the bottler and keep strict account of every package sent out.

The bottler, on the other hand, might doubtless obviate a large part of the difficulty, at least in all places of any size, by appointing local agents who, for a small commission, should see to the distribution and return of the packages. The trade in mineral waters and soft drinks has reached a proportion which would at least warrant the experiment.

POTENT INFLUENCE OF THE BUSINESS MAN.

ALTHOUGH the Chambers of Commerce of the Empire, now in session in Montreal, are not endowed with power sufficient to legislate for the smallest community, their influence is nevertheless sufficiently potent to be felt even beyond the circle of the British Empire, for foreign countries as well as countries within the Empire are watching with interest the proceedings of the convention.

What gives the convention its chief importance is the fact that it is composed of business men representing Great Britain and her colonies, who have met together to discuss specific questions concerning not only the trade and commerce of the British Empire, but indirectly every country as well with which the Empire does business; and that of course means every country in the world. Incidentally, this is a tribute to the influence of the business men of the Empire. The voice of the business man is becoming more and more potent. When the business man speaks on questions appertaining to trade and commerce, the politician stops and listens. The latter may not always obey, but he is compelled to do so at least sometimes.

The Empire is undoubtedly coming to the parting of the ways in regard to matters appertaining to trade and commerce. Just what direction therefore it shall take is momentous. Some people may possibly attach greater importance to tariffs than is really warranted, but whether this be so or not, the fact is none the less patent, that the future trade relationship of the component parts of the Empire with each other are involved in the question of preferential trade.

The question is not one that can be satisfactorily solved by politicians, it is beyond their ken. It may possibly be even beyond the ken of the business men who are now assembled at Montreal. But if business men cannot solve it no one can. It is because the delegates to the Chambers of Commerce Congress have set themselves to the task of considering the subject, and that their verdict is likely to greatly influence the action of the Imperial Government, that the world is watching

the proceedings in Montreal with almost as much concern as if they had the final decision in the matter.

Business men study trade questions in the light of their own experience. They do not measure them by the tenets of either free-traders or protectionists. It is well that it is so.

A CHANCE TO SEE CANADA.

IT is gratifying to find that special facilities are being provided by the Dominion Government to enable the delegates to the Congress of the Chambers of Commerce to see something of the country before they return to their homes. Preparations are being made for two trips, one through Western Ontario over the Grand Trunk and Canada Atlantic railways and one through the Maritime Provinces partly by the Intercolonial Railway and partly by boat. A more popular tour, embracing both of these shorter trips, is the "All-Canada," and the indications are that a large number of the delegates will be wise enough to take advantage of it.

In no other way could Canada receive a better advertisement. What we most require in this country is an influx of capital and immigration to develop our resources. It has been our misfortune to be known throughout England, and, indeed, throughout the British Empire, by the poetical, but misleading, title of "Our Lady of the Snows." Among Englishmen in general there is often to be found a most astonishing lack of information as to our climate, our resources and our stage of development. The English delegates to the conference are an unusually well-informed body of men, who are keenly alive to the importance of developing Canadian resources. But it is an undeniable fact that even ordinarily well-informed Canadians know all too little of their country, and as for the delegates, they have much to learn of our possibilities. The all-Canadian tour is admirably adapted to enable them to become acquainted with the country, and it is confidently predicted that the

result of their visit will be to make the delegates enthusiastic friends of the premier colony.

Fortunately, the Dominion Exhibition will be in progress during the visit to Toronto, and no better opportunity could be afforded to learn the extent of the resources of Canada. Here the visitor, who has heard of Canada only as an agricultural country, will learn to his surprise the magnitude and variety of Canadian manufacturing interests. In the display of fruits and grains he will have irrefutable evidence that the frosts and snows of Canada are not so dreadful as the pictorial journals of England would have him believe. The trip to the Pacific Coast will be taken at the time when the magnificent western wheat crop is being harvested. As their eyes grow weary of the monotonous prospect of countless miles of golden grain, grown in a country long believed to be a frozen wilderness, the tourists will surely be convinced of the boundless possibilities of the Canadian West. We believe that the English delegates will return to the Motherland as enthusiastic, though non-official, Canadian immigration agents. To be appreciated and admired Canada requires only to be known, and therefore favorable results may be expected as a result of this tour of inspection by leading business men.

THE COMFORT OF THE CUSTOMER.

A FEATURE which some of the larger stores have introduced for the convenience of their customers and which might be introduced with advantage in others was noted the other day. A handsome oaken table decorated with a jar of cut flowers and surrounded by three or four comfortable chairs occupied a sheltered corner in the store, where ladies could sit down and dictate their orders to the young lady clerk, who, order book in hand, sat opposite. For elderly ladies especially, shopping must have been a pleasure in that store.

It is just such little attentions to the comfort of customers that win friends and build up a business.

DRAWBACKS TO OUR WEST INDIAN TRADE.

MR. CHARLES S. PICKFORD, representing The Pickford & Black Steamship Co., Halifax, N.S., is in Toronto. He has just returned from a six months' trip to the West Indies. In addition to the interests of his own firm, which he is looking after, Mr. Pickford's special mission to Toronto just now is in regard to the exhibit of West India products which is to be made at the Dominion Exhibition, which opens August 27. The exhibit of these products will occupy a space of 1,300 square feet. The consignment, which arrived at Halifax last week, is made up of 50 packages. An exhibit of West Indian products is to be made at Ottawa as well.

Speaking to THE CANADIAN GROCER of the trade between Canada and the West Indies, Mr. Pickford said: "Our steamers have full cargoes all the time from the West Indies to Canada. The increase into Canada in the imports of West India sugar has been very great, but I am very much disappointed at the condition of trade the other way. True, the trade to the West Indies from Canada is increasing, but it is certainly not increasing as we thought it would. I think our manufacturers are a good deal to blame in this way. One instance came under my notice when I was in the West Indies. A certain firm in Canada took orders for goods to be delivered at a specified date. Two months after the date specified the goods had not arrived, but what increased the aggravation of the buyers was the fact that they could not get any satisfactory answer from the Canadian manufacturer who had sold them the goods as to whether he intended to fill the orders or not. In other instances a great many orders were away behind in being delivered. Complaints have been made to me from time to time of the neglect of Canadians to reply to letters, and that sometimes when answers do come they are very tardy. There is no doubt in my mind that the people of the West Indies are willing to do business with us, but we cannot expect them to drop a certainty for an uncertainty. What I mean is that we cannot expect the West Indies to transfer their trade from

the United States to us when the Canadian exporters are so lax in the matter of delivery."

"How did you find trade matters in the West Indies?"

"I think the West Indies are picking up. This is exceptionally true of Trinidad. Barbados, on the other hand, has been having a pretty hard time of it. Owing to the smallpox epidemic, that island has been quarantined for nearly a year; while, to make matters still worse, their sugar crop is only half what it should be. The crop there, instead of being 60,000 tons, is only about 35,000 tons; then the yield of molasses, instead of being about 42,000 puncheons, is only 25,000. There was some compensation of course, the price being about 10 cents per gallon higher than a year ago. The crop of molasses is short all over the West Indies this year."

"From your own observation, how would you say would be the best way for Canada to increase her exports to the West Indies?"

"The only way to get trade is to go after it. It is no use writing letters. That is not what the United States do. They send their travellers all through the West Indies, with samples of all classes of goods. You cannot strike a port throughout the West Indies at which you do not run against three or four commercial travellers from the United States; and there must be money in the business or those travellers would not be sent over the same territory time and again. If there is money in it for the manufacturers of the United States there certainly should be money in it for the manufacturers of Canada.

"There is one thing I want to tell you about, which struck me as being rather significant. I went into the warehouse of a merchant at Port of Spain, Trinidad, last January, and was surprised to see winnowing machines which had been made at Chatham, Ont. I asked a merchant how he got the machines, and to my surprise he told me that he had obtained them through a London, Eng., firm, and that he was importing them right along from there, buying them from

a merchant named H. Howes. Now," said Mr. Pickford, "if a firm in London can pay the freight from Chatham, Ont., to London, Eng., and from there to the West Indies, why cannot manufacturers in Canada find it profitable to ship winnowing machines direct to the West Indies. The name of the Chatham manufacturer of the machines was Manson Campbell. The merchant who showed me the machines remarked to me, 'Say, you Canadians are slow. If you were not, why should you not sell direct instead of through a London, Eng., house?'"

Continuing, Mr. Pickford said: "The time is now fully ripe for the Canadians to seize the West India market, and if they let the chance slip through their fingers they have only themselves to blame."

PEPPER VS. COCOANUT SHELLS.

AN interesting sequel to the pure food campaign which has been waged for some time in the United States is the persistent upward tendency of pepper. The exact relation of these two facts may not be apparent to the unsophisticated. But if the spice mills of the United States could speak what a tale they could unfold! The adulterants which the Pure Food Commissions in the several states have found snugly ensconced in "pure" baking powder, "pure" coffee, "pure" pepper and other "pure" foods were such as to make the first great deceiver green with envy. Ground olive pits, cocoanut shells, almond shells, long pepper, cayenne, were favorite fillers for pepper, and were openly sold by spice grinders as "P. D. pepper," "pepper adulterant," etc. The recent alertness of the Pure Food Commissions has acted as a discourager to the philanthropic efforts of these gentlemen, one of whom had the effrontery to plead that unadulterated pepper was dangerous to sell to people on account of its strength.

The enforced cessation of adulteration has necessarily increased the demand for pure pepper at the expense of roasted cocoanut shells, and with the increased demand values have risen. Other factors have doubtless contributed to the rise in pepper, but those who know attribute it to the cause alluded to. A bearish market in cocoanut shells may now be anticipated.

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

"SALADA" CEYLON TEA

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

Fill in your name and address here :

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

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

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA PENN A



The trade of the people who buy CELLULOID STARCH is trade worth while. It means the trade of the best people in your district, and you won't get it unless you can supply them with

Celluloid Starch
Never Sticks Requires no Cooking.

It is good starch, easy to use, perfect in results. Everyone who has tried it knows this and won't be satisfied with any other kind. You do not only satisfy your customers when you supply them with CELLULOID STARCH—you make a fair profit, too.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

The Canadian Grocer

Molasses—		
New Orleans, medium	0 22	0 30
open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts	0 27½	
1 gal. cans	0 95	1 00
5 gal. cans, per gal.		1 09
Barrels, per gal.		0 75
5 gal. Imp. brand, per can		4 50
1 gal. " " " " " " " "		5 10
½ gal. " " " " " " " "		5 00
Qts.		6 00

TEAS.

The home tea trade has been fairly active, with prices ruling firm. The London market still points to increased strength, the average prices at latest advices ruling some 1½d. per lb. higher than at the same time last year. New teas to hand are reported as showing fairly good quality in cup, and with advance of season further improvement is looked for. Reports from Calcutta speak of weather being most favorable for tea producing. Assams and Doonars are both coming to hand in useful condition, showing both strength and quality. Teas, for price, are holding strong and are well competed for. In Ceylons, the market continues strong, the more recent arrivals in London falling considerably short of those at similar dates last year and scarcely sufficient to meet current requirements. In China teas, the arrivals are showing decided improvement on previous arrivals, the quality being decidedly in advance of that shown for several years past. Altogether, the outlook is developing strength, the available stocks showing a greatly reduced balance, while the volume coming to hand is barely sufficient to meet consumptive demands. We quote:

Congou	half chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	half chests, ordinary firsts	0 22	0 28
	Young Hyson, cases, sifted, extra firsts	0 42	0 50
	cases, small leaf, firsts	0 35	0 40
	half chests, ordinary firsts	0 28	0 38
	seconds	0 23	0 23
	thirds	0 16	0 18
	common	0 15	0 15
Pingsuys	Young Hyson, ½ chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half boxes, firsts	0 28	0 32
Japan	½ 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

FOREIGN DRIED FRUITS.

The demand for these goods since our last issue has continued good, and there is every reason for expecting a good start for new arrivals. The first new shipments of sultanas is expected to hand within the coming week, with prices well under last season's opening, and quality considered good. Californian prunes are opening strong. It is, however, too early to make regarding quality. The prospects denote a full crop of large prunes, with indications of a shortage of small. Prices rule as previous quotations. We quote:

CURRENTS.

Fine Filiatras	0 95	up	Vostizzas	0 07	0 08
Patras	0 06½	0 06½			

RAISINS.

Valencia, fine off stalk	0 07	0 08
selected	0 08½	0 09
selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz.	0 08½	0 09
1 lb. boxes	0 10½	0 11
unseeded, 2 crown	0 07½	0 08
3 crown	0 08	0 08½
4 crown	0 09	0 10

THE MARKETS

DATES.

Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04½	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

Tapnets	0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½		

APRICOTS.

Californian evaporated	0 08	0 12
------------------------	------	------

PEACHES.

Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl	5 00	
Old stock, on track, Toronto, per bag	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Demand is very little changed since last week and the same may be said of supply with the exception that the quality is better. As a result eggs are a half cent higher. We quote:

Fresh laid eggs, per doz.	0 14½	0 17½
---------------------------	-------	-------

HONEY.—Buyers and sellers have hardly come to an understanding as yet. The crop in the West is reported very good but is balanced by rather short crop in the east. Dealers over-bought last year and so are careful in beginning this season. Prices are unchanged from last week. We quote:

Extracted clover, per lb.	0 06½	0 07½
Sections, per doz.	1 00	1 50

WHITE BEANS.—The market is easier this week with little doing. We quote:

Mixed	1 50	Prime	1 50	1 60
Handpicked	1 80	1 90		

DRIED APPLES.—The market is dead: nothing reported moving. We quote:

Apples, dried, per lb.	0 03	0 03½
------------------------	------	-------

POULTRY.—The supply is not at all large, and demand is about equal to what is marketed. We quote:

Chickens, live per lb.	0 10	0 12
Old hens	0 07	0 08
Ducks	0 09	0 10
Turkeys	0 25	0 30
Spring chickens, dressed, per lb.	0 12	0 14
Old hens	0 09	0 10

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

Tuesday saw the largest market of the season and stocks were pretty fairly cleared off by four o'clock. Lemons are a little easier, as are also tomatoes and Canadian fruits generally. Peas made their first appearance at from 15 to 25c. per basket, according to kind. We quote:

Mediterranean sweet oranges	3 75	4 25
Sorrento oranges	3 00	3 25
Late Valencia	4 50	4 75
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 00	1 50
large bunches	1 75	2 00
Messina lemons, old, per box	3 00	3 50
Verdilla lemons, new, per box	3 25	4 50
Limes, per crate (8 doz.)	1 25	
Tomatoes, Canadian, per basket	0 30	0 40
Canadian apples, baskets	0 12½	0 10
Cocoanuts, per sack	3 50	4 00
California peaches, per box	1 25	1 50
plums	0 75	1 25
California pears	3 00	3 25
Watermelons, each	0 15	0 25
Cantaloupes (musk melons), per basket	0 60	0 65
Blubberies, per basket	1 00	1 25
Lawton berries, per qt.	0 05	0 06
Canadian peaches, per basket	0 20	0 40
plums, small basket	0 15	0 20
large	0 20	0 40
pears, Bartlett's, per basket	0 25	0 35
Clapp's Favorite, per basket	0 25	0 35
Bell, per basket	0 15	0 25

**New Lemons
Fancy Oranges
Bananas**

Our goods are the freshest and best to be had.

**Watermelons
Peaches
Pears
Plums.**

GET OUR PRICES

WHITE & CO.

Toronto.

None Left To Bother You After Using

Wilson's Fly Pads

Sold Everywhere. 10 cents

TEA.

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

"COMMISSIONER,"

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

FRUIT.

Our prices are right.
Our goods are right.

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

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

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...
Skinner's Queensland Turtle Soup
 Dealers in...

Fraser River Canned Salmon
British Columbia Herrings
 IN SEASON CAN SUPPLY YOU WITH FINEST
 FISH, ALL KINDS.

FISH AND OYSTERS WHOLESALE.

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

BUTTER
 We are Buyers. **EGGS**
 Get our Prices.
The Wm. Ryan Co.,
 Limited.
 70 and 72 Front St. E., Toronto.

BUTTER and EGGS
 —WE ARE—
BUYERS and SELLERS
 Correspondence solicited from **ONTARIO**
MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
 Cor. Market and
 Colborne Streets, **TORONTO**

SPECIAL VALUES
 In **Lemons, Oranges,**
Berries and Vegetables.
 GET OUR QUOTATIONS.
CLEMES BROS.
 37 to 41 Church St., **TORONTO.**
 ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

VEGETABLES.

Prices have been maintained very steadily all along the line this week. The supplies have been large, the quality good and the demand quite satisfactory. Green peas are practically off the market. Red peppers are offered at 15c. per dozen and leeks at 50c. per dozen. Potatoes are just a shade easier. We quote:

Cabbage, per doz.	0 35	0 40
New potatoes, Canadian, per bush.	0 45	0 50
Cucumbers, Canadian, per basket.	0 25	0 30
Egyptian onions, per 100-lb. sacks.	2 75	3 00
Cabbage lettuce, per doz. bunches.	0 20	0 25
Butter beans, per bush.	0 75	0 80
Fresh onions, per doz. bunches.	0 13	0 15
Rhubarb	0 20	0 25
Radishes, per doz. bunches.	0 20	0 25
Mushrooms, per lb.	0 10	0 15
Mint, per doz. bunches.	0 10	0 15
Parsley, "	0 15	0 20
Spinach, per bush.	0 25	0 30
New beets, per doz.	0 15	0 20
Cauliflowers, per doz.	0 25	1 25
Carrots, per doz.	0 10	0 15
Parsnips, per doz.	0 25	0 30
Vegetable marrows, per doz.	0 50	0 75
Green corn, per doz.	0 10	0 12
Celery, per doz.	0 40	0 60
Green peppers, per basket.	0 40	0 75
Red peppers per doz.	0 15	0 20
Egg plant, per basket.	0 75	1 25
Butter squash, per doz.	1 00	1 50
Pumpkins, per doz.	0 75	1 25
White turnips, per doz.	0 15	0 25
Oyster plants	0 20	0 30
Leeks, per doz.	0 50	0 50

FISH.

Stocks have been heavier this week and the demand good. Trout, whitefish and herring have had the principal call. The storms have rather cut off the supplies of Northwest whitefish. We quote:

Whitefish, fresh, per lb.	0 09	0 09
Trout, fresh, per lb.	0 08	0 09
Herrings, fresh, per lb.	0 06	0 08
British-Columbian salmon, per lb.	0 20	0 25
Halibut, per lb.	0 12	0 15
Perch, per lb.	0 12	0 05
Mackerel, each.	0 25	0 25
Eastern salmon, per lb.	0 18	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The price of Manitoba wheat has taken a big and unexpected jump since last issue. No. 1 hard has risen 1½c. per bush., and Northern the same. Ontario wheat remains at the same price. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto.	0 99	0 99
Northern	0 98	0 98
Red, per bushel, on track Toronto	0 77	0 78
White	0 77	0 78
Barley	0 40	0 42
Oats	0 29½	0 32
Peas	0 60	0 62
Buckwheat	0 41	0 41
Rye, per bushel,	0 50	0 50

FLOUR.—On account of the jump in the price of Manitoba wheat, flour dealers have been obliged to raise the price of Hungarian patents and Manitoba bakers'. Each has been put up 20c. a barrel. Ontario patents and straight roller remain at the same price. We quote:

Ontario patents, per bbl.	3 50	3 75
Hungarian patents	4 40	4 50
Manitoba bakers'	4 10	4 20
Straight roller,	3 40	3 50

BREAKFAST FOODS.—The Fall trade on this market promises to be good; and at the present time there is a good demand on the market. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 25	4 25
Roller oats, standard, carlots, per bbl. in bags	3 75	3 75
" " " " " " " " " " " "	3 90	3 90
" " " " " " " " " " " "	4 00	4 15
Roller wheat, per 100-lb. bbl.	4 15	4 25
Commercial	4 00	4 00
Split peas	4 75	4 75
Pot barley in bags	4 00	4 00
" " " " " " " " " " " "	4 15	4 15
Swiss food, per case	2 88	2 88
Aunt Sally's Pancake Flour, per case	2 00	2 00

HIDES, SKINS AND WOOL.

The hide market is somewhat weaker at present. Calfskins are steady and lamb skins and pelts have advanced 5c. each. Wool is steady with no change in prices. We quote:

The
 Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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

H. J. ASH

WHOLESALE FRUIT and PRODUCE
 COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks
 400 Wellington St., OTTAWA

Dried Fruit

cleaned and renovated by the
 latest improved machinery
 and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

HIDES.	
No. 1 green, per lb.	0 08
" 2 " " "	0 07
" 1 " steers, per lb.	0 08½
" 2 " " "	0 07½
Cured, per lb.	0 08½
CALFSKINS.	
Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb. "	0 08
" " " 2 " " "	0 06
Deacons (dairies), each	0 60
Lambskins, each	0 79
Pelts, each	0 45
WOOL.	
Unwashed wool, per lb.	0 09 0 10
Fleece wool, "	0 16 0 17
Pulled wool, super, per lb.	0 16 0 17
" " EXTRA "	0 19 0 20½
Tallow, per lb.	0 04½ 0 05

QUEBEC MARKETS

Montreal, August 20, 1903.

GROCERIES.

THE condition of trade this week is quiet, country orders not showing any too freely. The reason advanced is the activity of the farmers in the harvest fields. The rather fine weather dealt out lately has been taken advantage of by farmers, and they are staying away from the towns and clearing in their harvests. In teas, the chief interest has been in Japans and Ceylon greens, the prices in both being firm. Ceylon blacks have been enquired for more lately, and good values are obtained for high grown, flavory teas. Low grade Ceylons are looked for, but not freely obtained on spot. The demand for Ceylon greens continues steady. Hard sugars advanced 5c. per 100 lb. on Saturday, but no extra heavy buying is noted, the demand being good, as usual, at this time of the year. Beet is reported higher in Europe. Glucose advanced 10c. per 100 lb. The high price of Barbados molasses will make the demand for corn syrups more active. In canned goods the situation is unchanged, very little doing, as buyers seem to be holding off, while jobbers are not overly anxious to book ahead any corn, tomatoes or gallon apples. Coffee is dull and nothing to note. New York prices continue steady. Pimento is on the rise, owing, it is claimed, to the destruction by the late hurricane in Jamaica, but as there is very little coming to this market at any time, prices will not be affected appreciably. Foreign dried fruits are quiet. New Valencias are expected in a few weeks. Reports of the currant crop are encouraging. Good weather conditions being very favorable. Shipments will leave Greece August 28. In Malaga fruits a good crop is expected. Valencia shelled almonds will be lower. In green fruits, Canadian peaches are coming in, and prices are easing off. Lake fish still continue scarce. Haddock is coming in more freely and in a few weeks Manitoba pickerel will be available. Cheese is still firm and the situation is peculiar, as the high price ruling is not a condition of the market, but undoubtedly the result of shorts covering. Country boards are high. Lard is unchanged. The tendency, however, is for an advance. Butter is quiet, good prices, however, are being received for select creamery. Eggs are quiet. The English market is in an unsatisfactory position, so much so that shippers here cannot see any money in exporting. Country products generally are dull.

SUGAR.

An advance of 5c. per 100 lb. on hard sugars went into effect on Monday, but did not disturb the market, which is only fairly active. Beet is reported higher and some jobbers look for another advance shortly in domestic refined. A fair amount of business is doing and though somewhat better than last season, is not up to what was expected by the more optimistic dealers. We quote:

Granulated, bags and bbls.	4 20
" 1-bbls.	4 35
" bags.	4 15
Paris lump, boxes and bbls.	4 75
" 1-boxes and 1½-bbls.	4 85
Extra ground, bbls.	4 60
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls.	4 40
" 50 lb. boxes	4 60
Domino lumps, boxes and bbls.	4 65
" 1-boxes and 1½-bbls.	4 75
Phoenix	4 65
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 " "	3 60
No. 1 " bags and bbls.	3 45
Raw Trinidad	3 25
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The firm feeling in molasses continues. Latest mail advices from Barbados report market cleaned up of stock on basis of 18c. and 81 per puncheon, f.o.b., which is equal to about 38c. per gallon, freight and duty paid in Montreal. Local holders of stocks are none too keen to sell freely, old Barbados being firm at 38 to 39c., while new is being held at 41 to 42c. New Orleans is steady at 22 to 25c. We quote:

Barbados, in puncheons, old.	0 40
" new.	0 41 0 42
" in barrels	0 42½
" in half-barrels	0 43½
New Orleans	0 22 0 25
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 42½
" 1-bbls.	0 42 0 43
" 1-bbls.	0 43
" 38-lb. pails	1 30
" 25-lb. pails	0 90
Bbls. per 100 lb.	2 50
1-bbls.	2 65
Kegs	2 80

TEAS.

The trade is on the quiet side, interest centering in Japans and Ceylon greens. There is no change to note in Japans; it still continues firm. We learn that orders have been refused at 15½ to 16c. for third crop teas, and there are not many orders out which can be filled on this basis, though we are informed some have been filled at 15¾ to 16¼c. Teas from 18 to 23c. have been shipped to this market, but as they are not meeting with very ready sale at present, the chances are they will ease off some. In China greens the market is practically unchanged. Cable advices received a few days ago confirm several large orders sent out some few months ago. Pealeaf are hard to get, and lowest quotations received for shotty teas are about 20c. to 22c. Moyones are still very high and a few orders have been sent out even at present high prices. In China blacks no great change is reported, and there is very little demand for same in this market. Ceylon blacks have been inquired for more within the past few days, and high grown, flavory teas have realized full prices. There is quite a demand for low grade Ceylons at prices ranging from 5¾ to 6¼c. The demand for Ceylon greens continues steady for all grades. Young Hysons, Hysons and No. 2 teas consigned to this market have met with ready sale. The same may be said of

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

TOBLER'S COCOA

Positively no finer made. Every cup is eloquent. Not ranked with ordinary cocoas. Sixty years of science sixty years of wisdom. Sixty years of purpose have made a cocoa known as Tobler's. For finest trade. Get it from your wholesaler.

BROWNE & WELLS, LIMITED

SOLE CANADIAN AGENTS,
McKinnon Building, TORONTO.

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

CHEAPER AMMONIA

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

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

Winnipeg Brokers.

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

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All EYES are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U. S.

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

Wholesale Commission Merchant and Broker.

Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per bbl.	5 00	
No. 1 large green codfish, new, per bbl.	6 00	
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 49-lb. boxes	0 05	
Dried codfish, new, per 100-lb. bundles	4 75	
Strack cod	0 05	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 50	
Marshall's kippered herring, per doz.	1 40	
Canadian kippered, per doz.	9 11	
Canadian sardines, per 100	3 75	
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size, per doz.	2 25	

VEGETABLES.

Conditions are quiet. Onions are strong, prices are given as \$1.75, our former figures. Potatoes coming in more freely and some fair quantities have been jobbed. We quote:

Turnips	0 18	0 22
Carrots	0 10	0 20
Beets	0 12	0 20
Parsley, per doz.	0 20	
Cabbage, per doz.	0 35	0 30
Celery, golden	0 80	0 90
Tomatoes, per box	1 25	1 50
Onions	1 75	1 90

COUNTRY PRODUCE.

BEANS.

Quotations of last week are unchanged. Nothing has occurred to note, so price remains steady. We quote:

Choice prime, per bushel	1 75	1 80
Choice, carlots	1 65	1 70
Choice, small lots	1 20	1 40
Ordinary, carlots	0 90	1 00

HONEY.

Market is dull and very little doing. Prices offered are considered too high, in fact prohibitive. September 1 being about the time the honey is ready for market, dealers do not feel like paying prices asked for now. We quote:

White clover, comb	0 12	0 13
White, strained, in tin	0 08	0 09
Buckwheat, strained	0 06	0 07
comb	0 08	0 10

POTATOES.

New potatoes are coming in freely and demand is steady. We quote:

New, in jobbing lots, per bbl.	1 25	1 40
New, bushel baskets	0 50	0 60

MAPLE PRODUCTS.

The market is dull, in fact nothing is doing. Owing to the large deliveries of fruit at present there is no demand for these goods. Prices are quoted as follows:

New syrup, in wood, per lb.	0 06	0 06 1/2
New syrup, in large tins	0 70	0 75
Old	0 35	0 40
Old, in wood	0 05	0 06
Pure sugar, per lb.	0 07	0 07 1/2
Pure Beauce sugar, per lb.	0 08	0 09

HOPS.

Market is very quiet. Reports from Pacific coast show a quiet situation. California crop is being damaged by lack of rain, and early estimates are cut down some 10,000 bales. New York State crops are reported as steadily improving. Local quotations are as follows:

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 09	0 12
Choice Eastern Townships	0 20	0 22

FLOUR AND GRAIN.

FLOUR.

Flour has firmed up some though the trade is very quiet. The advance in wheat towards end of last week in Minneapolis and the generally strong market situation in the Northwest work for higher prices in flour. We quote:

Manitoba patent	4 35	4 50
first bakers	4 05	4 20
second bakers	3 50	3 80
Winter wheat patents	3 80	3 90
Winter patents	3 45	3 65
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 70	1 75

GRAIN.

On Saturday last wheat, as the result of the strong advance in the West, moved up 2c. a bushel for September, the advance in Minneapolis being over one cent per bushel. There is very little wheat coming into the western centres such as Minneapolis and Duluth and mills are pinched for supplies. It is the scarcity of Spring wheat used for blending purposes that provoked the sharp advance. The vision of "dollar wheat" is causing the farmer to hold out his grain for a further advance. Foreign markets are also in sympathy with the western advance as an advance of 1d. to 1d. was noted in England. We quote:

No. 1 hard Manitoba	0 33 1/2	
No. 1 Northern	0 32	
Rye	0 58	0 58 1/2
Peas	0 72	0 73
Corn	0 59	0 60
Buckwheat	0 48 1/2	
Barley	0 50	0 51
Oats	0 37 1/2	0 38
Malt	0 75	0 80

CORNMEAL.

Very quiet and dull. We quote:

Gold dust, bags	1 80	1 90
bls.	3 90	4 00
Ordinary, bags	1 40	1 45

BALED HAY.

No change to report. Market quiet. The expected advance has not as yet materialized, weather conditions having improved some lately. We quote:

No. 1	11 50	12 00
No. 2	10 00	10 50
Clover mixed	9 00	9 50
Clover	8 00	9 00

FEED.

There is not much inquiry reported this week, though shorts are more plentiful. We quote:

Ontario bran, in bulk	16 00	16 50
shorts	19 50	
Manitoba bran, in bags	17 00	
shorts	20 00	
Mouillie	24 00	30 00

ROLLED OATS.

Unchanged. Market firm, demand small. We quote:

Rolled oats, in bids	3 80	3 85
in bags	1 85	1 90

ASHES.

Larger shipments of ashes were reported during the past week and pearls are scarce. Prices are firm as under:

First pots	5 75	5 80
Seconds	5 40	5 50
Pearls, per 100 lb.	6 75	

HIDES.

Not much change to report since last week. Lambskins are quoted irregularly, but 45c seems to be about what is considered value. We quote:

No. 1 best hides	0 09	
No. 2	0 08	
No. 3	0 07	
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 45	0 50
No. 1 calfskins	0 11	0 12 1/2
No. 2	0 09	0 09 1/2

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., August 18, 1903.

BUSINESS tends to improve. Markets have strengthened in many lines.

Pork products continue low. Pure lard, in particular, shows a continued falling off in price. Salmon have in creased attention. The reports from the coast point to a short pack, particularly of red fish. Sugar, as for the past year, occupies the first place in the attention

of the trade. While prices keep low, the slight advance and the firm market have the effect of causing dealers to carry full stocks. Cream of tartar is rather lower.

OIL.—The low prices continue in burning oil. The large Fall orders have been booked. Spot sales increase with the advance of the season. Paint oils are very low compared with early Spring prices. Turpentine shows little change. Lubricating oils continue to have a good sale. Receipts of cod oil are still light and the market is very firm. We quote:

American Water White	0 20	
Best Canadian	0 19 1/2	
Prime	0 19	
Linseed oil, raw	0 60	
" boiled	0 65	
Turpentine	0 80	0 81 1/2
Cod Oil	0 32	0 35

SALT.—In Liverpool coarse salt business has been rather dull. There is quite a large stock held in store, and the demand, while steady, is not sharp. Prices, while firm, show but a slight profit to holders. There is a fair demand for fine salt. We quote:

Liverpool coarse, per lb.	0 55	0 60
English factory-filled, per lb.	0 95	1 00
Canadian, per bag	2 25	2 35
Cheese and butter salt, per bbl.	3 10	
" 5-lb. bags, per bbl.	2 85	
" 10-lb. " "	0 25	
" 20-lb. wood boxes, each.	0 15	
" 10 " "	1 90	2 00
" cartoons, per case	1 25	1 30
English bottled salt, per doz.	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

CANNED GOODS.—Salmon has had more attention this week. Our market is oddly placed. One brand of Spring fish has the large sale. Spot goods of this line are largely cleaned up. In new, the expected pack has already been sold and some are still short supplied. Buyers find it rather difficult now to place orders for other brands as the outlook on the coast is for a short pack. Prices are unchanged. In vegetables and fruits about half of the trade are buying from the association and half outside. Most of the largest buyers are outside, and they are well pleased with the outlook for business. Blueberries, it is expected, will be scarce. Spot new peas sell freely. The American tomatoes, while they have cost high have given good satisfaction. Domestic canned sardines are so far a light pack. We quote:

Tomatoes, 2s.	\$1 25	1 40
" 3s.	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2s.	1 60	1 75
" 3s.	2 10	2 25
Peaches, 2s.	1 65	1 75
" 3s.	2 50	2 75
3-lb. apples	0 95	
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	0 95	
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River	1 50	
Domestic sardines, oils, 1	3 00	3 25
mustards, 1	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. There is a particularly good sale for new apples, which are of good quality. Bananas are very large sellers. Oranges have but a limited business. Some very nice Jamaicas are now offered. Lemons are high; there is a steady sale. Melons are dull. The sale of California pears, peaches and plums is large. Berries are out of the market. We quote:

Mediterranean oranges	4 00	4 50
Valencias		
Messina lemons	4 00	4 50

THE MARKETS

The Canadian Grocer

California pears.....	3 00	3 25
" plums.....	1 50	2 00
" peaches.....	1 75	2 00
Malons.....	0 30	0 50
Cocoanuts, per bag of 100.....	3 50	
Bananas, per bunch.....	1 25	2 00
Apples.....	3 00	5 00
Cucumbers.....	0 30	0 60

DRIED FRUIT.—Spot business is light. In prunes and raisins the last year was disappointing with considerable stock still held; buyers take hold lightly of futures. Evaporated apples are firmer; spot business light. New prunes and raisins will, it is expected, cost higher than last year. Apricots are very high. Nuts will rule at quite low prices. We quote:

CURRENTS.			
Fine Filiatras, per lb. in cases.....	0 04		
" " cleaned.....	0 06		
" " in 1-lb. cartons.....	0 06		
VALENCIA RAISINS.			
Finest off-stalk, per lb.....	0 07	0 07½	
Selected, per lb.....	0 07½	0 08	
Layers.....	0 08	0 08½	
MALAGA RAISINS.			
London layers.....	1 75	1 90	
" Connoisseur Clusters.....	2 25	2 50	
" Royal Buckingham Clusters, 4-boxes.....	1 15		
" Excelsior Windsor Clusters.....	4 50	4 60	
" " 18.....	1 30	1 40	
CALIFORNIAN RAISINS.			
Loose muscatels, per lb.....	0 08½	0 09	
" " seeded, in 1-lb. packages.....	0 10	0 10½	
FIGS.			
Comadres, per tapnet.....	1 20		
Elenes, per lb.....	0 10½	0 20	
DATES.			
Dates, Hallowees, per lb.....	0 04	0 05	
" Sair.....	0 03½	0 04	
CALIFORNIAN EVAPORATED FRUITS.			
Apricots, per lb.....	0 11		
Peaches.....	0 09½	0 10½	
Apples.....	0 06	0 06	
PRUNES.			
Per lb.....		Per lb.....	
30-40s.....	0 08½	70-80s.....	0 06½
40-50s.....	0 08	80-90s.....	0 06
50-60s.....	0 07½	90-100s.....	0 05½
60-70s.....	0 07	Egyptian onions.....	0 02½
APPLES.			
Per lb.....		Per lb.....	
Dried.....	0 04	Evaporated.....	0 06
ONIONS.			
American onions, per bbl.....	3 50	4 00	
Valencia onions, per case.....	2 25		

SUGAR.—The market is very firm. Prices are still low. Dealers are carrying large stocks. There is but little foreign here. We quote:

Paris lumps, in 50-lb. boxes.....	5 00
Bodpath's granulated.....	4 25
St. Lawrence.....	4 25
Acadia.....	4 20
" " in bags.....	4 05
Eight yellow.....	3 90
No. 2.....	3 60

MOLASSES.—While fair quantities of Porto Rico are being received, supply will be short. Prices are very firm. In Barbadoes very little is held; prices are too high for business. In New Orleans while nice goods are offered, so far, sales have been light. We quote:

Barbadoes.....	0 36	0 38
Porto Rico.....	0 40	0 44
New Orleans.....	0 28	0 35

FISH.—There is but a fair business. Dry cod are held firm at the advance. Receipts are not large. Pollock have a light demand. Smoked herring are very dull; prices, though lower, are still quite high. Pickled fish keep firm. The fresh fish season is largely over. Pickled shad are very scarce. We quote:

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

FLOUR, FEED AND MEAL.—In flour, Manitoba is firm at the advance. Ontar-

io is still unchanged with a steady sale. Oats and oatmeal are quite firm. There is little business doing. Cornmeal is firm and has a steady sale. Beans move very slowly; the price is rather lower. Barley and peas are firm. We quote:

Manitoba flour.....	\$4 90	5 00
Best Ontario.....	4 20	4 35
Medium.....	3 95	4 00
Oatmeal.....	4 10	4 25
Cornmeal.....	2 80	2 85
Middlings, in small lots.....	24 00	26 00
Oats.....	0 40	0 44
Hand-picked beans.....	1 90	2 00
Prime.....	1 85	1 90
Yellow eye.....	2 80	3 00
Split peas.....	5 00	
Barley.....	4 25	4 40
Hay.....	10 00	12 00

NOVA SCOTIA MARKETS.

Halifax, August 17, 1903.

THE wholesale grocery trade in this city continues exceedingly good considering the season of the year, and dealers are quite satisfied that they are doing rather better than the average business. Conditions are fairly satisfactory, payments being very little below the average, and the prospects for the balance of the year are exceedingly bright. The fact is that crops are turning out much better than formerly predicted, and this means everything to the grocer as well as to other lines of trade.

The molasses and sugar trade has been quite brisk of late, and on the recent sugar rise quite heavy orders came in, as it was expected that prices might run still higher. Two more small cargoes of molasses arrived during the week and a large quantity of sugar came by the regular West India P.&B. steamer. Molasses remains very firm and the quantity of Porto Rico in store is very much smaller than usual at this point.

The produce market is becoming quite active, especially in green stuffs, and there is considerable being hawked about the streets. Old potatoes are about out of the market for local use, but quite a quantity may still be purchased, most of which will go to the southern markets until new potatoes are fit to ship. New potatoes are coming in quite freely and the high opening price has eased off considerably.

Eggs are a little firmer and are selling at 15 to 16c. This is high for the season. Prince Edward Island stock sells slightly lower the usual difference being one cent. The butter market is now well stocked, best grades of dairy selling at 16 to 17c., and creamery at 21c. Considerable tub butter is being brought from Western Ontario, a good grade of which has been purchased in two or three hundred tub lots, at 11½c. f.o.b. Cheese is coming in freely and the situation is somewhat easier locally.

Flour and feeds are firm and there is a good demand for the latter for feeding purposes. Flour has lately advanced 15c. and best Manitoba is quoted at \$1.80 in carload lots. Middlings are scarce and quoted at \$23 to \$24, bran is quoted at \$19.50 to \$20.50. Hay, old stock, is pretty well sold up, and on account of the better crop prospects the price has run down to about a level of \$12.50 for good stock. Oats have also declined and can be got now for a little better than 10c., although some dealers are still asking the old price—11 to 15c.

Cornmeal has an upward tendency as there is a scarcity of corn available; the price is \$3 to \$3.15.

Canned goods are now being offered freely and the opening prices are reported slightly higher than last year. The fruit already put up is good, especially in strawberries. Corn and tomato prices have not yet been named as the full pack has not yet been fairly estimated. Reports come from British Columbia that the pack of salmon will be smaller than usual, and that last year's high prices will prevail.

R.C.H.

MANITOBA MARKETS.

Winnipeg, August 17, 1903.

YOUR correspondent is almost ashamed to state once more that there is nothing of interest to report in the grocery and provision world of Winnipeg. The happenings of the week, apart from the caterers' excursion which is dealt with at length elsewhere, are very small indeed and not one change of price is recorded in any line for the week.

GREEN FRUIT.—This prospect is not alluring. The California plums have all advanced and so have the peaches. The supplies are scanty and so far the supplies that may be looked for from Washington and Oregon are an unknown quantity. Some Washington crab-apples arrived during the week and were a very fine sample and very moderate in price. So far nothing has been heard of British Columbia fruit. The crop in that province is not a bumper one and the Northwest Territories will probably consume all they had to spare. About 50 baskets of Ontario plums arrived during the week and though they were in good condition the day they arrived, they had to be repacked the following day. Perhaps in the next forty years the Ontario fruit grower will learn not to ship plums 1,500 miles thrown together in 20 in. baskets. Ontario tomatoes are beginning to arrive and so far are of excellent quality. Reports from the east indicate that apples and grapes will be abundant. The demand for fruit in the West is larger than it was last year and people seem willing to pay good prices if they can get what they want.

EGGS.—Are still scarce and dear and the hope of moderately cheap eggs is over for the season, as the harvest season is now in full swing, and after that comes the threshing, all of which demands the supply of large quantities of eggs in the country.

FOWL. The supplies have improved slightly during the week but are still very inadequate to the demand.

Evaporated apricots are now so high that the new crop cannot be sold on this market under 11½ to 12½c. Evaporated apples are also very high and fresh stocks coming in would cost at least 7½c. to lay down.

In the provisions section of the market everything is moving very quietly. Supplies are not lavish in any of the dairy lines and for this reason prices are holding firm at last figures.

Mr. H. G. Browne, agent for the Ubers coffee, is in the city. His visit is in connection with the appointment of Messrs. Foley, Lock & Larson as agents of the company for Manitoba and the Northwest. Mr. Brown is making

only a flying visit, but expects to return in a short time when extensive demonstrating advertising will be undertaken in one of the principal dry goods stores.

D. L. Lockerby, of Lockerby Bros., Montreal, also made his annual visit. Mr. Lockerby has visited the West almost every year since his first trip in 1878, and feels that the faith he then placed in the country has been justified.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 15, 1903.

THE movement to form a weekly market in Vancouver for farm produce is meeting with strong support. An influential committee comprising delegates from the Board of Trade, the Tourist Association, the Trades and Labor Council and from the general public, has been organized and a meeting is convened for this evening, when details will be discussed and a definite plan prepared for submission to the City Council.

The rapid expansion of the agricultural industry in all lines on the lower main land and on the many arable islands of the adjacent Gulf of Georgia, is producing a marked change in conditions as they have existed in this province for years. The only successful market for farm produce held weekly has been that at New Westminster, and it has, like many of the same sort in Ontario and Eastern Canada, been a big boon to farmers and consumers in the city alike. The dealers of Vancouver have for years patronized this market extensively, and the move to bring about a similar establishment in Vancouver is heartily approved by the ranchers as well as by citizens.

Reports from the Kootenays continue to show improvement in business conditions. Mining, especially in such camps as Ross land, is assuming a more active aspect, and new properties are being put on the shipping list, as well as old properties resuming shipments. There is a feeling of strength in the silver lead camps of the Slovan and other districts too, ascribed in large measure to the recent enactment respecting a bounty on lead ore and lead manufactured.

The sugar ship Silesia, of the German Kosmos Line, which has been discharging a cargo of 1,150 tons of raw sugar from Salaverry, Peru, sailed this week for the Sound, where she loads cargo for Europe.

The packing of halibut in bricks, similar to cod, has been made a successful commercial venture by The Western Canadian Fish Co., an extensive concern organized here to exploit other varieties of fish than the salmon. They operate a large fish curing plant. One schooner is now in Behring Sea on her first voyage fishing grey cod, and is expected to return in September with a full cargo of 250 tons or more of salted codfish. Reports received from the master of the vessel indicate that the schooner is meeting with success. This is the first attempt to establish the cod fishing industry in British Columbia, and it promises to be successful.

The success The Western Canadian Co. is making in drying and curing halibut is the more noteworthy, in that several processes have been tried elsewhere with

no success heretofore. Several cars of the dried and cured halibut have been placed on the market of the Eastern States. The fish is bricked, and wrapped in neat paper cartons, giving it an attractive appearance.

* * *

The fruit market here is in a better condition than it was a short time ago. There have been some more condemnations of California fruit, but principally apples. Some improvement is always noted in quality of shipments as the season advances, the fruits from the higher lands of the Golden State apparently being freer from pests which are detrimental to fruit trees. Carlots, as well as direct consignments by steamer, are liberal in receipt. In watermelons, the trade here this year has been pretty extensive. No less than seven straight cars of California lemons have been received so far this season.

Other stocks of fruit are coming in freely. Apricots are over, Burbank plums nearly so, and their place is being taken by other varieties. Early Crawford peaches are in fairly good supply, though the indications are that the prices will be firm this year. A car of preserving peaches arrived to day. Bartlett pears are plentiful. The black grapes, Muscats and Tokays are on the market. Oranges of Valencia, Mediterranean Sweets and a few Seedlings are up to requirements, local demand not being heavy. Lemons are in brisker demand than of late, warmer weather having had a stimulating effect on demand. Gravenstein apples from California and Early Transparent, of local growth, are in the market.

Prices are about as follows: Oranges, \$3 to \$4; lemons, \$4 to \$4.50, and \$5 for fancy; apples, Gravensteins, \$1.75 to \$2, Early Transparent, \$1 per box; plums, \$1.35 to \$1.50; peaches, Crawfords, \$1.25; pears, Bartletts, \$2 to \$2.25 per box, (same size as apple box); watermelons, \$3.50 to \$4 per box, nutmeg melons, \$3 to \$3.50 per crate, cantelopes, \$4 to \$4.50 per crate; black grapes, \$2 to \$2.50, Muscats, \$2 to \$2.50, Tokays, \$2 to \$2.25; tomatoes, \$1.50 per 20 lb. box. These are still from California, though local product will soon be in.

* * *

In dairy produce, butter is slightly firmer, partly due to the action of the local creameries raising the price this week. It is said the quotation to jobbers for local creamery in bricks is now 30c. This is not important in view of fairly good supplies of first-class Manitoba and Northwest Territories creamery. This is quoted still at 20 to 22c., in boxes, as to size, with 1c. added for bricking. Dairy sells at 18 to 20c. to the trade. Eggs are firm at 20c. and even 21c. Ontario stock is still the supply in chief. Cheese is held at about 13c. to the trade, though Manitoba makers are said to be asking as much as 10½c. there at the present.

* * *

Grocery receipts by steamer from California this week are as follows, the principal imports being listed only: macaroni paste, 670 cases, evaporated apples, 50 cases, 50 kits salted mackerel, 137 cases lemons, 85 sacks onions, 10 cases tamales, 5 cases farina, 170 canned goods, 35 kegs olives, 20 kits herrings, 100 tins matches.

Receipts of new season's canned goods from the east are yet confined to peas, a car or two having been distributed in this market in the past week.

G.S.B.P.

OTTAWA TRADE GOSSIP.

BUSINESS during the past two weeks, judging from what travellers for local houses say, has been somewhat slack. This week has brightened up though as people are beginning to return to the city. Merchants are looking forward to a good Fall business.

Hard sugars advanced 5c. last Saturday making granulated \$4.27 in barrels and \$4.22 in bags. Yellow sugars remain the same at \$3.57 in barrels and \$3.52 in bags.

In canned goods, some houses here have stopped taking orders for future guaranteed delivery of tomatoes and corn as reports from the West say that on account of the unfavorable weather conditions prospects are for a small crop. New crop peas are now in stock with wholesalers.

In canned salmon sharp advances are looked for as advices from the coast indicate a shortage in the pack.

New raisins are expected about September 1. Orders for small lots have been booked with a price on arrival.

Currants will undoubtedly be higher than last year.

Wholesalers say there is no possibility of receiving any cheap Japan tea this season.

Flour advanced another 10c. a barrel this week.

Cheese sold on this board on Friday last at an advance; the price obtained was 10½c. and everything was cleaned up. It is thought that the price will be maintained as it is getting so near September, when cheese is bought for keeping purposes.

Rice is still advancing. Quotations this week are \$3.50 in large sacks and \$3.60 to \$3.70 in small lots.

At the Ottawa Fruit Exchange the receipts of Ontario fruit have been large. Great quantities of peaches, plums, apples and pears are arriving daily in baskets. Prices have been very good considering. Clingstone peaches in 12 qts. bring 30 to 40c., in half baskets, 25 to 30c. Plums in 12 qts., 47½ to 50c., in half baskets, 25 to 30c. Pears, 35 to 40c., Bartlett pears, 40 to 60c. Apples, 20 to 35c. Tomatoes are scarcer this week and selling from 50 to 65c. Blackberries 5½ to 7c. Blueberries, 90 to \$1.10. Watermelons are bringing from 22 to 25c. Bananas are plentiful and the demand is slackening owing to so much other fruits. Prices for good stock are about \$1 to \$1.40, seconds, 75c. to \$1.

There has been a good demand for

—as to

PICKLES

—of the many Imported Pickles that
—have been introduced to Canadian con-
—sumers during the past few years

there are NONE

that have shown such value as

ROWAT'S

(Glasgow, Scotland.)

SIZES—Sweet Pickles.

10 oz.	30 oz. Square
16 oz.	40 oz. Square
20 oz. Square	½ pt. Cruet
20 oz. Bush	pt. “
20 oz. Round	

Extra Fine Quality.

10 oz. Bush.
20 oz. Bush.

They make trade, they build up
trade, they hold trade.

Order From Your Jobber.

Spanish Queens

Rowat's Olives

Best value on the market.

Write for prices.

OCTAGON—Small
Medium
Large.

Canadian Agents —

SNOWDON, FORBES & CO.,

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

THE CANADIAN GROCER

Californian fruits. California plums have been scarcer. The last lot sold \$1.75 to \$2. Peaches, 85c. to \$1.10. Pears, \$2.25 to \$2.50. Canadian apples in barrels, \$1.75 to \$2.

NOTES

The secretary of The Central Canada Fair is a busy man these days. Great preparations are being made for this year's exhibition, which promises to eclipse all previous, in size and attractions.

In reference to the article on bananas in last week's "Grocer" your correspondent, in speaking with the manager of the Fruit Exchange here learned that 75 per cent. came direct through St. John, New York or Boston ports. There was a time some years ago when Ottawa had to play second fiddle in the fruit business, but not now.

PERSONAL MENTION.

Mr. Waller, agent for Messrs. Hunt & Co., Yokohama, Japan, is visiting the Montreal trade this week.

Mr. H. Bell Irving, of The Anglo-British Columbia Packing Co., Limited, Vancouver, is representing the Vancouver Board of Trade at the congress of chambers of commerce, now in session in Montreal.

Mr. Arnold, of Messrs. R. Herron & Co., is in Montreal this week, having just finished a most prosperous trip through the West. Where he goes, goes "Red Cross" jelly powder, and if orders indicate work, he certainly seems to have done his share.

Mr. Wm. Dobic, general manager of E. W. Gillett Co., Limited, and Mr. C. R. Gillett, of Chicago, returned to Toronto a few days ago from a fishing expedition and brought back fine strings of black bass and maskinonge.

Mr. J. F. Holden, Western Ontario representative of E. W. Gillett Co., Limited, has just returned from Winnipeg and Brandon, where his company sent him to do some special work at the fairs. Mr. Holden reports that everything in the West is booming.

Messrs. J. A. Mathewson & Co., Montreal, are in receipt of very encouraging news as to the popularity of the "Quaker" Ceylon package teas in the Transvaal, S.A. The representatives there report sales of several tons of "Quaker" tea and look for increased business.

A visitor to Montreal markets this week is Mr. W. A. Clark, of The Toronto Cream & Butter Co., Limited, 11 Jarvis street, Toronto. Mr. Clark reports business very good. On the cheese question he looks for easier prices, as the production this season will exceed all previous records.

A visitor to the Montreal office of "The Grocer" this week was Mr. A. A. Steward, of Messrs. L. & J. A. Steward, Rutland, Vt., manufacturers of tin cans and can-making machinery. Mr. Steward has placed a number of their improved and patented can-making machines with Montreal packers, and, having a good article—an automatic double seamer—and being a wide-awake hustler, will, no doubt, be able to interest packers in the West, to which territory he contemplates paying a trip shortly.

HINTS TO BUYERS.

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

E. D. Marceau, Montreal, are receiving by steamship Kaga Maru, 115 lbs. Condor XXX Japan tea. These teas are expected in about 15 or 20 days, and parties having trade for very fine liquoring teas should find it interesting to inquire for same.

Hudon, Hebert & Cie, Montreal, report full lines of Japan teas, ranging from 18 to 35c. These are reported as fine samples and good liquoring teas.

L. Chaput, Fils & Cie, Montreal, are offering special values in Valencias, also table raisins, at very low prices. These goods are kept in cold storage and are in excellent condition.

The attention of the trade is called to the ad. of Snowdon, Forbes & Co., Montreal, in this week's issue of "The Grocer." Rowat's pickles and olives are now become staple articles, and as the prices are attractive and the quality of the best, dealers will find them of interest. Mr. Forbes has just returned from a trip through Ontario, and his sales of these goods are most satisfactory. Since their introduction to the Canadian market they have popularized themselves.

"Ubero" coffee is in stock with L. Chaput, Fils & Cie, Montreal, another carload having been received this week. Repeat orders from the trade speak value in this goods.

Hudon, Hebert & Cie, Montreal, have received a shipment of 500 cases of byrrh wine, which they are offering at special values.

The F. J. Castle Co. have been appointed selling agents for Ottawa and vicinity for "Ubero" coffee, which is being pushed so extensively at present.

The Ottawa Milling Co. are making a great hit with their K. Y. rolled oats in the Old Country.

Laporte, Martin & Cie, Montreal, report arriving shortly shipments of the

"Duchess" and "Lady" brands of green Ceylon teas, and as these are especially good values, intending buyers should avail themselves of the opportunity to secure their requirements. This firm are also expecting any day shipments of "Victoria" and "Princess Louise" brands of Japans. Special values are offered.

T. Collins & Co., St. John, offer splendid values in New Orleans molasses.

Paterson's camp coffee has a large sale at this season. It is practically the only liquid coffee sold at St. John, N.B.

Laporte, Martin & Cie, Montreal, have arriving shortly full lines of English candied peels.

Maconochie's pickles have been received this week by Bowman & Cole, St. John, N.B.

Lucas, Steele & Bristol are offering splendid values in washboards—brass, nickel and enamel—very dainty.

S. J. Major, Ottawa, reports receiving into stock this week a carload of Williams Bros. & Co., Detroit, pickles, jams, etc., and they are in a position to offer them at interesting prices.

The whole cloves, pepper, pickling spice, etc., offered by Lucas, Steele & Bristol are snaps.

Finished Ceylon teas, packed similar to Japans, rattanned and matted, are a leading feature with The F. J. Castle Co., Ltd., of Ottawa, and prices are quoted as attractive.

Malt vinegar in 19, 20 and 30 gallon packages may be procured from Lucas, Steele & Bristol.

Japans, new, 18c., are offered by Lucas, Steele & Bristol.

The F. J. Castle Co., Ltd., Ottawa, report expected shipment in two weeks of new Valencia raisins, Trenor's Blue Eagle brand. Most of the shipment has been placed. Intending buyers should communicate with the firm.

H. N. Bate & Sons, Ottawa, are in receipt of large shipments of Trinidad sugar, in bags, which they are offering to the trade at interesting prices.

Myers' Royal Cattle Spice is sold by H. N. Bate & Sons, Ottawa. This firm are sole selling agents for Myers' & Co.'s celebrated Royal Spice for cattle and poultry for Eastern Ontario and Western Quebec.

SITUATIONS WANTED.

GROCERY CLERK desires situation; come September 1st; age 21; experience 5 years; references. Box 56 CANADIAN GROCER, Toronto. (35)

INDIAN AND CEYLON TEAS.

Notes on Indian and Ceylon teas for the month of July published by McMeekin & Co., London, Eng., at hand report:

INDIAN.—From India there are reports of good quality teas to arrive later on and also of heavier shipments to the United Kingdom. Instead of a decrease the exports from India to the United Kingdom now show a considerable increase, the total shipped in July being a record for that month. Avoid coarse picking, has been urged strongly upon all producers, but many estates show largely increased yields, the increase doubtless being to some extent attributable to the climatic conditions peculiar to this season. The Russian and some other foreign demands having been largely supplied direct will take away some aid previously available in London when handling large quantities.

CEYLON.—The quality being produced for several weeks back has, by telegram, been reported to show improvement and the quantity shipped is again falling off and not in excess of current requirements for the United Kingdom.

GREEN TEAS.—216 packages of Indian and 751 packages of Ceylon were offered, but attracted little attention from the trade.

INDIAN TEAS.

Indian Planting and Gardening says: Quality of tea to hand from the districts continue to keep at and above fair average, with the exception of Dooars, which is a district with a "contrary" disposition. Climatic conditions have told very heavily against the Dooars recently and teas are weathery, but we understand that a spell of better weather has been experienced, and while the rush of leaf has been checked, better quality may be expected.

TEA FROM JAMAICA.

It has long been considered practicable to cultivate tea in Jamaica, and Sir Alfred Jones, of The Elder-Dempster Line, has commissioned Mr. Dawson, an Indian tea expert, to report on the subject. The latter, after completing his prospecting tour, states that there is a good opening for persons desirous of investing money in the cultivation of tea in the island.

The tea grown experimentally in Jamaica resembles, in many respects, the finer Chinese blends, and is quite unlike that produced in Ceylon.

Zanzibar cloves will be short this year, a crop of 80,000 bales being in prospect, 30,000 bales less than one year ago. Cassia is firm in the East, and reported short compared with the crop of one year ago. New season in it will be in market about the first of September.

**Fads in Many Lines Come and Go,
but Clark's Meats
are steady sellers.**

That's why you should stock them.



**Delicious, Healthful
The Ideal Fruit**

**—FOR—
SPRING and SUMMER USE**

ONCE TRIED, ALWAYS USED. ASK FOR IT.
**CORONA FRUIT CO., W. B. Bayley, Toronto
Agent.**



Capstan Brand Mustard

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST
NUTRITIOUS.**

COCOA

FINEST ORANGES GROWN

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

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

DON'T PASS THIS BY.

We require good **BUYING AGENTS** to handle our **COCOA, CHOCOLATE AND CONFECTIONERY.** You can't go wrong in applying for prices and particulars to

RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

Window and Interior Displays

Timely Hints
and Suggestions.

Window Dressing Important.

IF you have something you would like to sell, and sell quickly, the first thing you need to effect your wish is to let people know. How are you to let them know? There are many ways of doing so, all of which might be classed under the general term of advertising. The two principal means of advertising are the newspaper and the window. These are the two media through which a very large part of advertising is done.

Without doubt advertising is the great business producer of the present day. Every manufacturer knows perfectly well that to introduce his goods on the market he must advertise; and having succeeded in placing them there he must still advertise to keep them there. He knows the truth of that maxim "Out of sight, out of mind," and he recognizes that unless he keeps his name and his goods ever before the people they will soon forget. The same is the case with the wholesaler; he must keep advertising. He must advertise in the newspapers and in the trade journals; he must send out his travel agents to call on the retail trade to push the old lines and to introduce special or new lines to the market.

The manufacturer must advertise and so must the retailer; he cannot exempt himself from that necessity any more than can the manufacturer or the wholesaler. In the case of retailers in large cities, where newspaper advertising that would bring results is practically out of the question, on account of the cost, window display is certainly the best advertising medium. The large city retailer has chances galore of advertising his goods in the arrangement of his window display. If he is on one of the principal streets these chances are multiplied. Thousands upon thousands of people pass his store daily, and in that fact lie his opportunities. As each person passes the retailer is afforded an opportunity of advertising his goods and his store. It is up to him to take advantage of these opportunities. The majority of the thousands that pass his store daily are people who notice things if they are at all prominent and attractive. The retailer should make his window display prominent and attractive with the goods he wishes to sell. If he is offering the goods at a special price they should be neatly ticketed with that price, and even if they are to be sold at

the ordinary quotation, a price-ticket neatly designed adds prominence to the display. The passing person sees the goods and reads the prices. Is that not as good as a newspaper advertisement? It is certainly! That is not all the window display does, however. Having seen the goods and read the prices, the person, if he wishes to make a purchase,

perhaps by that time he has forgotten all about it or, remembering it, perhaps the desire to possess has left him. So that the disadvantage of not being in a position to advertise in newspapers, is, in a measure, made up by the great advantages the large city grocer has of advertising his goods in his display window.

Although the grocer in the smaller places has his local newspaper to advertise in, he has not the chances his city brother has of advertising his goods in the show-window. There are not thousands upon thousands of people passing his store daily. He hasn't the chance of picking up chance customers which, through his window display, the city grocer has. However, because that is so he should not neglect his window dressing. He can get some chance customers by it, and the better his window is dressed, the more he will attract to his store. Should the grocer have a large farmers' trade it would be a good idea to have his window-display coincide with his newspaper advertisement; what he advertises in his newspaper space he should advertise in his window display. The farmer reads of the goods in his newspaper at home, and the next time he comes into town there is the same advertisement staring him in the face from the display window. Would he not be more taken with the goods than if he had read of one thing at home, and upon arriving at the store, found an altogether different line of goods displayed? For the trade of the townspeople it would, of course, be of advantage to do the same thing, but not so much so as for that of the farmers.

Leaving the question of the advertising side of a good window display, is not the mere appearance of a good window display of great importance to a store? Would not a person sooner be a regular customer at a store where the window was attractively dressed than at a store where the appearance of the window said plainly that window-dressing was not given much attention? Those questions hardly need an answer. Window-dressing is not only to attract chance custom but also to get permanent customers and to retain the customers already dealing at a store.

A Window Display Competition.

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

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

and \$2 for every picture and description which is considered worthy of publication.

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

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

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

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

has the open door in front of him; he has only to step within and make the desired purchases. Does the newspaper advertisement come up to that? By no means. The person reading of the goods in the newspaper may be miles from the store. The attention of the person may be attracted and a desire aroused to buy, but the open door is not before him and he cannot step right in and buy. He has to wait until he is down town, and

BUY

EASTLAKE STEEL SHINGLES

FOR THE ROOF

BECAUSE :

They are quicker and easier to lay.
Will give most enduring protection.
Are a safeguard against lightning and fire.
Will never rust, and add a wonderfully neat appearance.
They are the favorites everywhere, because of their economical reliability.

EITHER GALVANIZED OR
PAINTED.

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

Do you sell it !!!

POP CORN

in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00

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

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

Business Changes

ONTARIO.

George Smith, grocer, Ottawa, is dead.
Wm. Forrest, flour and feed merchant, Dugas, is dead.

J. W. Peter, grocer, Toronto, has sold out to C. Worth.

N. E. Runnians, grocer, Kingston, is offering his business for sale.

R. Buckham, flour and feed merchant, Ottawa, has re-started business.

D. McEachern, general merchant, Belmore, has sold out to Walker & Co.

The assets of the grocery business of R. A. Irvine, Ottawa, are to be sold.

The grocery, boot and shoe stock of Peter Glavey, Ottawa, was damaged by fire.

A meeting of the creditors of Albert Salham, merchant, Cornwall, was held on August 17.

The assets of the general business of Geo. Pouliot, Rockland, were sold by auction on August 18.

QUEBEC.

H. Breton, grocer, Quebec, has assigned. Beaudet & Boisclair, grocers, Victoriaville, have been registered.

Leonce Gauthier, general merchant, Grande Baie, has assigned.

Pierre Meunier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

A meeting of the creditors of J. A. Lacerte, Ste. Severe, will be held on August 22.

J. M. Laganier, general merchant, La Chevrotiere, has sold stock at 62½c. on the dollar to A. Naud.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 20.

N. Kitner, general merchant, Cedar Hall, has sold stock at 63c. on the dollar to Hudon & Co., St. Octave.

P. J. Normand, general merchant, St. Julie de Somerset, is dead. A meeting to appoint a curator has been called for August 28.

A meeting of the creditors of J. L. Aubert, general merchant, Thetford Mines, to appoint a curator, has been called for August 29.

NOVA SCOTIA.

C. P. Terrio has registered consent for Fannie M. Terrio to carry on a lumber and general business in Arichat, in her own name.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

SITUATIONS VACANT.

BAKER at once; steady job to all-round man. Box 124 CANADIAN GROCER, Toronto. f

BAKER at once; good all-round man; sober; steady job; state wages. Box 125 CANADIAN GROCER, Toronto. f

BISCUIT BAKER—Good second hand—sodas, hard and sweet. Box 126 CANADIAN GROCER, Toronto. f

BISCUIT BAKER—Must be first class brake and peel hand. Box 127 CANADIAN GROCER, Toronto. f

MILLER to take watch in 250-barrel gyrator mill; single; must be sober, thoroughly capable man; give age, experience; inclose recommendations, which will be returned immediately. Box 123 CANADIAN GROCER, Toronto. f

WANTED—A grocery clerk to take charge of grocery and produce department in general store. WHITE & MAY, Ailsa Craig. (34)

TRAVELLER WANTED.

CITY TRAVELLER wanted by Winnipeg grocery house. Must be bright and active, and understand his business thoroughly. Box 51 CANADIAN GROCER. (33-3)

FOR SALE

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

AGENCIES WANTED.

M. R. GORDON, of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, is in Toronto for a few days and would like to hear from any manufacturer or large shipper desirous of placing their goods on the western market. Address Box 54 CANADIAN GROCER, Toronto. (34)

To Manufacturers' Agents

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

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

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

MANITOBA AND NORTHWEST TERRITORIES.

A. C. Lawson, Cartwright, is commencing a general store.

Wm. Young, general merchant, Rossburn, has sold out.

Bain Englevin, general merchant, Treherne, is retiring from business.

The Jobin-Marrin Co., Ltd., wholesale grocers, Winnipeg, have increased their capital from \$60,000 to \$150,000.

BRITISH COLUMBIA.

M. Foley, general merchant, Atlin, is advertising his business for sale.

Hammon & Bisson, grocers, Rossland, have sold stock to Hunter Bros.

J. P. Ledwell, grocer, Vancouver, has been succeeded by G. H. Hobron.

ENLARGING THEIR TRADE WITH CANADA.

Mr. Harry White, jr., representing H. Northwood & Co., Wheeling, West Virginia, was in Toronto last week for a few days in the interest of his firm. Northwood & Co., manufacturers of glass and tableware, salts and peppers, pressed common tumblers and novelties of different kinds in the glass trade. The firm has been doing trade in Canada for some years, but has decided to make an effort to enlarge it, and Mr. White will hereafter make regular trips to this country for that purpose.

NOVA SCOTIA'S GOOD CROPS.

Mr. M. G. De Wolfe, ex-president of The Maritime Board of Trade, writes to "The Canadian Grocer" from Kentville, N.S., as follows: "Prospects for apples are grand and of finest quality. All crops will be a fair average."

WESTERN FIRM EXTENDING.

Martin & Robertson, wholesale commission agents, Vancouver, B.C., have been granted a permit for the addition of two more storeys to their warehouse adjoining the Hudson's Bay warehouse. Work on the two additional storeys will be commenced immediately, and will be rushed with all possible speed. This addition will make this warehouse five storeys in height, and among the largest in the city.

MAY MOVE TO HALIFAX.

H. Hamilton, head of the firm of G. J. Hamilton & Sons, the Pictou biscuit manufacturers, says the firm may move their factories to Halifax. In their Pictou factories, which are devoted exclusively to the making of biscuits and confectionery, the firm employ 180 hands and are unable to keep up with the demand for their goods. In Halifax, if he centralized his business there, Mr. Hamilton expects to have 500 employes within five years.

WINNIPEG CATERERS' PICNIC.

THERE is one day in the whole long year that the caterers of Winnipeg call their own. Christmas, New Year's, Good Friday, Victoria Day, the First of July, all have their hours of duty for those who supply the hub of the Empire of the West with foodstuffs. Just once a year, usually about the middle of August, an excursion is arranged for. For some years the trip was made to Rat Portage, again Portage la Prairie, Morden and Carman were visited. This year the new Summer resort, Winnipeg Beach, was decided upon, and the date fixed for August 13. The caterers' outing is always looked upon as a pre-eminently safe excursion to take, if you want to have a good time. The whole thing is admirably managed and the convenience and comfort of those who attend is carefully studied. This year, the distance from the city being only 52 miles, the attendance was even larger than usual, at least 2,000 people going out. The run down was made in three trains, timed to start from the city one hour apart, the first one leaving at 8.30 in the morning. The day in Winnipeg was very unpromising, as a spitting, spiteful shower began about nine o'clock, but nothing dampened the enthusiasm, and the caterers were rewarded with an ideal day at the beach. It was not too hot, not too cold, there was just enough sun and not too much. The crowd on leaving the trains made for the lovely crescent of white sand that marks the beach, strolled through the woods or went out in the flotilla of sail boats that, with gaily decorated sails, lay at anchor when the crowd landed.

Leaving town early, and the bracing air of the shore and woods developing fine appetites at an early hour, from 12 until two the whole company gave themselves up to supplying the wants of the inner man. It was a basket picnic, and jolly family parties were to be seen everywhere. An abundance of comfortable tables and seats were provided under the lovely trees; others preferred the big dancing pavilion, which is also provided with tables and chairs. Others again went in for the more primitive method of spreading their cloths on the grass. Tea, coffee and milk were supplied free, as was also boiling water, for the making of tea where parties preferred their own private brand. For those who did not care to trouble with baskets and were not attached to any party, comfortable meals at reasonable prices were furnished in the pavilion dining-room, and also in a large tent on the grounds. The caterers' picnic is always noted for the profusion of excellent eatables and this year seemed to

surpass every other for the abundance and quality of the good things provided.

THE SPORTS.

Immediately after dinner the crowds lined the beach to witness the sports. The water was too rough for all the sports but a number were gone through with great enthusiasm. The first event was a single canoe race for which there were seven competitors, J. Noel winning the first and R. T. Riley second. The double canoe races and the polo game in canoes had to be called off owing to the roughness of the water.

The men's swimming race of 100 yards was won by H. Sawyer first, and W. D. Dolman, second.

For the boys' swimming race five lads entered: D. R. Rollo came in first and John Mack second.

In the swimming race for ladies, the roughness of the water daunted all but Mrs. Stone, of the Spencer block. Mrs. Stone holds gold medals for swimming contests in England, and as she had no competitor, gave a very interesting exhibition of trick swimming and diving. The committee thought this effort fully merited the prize, which was duly awarded to Mrs. Stone.

The pig hunt was the gem of the afternoon. His pigship had been donated by Gordon, Ironsides & Fares, and after a short and devious career, was captured by R. Elwood.

The tug-of-war wound up the sports for the day. The first tug was between the travellers and butchers. Having won the first heat, the butchers next tried a tug with the grocers and were again victorious. The teams engaged were: Butchers—Charlie Hood, W. Danskin, E. M. Oliver, F. McCuaig, G. Elliott, Geo. Hill, E. Elliott. Travellers—T. J. Riley, J. D. Wildburg, J. Patterson, D. D. McRae, A. Douglas, M. Richardson, J. Cairns. Grocers—W. R. Johnson, Thos. Bell, J. Thorgison, W. McRae, M. Matheson, J. R. Gowler and W. B. Francis.

For those who were not interested in sport, there was dancing. Wigston's orchestra discoursed sweet music all the afternoon and, in fact, until the last train left in the evening. As the floor was in excellent condition there were many dancers.

The A.O.U.W. band played a number of selections down on the beach and also on the platform leading to the pavilion.

The run home was very comfortable, the first train arriving at 10 o'clock and the last before midnight.

The officers of the association are to be congratulated on the success of the outing and if any special bouquets are to be thrown, they should go to W. G. Locke, the secretary; Ben Holman, of the Finance Committee, and President Alderman Campbell.

A GOOD IMPRESSION

is produced when a parcel reaches your customer well wrapped up. For this, nothing is better than our brown and manilla wrapping paper.

IT IS STRONG AND DURABLE.
FULL WEIGHT IN EVERY ORDER.

Made in Canada.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

**40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.**



The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

Genuine Pratts Astral Lamp Oil

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

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

Take Advantage

of our liberality for the next ten days. We can make it interesting for cash buyers.

NEW ORLEANS MOLASSES, best quality, Barrels 18c. per gallon, Half-barrels 19c. per gallon. This offer is good for ten days only.

MAT FIGS in prime condition, quality guaranteed, 2c. per pound.

CANNED SALMON and VEGETABLES for Fall Delivery. We handle nothing but the best brands, and it will pay you to get our prices.

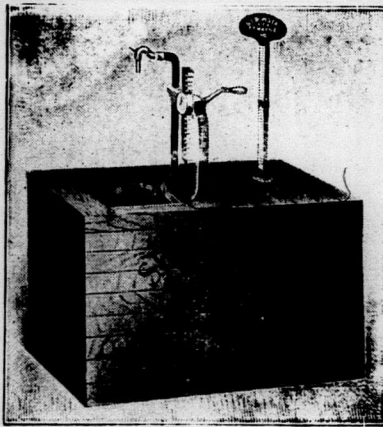
Write, telephone or telegraph at our expense if in a hurry for goods. We are prompt shippers. Positively no goods sold outside of the regular trade.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelfh, Ont

Economy is Clear Gain



FIRST FLOOR OUTFIT

SO STOP WASTING TIME AND OIL

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED

**BOWSER
SELF-MEASURING
AND COMPUTING**

Oil Outfit

It Saves Oil!

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES Oil Time MONEY Labor

S. F. BOWSER & CO.,

Factory: Fort Wayne, Indiana.

65 FRONT ST. EAST, TORONTO.

Bowser Outfits ARE BUILT TO LAST

THEY HAVE

- All Metal Pumps
- Dial Discharge Registers
- Money Computers
- Anti-Drip Nozzles
- Float Indicators
- Double Brass Valves
- Double Plungers
- Galvanized Steel Tanks
- Handsomely Finished Cabinets
- They Pump Accurate
- Gallons, Half Gallons and Quarts

WE MAKE FIFTY DIFFERENT STYLES
SEND FOR CATALOGUE "B"

FLOUR AND CEREAL FOODS

The Open Door.

CANADIAN millers are kept busy filling domestic orders, and on this account there is in some quarters a spirit of indifference regarding wider and more distant markets—notably those of the Far East. It seems too bad that present advantages should not be followed up, that the fame and prestige Canadian flour has acquired should be allowed to languish for want of interest and effort on the part of Canadian millers.

It may be true—doubtless is—that the home consumption is equal to and greater than the supply, and it may seem to be business prudence to cater to the market most easily and simply reached; but there are other considerations that must be taken into account. To seize the present and be careless or unmindful of the future is not and never was good business.

Both men and nations are apt to become short sighted, over confident, and a trifle lazy when their wealth multiplies. A fat wolf is a poor hunter. It will pay our millers to look beyond the immediate present, to ponder over the questions: Will the home market continue to absorb our output? If not, where shall we send our surplus?

The wheat areas of the West are growing enormously, and the wheat yield likewise. It is one of our fondest dreams that we shall supply the Empire with bread.

That Britain may always be counted upon to be a liberal customer goes without saying, but the British market is a free one, where every country growing wheat may offer its surplus. Thus prices are never likely to be so good as they would be if competition were not met with. It would seem that Canadian flour in Japan, for example, has established such a distinguished position that it is wanted to the exclusion of all other offerings. This being so, Canadian flour commands a premium—a premium which represents an annual extra profit worth going after.

Quick Work.

MILLING, a Liverpool journal, says in a recent issue: Canadian farmers have learnt to hustle quite as well as their Yankee brethren across the

frontier. A Toronto correspondent has mailed an interesting story of Canadian smartness. He says the farm of G. N. Barrie, at North Dumfries, in Waterloo County, had some wheat in the sheaf at three o'clock in the afternoon, which at six o'clock the same evening had become scones. When the operation began, a wagon stood in the barn with about half a load of grain in the sheaf. Beside it was a thresher, and connected with the thresher was a gasoline engine. The engine was started, the sheaves were fed into a cylinder, and the grain, carried by an elevator, was deposited in a bin. Then power was transferred to the cleaner and the work of changing the newly threshed wheat into flour was quickly carried through. The rest of the task was, of course, easy. If this typifies Canadian smartness, Chicago must begin to look to its laurels, for the States will find they have a young and strenuous competitor in the Dominion. To our Canadian cousins Britons everywhere will say with honest pride: "More power to your elbow."

Latest Crop News.

LATE crop reports received by Mr. Hartney, Manitoba Government Agent in Toronto, are more encouraging than those of a couple of weeks ago. The recent rains have done much good, and in several places the wheat is headed out with the full six rows. While the total yield will not be nearly up to what was anticipated early in the season, it is expected that an average yield of 18 bushels to the acre throughout Manitoba will be realized.

It is stated that the present crop will be a good paying one for Manitoba. For one thing, higher prices for wheat are confidently expected, which will make up considerably what is lost in the quantity produced. The thin and short quality of the straw also renders threshing much easier, and thus saves in the cost.

The crop situation in Southern Manitoba is summed up by Mr. Hartney as follows: The average yield from Killarney and Miami east will be 10 bushels to the acre, while from those points and Brandon to the west the yield will average from 18 to 20 bushels to the acre.

In the Red River Valley the grain is

ripening rapidly, and is not only thin on the ground, but the straw is too light in color to give first-class returns. To the west the crops are much better, though cutting will not be general before August 20. Few of the fields are showing color, but nearly all appear to be in a good healthy condition. Some of them will go as high as 25 to 30 bushels, while others will not go beyond 12½ to 15 bushels to the acre. This country enjoyed a number of showers at the critical stage in its growth, and, if the present market price of wheat holds, the farmers will be even better off than last year.

Oriental Flour Trade.

THE more or less strained relations between Japan and Russia, with the prospective shortage of the wheat crop of the island kingdom, is resulting in a commercial benefit to the United States, in that Japan is buying an unusual amount of American flour at this time, says The Seattle Post Intelligencer. Never before at this season of the year have the flour shipments been so heavy. The state of Washington is supplying the bulk of flour shipped to Japan from the ports of Puget Sound.

During the month now closing no less than 90,000 bbls. have been consigned to the principal cities of the Mikado's country from Seattle by vessels of the Nippon Yusen Kaisha line alone. Proportionately as much went by the Tacoma and Vancouver lines, to say nothing of the shipments from Portland and San Francisco.

No specific reason has been given for wheat shortage in Japan, and none readily may exist. Nevertheless, Japan is buying an enormous amount of flour, which gives force to the murmurings of war between the Czar and the Mikado. It is known, too, that Japan is drawing upon China for American flour.

Owing to the warm, damp climate of China in Summer, flour does not keep well. It is unsafe to carry very large stocks. Hongkong, usually the great depot for American flour shipped to China, has her warehouses full, but these she is emptying to Japan.

For nearly two months the flour shipments to China have been light. They will increase again about August 15, running heavy throughout the Fall and Win-

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast? If so, you are ready with

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food

24 three-lb. packets,
\$2.90 per case.

Wheatlets

36 two-lb. packets,
\$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257.
" " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

ter. Japan, on the other hand, is a safe market as regards climatic conditions any season of the year.

While Japan and China grow wheat, their production is infinitesimal as compared with the demands for flour from their millions of population.

Cereal Evolution.

It is interesting to consider the success of the new forms of breakfast cereals.

For so long we had only the cruder forms of meals—wheat, corn and oats. Then, with improved machinery, there were produced finer grades of these meals. Later came the rolled or flaked grain, requiring very few minutes to prepare. Now we have cereals already cooked, ready for immediate serving. This last form has been put on the market with amazing swiftness. The public were not asked whether or not they liked cereals of this sort; they were practically com-

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

THE BEST FLOUR.

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

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

Lanark Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

THE CANADIAN GROCER

pelled to buy and eat. But once tasted the ready for serving cereals won great favor, until in many households they are used exclusively. They are wholesome, tasty and convenient, and when served with cream, or with fruit and cream, are yet more to be desired. It would not do for us to say that the older forms of breakfast cereals are becoming obsolete; indeed, there are frequent evidences of a reaction, and, in any event, one is safe in saying that oats as a basic grain will never be superseded. In view, too, of the multitudinous forms breakfast foods have assumed in the last few years, it may be reasonably expected that the succeeding years will continue to see other and still newer cereal preparations offered.

The cost of putting a new cereal on the market has become so great that many good things have not been heard of. Most of us know something of the extent and cost of the advertising of such cereals, for example, as Pettijohn's Quaker oats, Tillson's oats, Force, Malta Vita and Shredded wheat. It has been advertising that has made their names household words. Appreciating the tremendous influence advertising has on the public mind, some of our Canadian millers are using liberal space in the press, and by other means are widening and enlarging a market for their especial brands. The value of advertising has been signally demonstrated in the matter of breakfast foods. The wise miller will profit by this knowledge.

A Canadian Invasion.

We have heard very much of late of the invasion of foreign markets by the American manufacturer, but of late Canada has been doing remarkably well in the invading line herself.

The export trade of the Tillson firm alone is worthy of notice. It has grown enormously of late and covered during the past few days large shipments to Holland and Norway.

A Bumper Crop in the Territories.

THE wheat and other crops in the Northwest Territories are estimated to be in good condition, and to be the largest in the history of the country. The total wheat crop is estimated at 15,042,000 bushels. Last year's was 13,956,850 bushels, and the next previous 12,808,117 bushels. Before that the crop was inconsiderable. The total wheat acreage is 727,998, that of the next previous years being 625,757 and 504,697 respectively.

The yield is lighter than last year, but still a good one. The Calgary district has had perfect conditions all along, and another district is ten days earlier.

The oats acreage is 365,719, the next largest being last year's, 319,357. The

crop is estimated at 11,803,000 bushels, the best yet, the next largest, that of 1891, being 11,113,066 bushels.

The barley figures are: Acreage, 42,445; last year, 36,455; crop estimated 1,116,300 bushels; last year, 879,117 bushels.

Flax, as well, is the best yet, and indeed, shows the best of any of the other Territorial crops. The acreage is 27,529 against 15,967 last year. The estimated crop is 634,500 bushels against 258,185 bushels last year.

Millstones in England.

IT would appear that the millstone is still pretty largely in evidence in England, according to figures presented by Milling, of Liverpool. In 1889, our contemporary says, there were 10,000 flour millers in the United Kingdom. Of these only 1,000 remain, and most of these are feed millers as well as flour millers. The other 9,000 are now represented by say 6,000 feed mills ("provender mills," they call them), and it figures that each of the 1,000 flour mills and 6,000 feed mills uses on an average two runs of stones or their equivalent. This would make 14,000 pairs of stones or their roller equivalents as in use for feed grinding; but Milling considers that nine-tenths of this number, or 12,600, would represent the pairs of millstones actually in use. It also figures that it costs \$125,000 per year to dress these stones, which would seem to offer a fruitful field for the revival of the old stone dressing machines.

The Manitoba Harvest.

Harvesting commenced in Manitoba ten days earlier than last year, and The Lake of the Woods Milling Co. received last week some excellent samples of this season's threshing.

Cereal Notes.

There is quite a demand for the "Sunny Jim" buttons, the advertising novelty recently issued by The Force Food Co.

Albert N. Reay, Canadian representative of The Force Food Co., reports business as well above the average in Eastern Canada.

Several of our cereal and food manufacturers purpose making large exhibits at the Dominion Exhibition in Toronto next week.

The wheat crop in Grey County is showing up well this season. The yield in some sections being at least 35 bushels to the acre.

A permanent exhibition of industrial food products of Canada will be opened at the Crystal Palace, London, England, in the Autumn.

Many thousand bushels of oats grown in the Territories are now being sold in the Yukon. This market was formerly supplied from Washington and Oregon.

The greatly increasing business of The American Cereal Co., at Peterboro, has given its expensive plant all it can possibly attend to for the past few months.

Even those millers who care little for books, and have less time to read them, are anxious for a large volume of business, and exert themselves to obtain the same.

Hill's mill, Sarnia, was the first to receive new wheat in that section. The grain was of the famous Red Nigger variety, and when cleaned tested 61 pounds.

W. D. Robertson, secretary of The Tillson Co., Tillsonburg, is spending a well-earned vacation on the St. Lawrence and will not return to business before the end of the month.

The 1902 balance sheet of the Grands Moulins de Corbeil, the largest milling company in France, shows a loss of 1,289,93 francs, about \$250,000. Nearly as much was lost in 1901.

The Great West oatmeal mill at Pilot Mound, Manitoba, has been shut down for repairs and alterations. The proprietors are building a new engine room 40x54 and are putting in a new Corliss engine and boiler.

No less than 2,089 vessels passed through the U. S. canal at the Soo, and 686 through the Canadian canal in June. The number of barrels of flour was 455,876 through the U. S. canal and 433,342 through the Canadian canal.

The customs district of Jerusalem last year imported over \$200,000 of flour, mostly from adjoining Turkish provinces. Ordinarily the district supplies itself, except that about \$40,000 worth of Russian flour is imported to mix with the native article.

Recent shipments of Canadian flour to Trinidad have been very satisfactory. The Canadian agent general at Jamaica notes the increased exports of Canadian flour and says that it is encouraging to know that practical efforts are now being made throughout Canada to increase our trade in this direction.

The steadily growing business of The William McCann Milling Co., King street, Toronto, will necessitate some expensive additions to their plant in the very near future. Their present equipment although worked to full capacity is entirely inadequate to the task of handling the work of the present season.

At Greenock, Scotland, a flour dust explosion occurred in a peculiar manner. A neighboring distillery was in flames and thousands of gallons of burning whiskey found their way into a stream which passed down by or under a flour mill. The mill took fire and exploded, the walls falling and killing seven persons in the street.

A
the
able
imp
peri
pear
T
firm
brot
cell
stat
that
futu
Bat
was
syst
tha
an
wh
salk
wit
reg
goc
let
anc
cus
cor
to
is
ing
to
list
on
fir
pr
R
S
O
A

There's nothing better in the Sauce line than
STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
 For quotations address

Montreal Agents:

S. H. EWING & SONS,
 96 King St., MONTREAL.

Telephone Bell Main 65.
 Merchants 522.

OTTAWA'S WHOLESALE GROCERY HOUSES.

A REPRESENTATIVE of THE GROCER visited the Capital on Thursday and Friday last week. His tour among the wholesale grocers was a very agreeable and profitable one, and he was much impressed with the splendid air of prosperity evidenced on all hands by the appearance of the establishments.

The first call on the old and well-known firm of H. N. Bate & Sons on Canal street brought to knowledge a report of an unexcelled trade in all lines. Bate & Sons state that business has never been better than this year, and the prospects for the future are unusually encouraging. That Bate & Son are up-to-date in every respect was made apparent to the writer by their system of circulating price lists, a feature that impressed your representative from an advertising point of view. J. M. Bate, who is in charge of the sample room and sales department, kindly furnished him with a sample set of their method. At regular intervals a complete list of all goods carried in stock is printed in pamphlet form and is accompanied by a unique and convenient order pad for use by the customer. Attached to the pad is a pocket containing a supply of envelopes addressed to the firm, and on the face of the pocket is a small calendar for the months covering the period in which the order pads are to be used in connection with the price list enclosed. This set is sent complete on every issue to each customer of the firm. That it is found serviceable is proved by the fact that customers write in

for supplies. As an old grocer, having had many years' experience in soliciting orders by mail, the writer is compelled to admit its superiority over anything that has come under his notice. The idea and system is patented, and is the invention of Mr. Bate, sr.

In visiting the wholesale house of The F. J. Castle Co., Limited, on Queen street, the writer met in the principal, Mr. Castle, an old friend, and also Mr. Lowe, who for many years was with the firm of Warren Bros. & Co., Toronto. The F. J. Castle Co., Limited, occupy one of the handsomest and best equipped jobbing houses in the country. The sample room on the ground floor is large and bright, and, with the exception of liquors, a full line of staple groceries is carried. The growth of this firm's business is such that, though they moved into their new premises only a few months ago, they are compelled to build a large addition, and building operations are now under way. A special feature with this firm is the tea business, and Mr. Castle's long experience as a tea broker, and later an exclusive tea merchant, places his firm in a position of close knowledge of this branch of the grocery trade.

Across in Lower Town on York street, your representative visited the wholesale grocery establishments of S. J. Major, Provost & Allan and Joseph Grant. A description of these establishments in detail would more than tax his descriptive powers. They are modern in every

respect. The management of S. J. Major (lately deceased) is in the hands of Mr. Cote and the activity and business enterprise of his late principal is still to the fore. The sample room through which Mr. Roberge conducted the writer, contains everything in staple and fancy groceries and liquors. Business is reported as being of the best and a large Fall trade is looked forward to.

Joseph Grant's sample room and offices on York street are in every respect admirable and the arrangement of the samples on shelves and stands is most convenient. It is one of the brightest groceries in the east and reflects credit on the designer. Mr. Grant spoke enthusiastically of the condition of trade and the future outlook.

A call on Provost & Allan, where your representative was received in a most friendly manner by Mr. Provost, brought forth expressions of satisfactory business for their house. The substantial building and compact and well-arranged sample room show that in everything pertaining to the grocery line this firm are in line.

Altogether the trip to Ottawa was a very pleasant one for the writer and his reception by the trade encourages him to pay other visits to the Capital trade. As a rule the persistent and insistent advertising agent gets scant courtesy, but whether it was the pleasant weather that favored him and put every one in an amiable mood, or the inherent courtesy of the Capitalists or the writer's good looks, the fact is, a pleasant trip was his fortune.

FREE To every grocer we will mail a sample of **GOLDEN EAGLE BLEND COFFEE.**

Recognized and endorsed by the trade as the most perfect coffee obtainable. **DON'T DELAY.** Send us a card to-day for a sample or a trial order and be convinced of the merit of these goods.

Offices { LONDON, ENG.
 NEW YORK.
 TORONTO.

PACKED IN FREE LITHOGRAPHED TINS 25 and 50 lbs. at 28c. and in bbls. at 27 $\frac{1}{2}$ c. ALSO IN ONE lb. TINS at 30c. STATE if you wish it Whole, Roasted or Ground.

AMERICAN COFFEE & SPICE CO.,

CANADIAN WAREHOUSE AND MILLS,
 109 Front St. East, TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cultivation of Tobacco in England.

IN the early days of smoking in England tobacco was cultivated to supply the home consumption. It was largely exported to Turkey. James, in 1621, prohibited the growth of tobacco in England, not merely because he strongly objected to the practice of smoking, but with a desire to increase the revenue from the import duty.

The prohibition was maintained by Charles I., but during the Commonwealth the law was a dead letter.

Tobacco was largely cultivated in Gloucestershire. It is stated that in 1655 the county hangman plaintively remarked that the people were so busily engaged growing the herb that they had neither inclination nor time to commit sheep-stealing or any other capital offence, and that his occupation was gone. When Charles II. was on the throne in 1663, he re-enacted the prohibition of tobacco culture, and extended the law to Ireland, which previously had been exempt.

The penalty was 40s. for every rood planted with tobacco. The universities and physicians were allowed to plant half a pole of land annually for use in "physick or chirurgery." The penalty was raised in 1684 to £10 per pole.

The laws did not apply to Scotland, and large quantities were cultivated around Kelso and Jedburgh. During the war of independence tobacco was cultivated in England for home use, but the planters were severely punished for breaking the laws of the realm.

In the Vale of York and in Rydale, in the North Riding, the tobacco was publicly burnt by the hangman, and the growers fined £30,000 and imprisoned. In 1782 the cultivation of tobacco was again prohibited in England, and in 1830 its cultivation had become so extensive in Ireland that it was also prohibited there.

In no part of the United Kingdom could tobacco be grown for manufacturing purposes.

London Tobacco Gossip.

TRADE with all the manufacturers here continues particularly good and numbers of them are away behind with orders. A very decided

stimulus has been given the Northwest trade by the recent great influx of settlers. Almost all, if not all, the London trade are participating in the additional business that is already noticeable.

The new warehouse which Line, McDonald & Co. purpose using as part of their manufacturing plant is rapidly nearing completion, and they expect to be located there about September 15th.

A very great number of out of town customers, both in the hotel and tobacco trade, visited London for the festivities of the Old Boys' Re-union, and were one and all surprised at the magnitude of the affair.

The alleged strike has dwindled day by day until but a bakers' dozen of those who first went out remain, the majority having either left the city or engaged with other factories at old terms, while a few have renounced the union and returned to work in the non-union factories.

Almost an even dozen tobacco leaf travellers from the large centres in the United States made a point of being present at the travellers' picnic on the 1st inst., and remained for the Old Boys' Re-union. Among these visitors were some even from Havana, Cuba.

TIPS.

Do not wait for something to turn up, go at it yourself and turn something up; in other words, take a "turn" out of your show window and it will surely "turn up something" in good business for you.

Smokers smoke in Summer time practically as much as they do in the Winter, although some men contend that men smoke less in Summer. One would naturally think that a man would smoke more in Summer, as he usually smokes more in pleasant weather; he will also walk farther and perhaps distribute his trade more widely.

All leading Wholesale Grocers
handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.



A Winner!

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

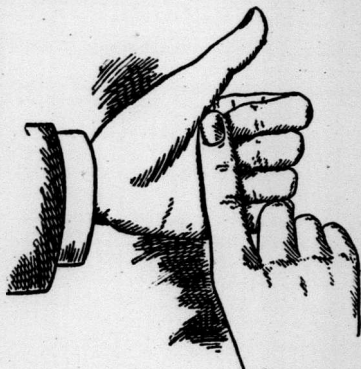
You're in business to make money.
You handle innumerable lines outside the strictly grocer trade to this end.
Do you sell cigars?
Have you cigars that sell?

**Kim
Harold H.
La Fama**

Are a Trio of the Best
Sellers in Canada.

See our travellers or write—

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



If He Smokes a 10-cent Cigar

You may rest sure that he is not easily satisfied. The hundred and one five-centers do not interest him. You may switch from one 5-cent brand to another, and no great harm done, but with a 10-cent cigar smoker it is different.

Tuckett's "Marguerites"

have remained the favorite 10-cent cigar of thousands of particular smokers year in and year out for a long, long time.

Tuckett Cigar Co., Limited, Hamilton.



OUR "CORONATION."

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

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

Dominion Show Case Co.
53 Richmond St. East, TORONTO.



ONTARIO

The Best

5c.
CIGAR

T. J. Horrocks,
TORONTO

QUEEN'S NAVY

Cut Plug Smoking

1-16 lb. full pkg., in 5 and 10-lb. cases.

A Grocer's Favorite

THE ERIE TOBACCO CO.

WINDSOR, ONTARIO. Limited

The Chamberlain Cigar

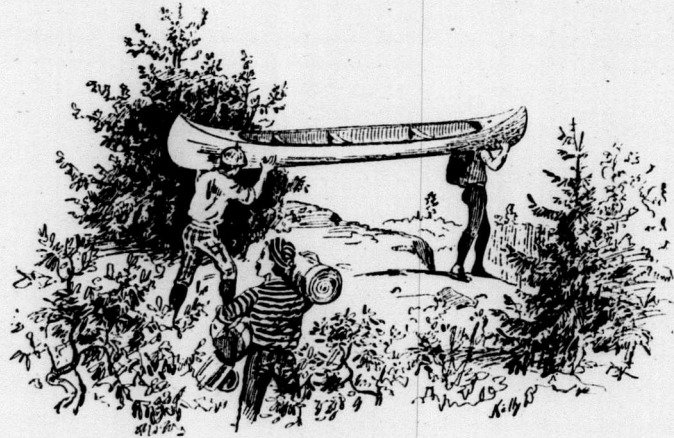
is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

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

The Man on His Holidays

Enjoys his tobacco more than usual. There's a "something" about our tobacco that makes friends, fast friends. That is why you will find in every camp some one or more of our brands.



Chewing

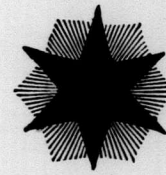
- British Navy
- King's Navy
- Beaver
- Apricot

Smoking

- Tonka
- Solid Comfort
- Pinchin's Hand-Made

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.



Security

A
High-Grade Cigar.

THE W. H. STEELE CO., LIMITED
40 SCOTT ST., TORONTO.

It is well at all times to make the store as attractive as possible—so attractive that it is practically impossible for a smoker to pass without dropping in. By making good use of the window display, the goods and catchy announcements therein will attract the transient trade.

Always be polite, Mr. Cigarman—not too polite, but just polite enough; a kind word and a pleasant smile cost nothing, and they go a long way towards making friends and increasing trade.

Tobacco is man's solace under all circumstances. With a good cigar, or a pipe full of good tobacco, the average man can fight his woes or foes; through its magic smoke even the face of his mother-in-law will appear pleasant.

PUFFS.

"Smithers never lights one of his cigars. Just keeps it in his mouth and chews the end. I've often wondered why."

"You wouldn't if you had ever smoked one of them."

"Percival, you're making a great smudge in the house with your smoking."

"Yes, ma; I'm smoking a Pittsburg stogie."

"Well, well, I've always wondered why there was so much smoke in Pittsburg, and if men smoke those things that accounts for it."

Mrs. Ham.—"My husband thinks a man can't feel at home unless he is smoking."

Mrs. Pepper.—"And that is why he thinks he will feel at home in the next world."

"Pa," said little Willie, who had been reading a cigar store advertisement, "what's imported and domestic?"

"A servant girl," replied Pa.

Smoking in the Antarctic.

THIS is a continuation of the description of life in the Antarctic derived from personal experiences of blue-ackets who left the Discovery last March and sailed to New Zealand on the relief ship Morning. The entire ship's company indulged in plenty of sleep. At the conclusion of the evening meal there was not much inducement to remain out of one's bunk. The majority, however, tarried awhile over their "tot" of rum, telling yarns and smoking. There were two mandolins in the fore-castle, and there were frequent calls on those who could play an accompaniment to a song. Each man was entitled to a pound of tobacco every month, and the heavy smokers had no difficulty in obtaining additional supplies. For them the Antarctic presented a

singular phenomenon. They found themselves practically unable to smoke in the open. In that pure air, it seems, tobacco does not smell at all like tobacco, even to the man who is smoking it. It smells "like burning rags," so that at first the smoker suspects that his clothing is on fire; and the sensations on the palate are described as highly disagreeable. However, the pipe had all its accustomed qualities when indulged in below deck, and even a few draws were appreciated at night in the tent on a sledge journey.—London Daily News.

Tobacco Plugging.

"Why is it that one side of your nose seems so frequently to be bigger than the other?" a stranger asked a Manayunk Norwegian recently, and the man replied: "We Norwegians are nearly all tobacco pluggers. I'll show you what I mean by that." He opened his pouch and took out a tobacco leaf an inch wide and three inches long. He rolled the leaf as one would roll a cigarette, into a kind of cone, and this cone he pushed up his right nostril until only the end of it was visible. "I'll keep it in my nose," he said, "for about two hours. My system by that time will have drained it quite dry of every property it has. This plugging habit is as common in Norway as the tobacco-chewing habit in America. A very fine, clean, cheap way of using tobacco it is, too." "Let me try it," said the other, and he plugged up his own nose with a leaf of tobacco, and began instantly to cough and sneeze and choke. He pulled out the leaf at once, but for an hour he could taste and smell the tobacco as plainly as though it had still been there.

Tobacco Stored in a Refrigerator.

Storing tobacco in a refrigerator is a new experiment for Reading, says The Tobacco World. It has been given a very successful test by the large cigar manufacturing firm of Yocum Bros. On the fifth floor of their building a refrigerator has been installed. This is nine feet high, six feet wide and four deep. In this are arranged twelve drawers, each nine inches in height. In these are stored Sumatra cigar wrappers. They are carefully tied up in the bundles used by cigarmakers. They are placed in cold storage to keep them in good working order, properly preserving their color and their strength. Yocum Bros. are the only local firm to use a refrigerator for the proper care of wrappers, but others will doubtless follow. The refrigerator is a model in every way, and a ton of ice is usually put into its

tank at a time. It has a storage capacity of three bales of Sumatra.

Tobacco Notes.

About 30 additional cigarmakers were taken on last week by the London branch of The Tuckett Cigar Co.

The J. Bruce Payne Co., of Granby, Que., have secured the services of Alfred A. McClaskey, formerly the traveller for D. S. Perrin & Co., London.

The enquiry for the "Ronto" cigar from the grocery trade is steadily on the increase, and Horrocks, of Toronto, who handles the output of this popular cigar, says that he has been unable to fill his orders promptly for the past few months.

The Milwaukee Evening Wisconsin says in a recent issue: "A carload of Havana tobacco direct from Cuba, consigned to The Havana Cigar Syndicate of Winnipeg, and now in the bonded warehouse in this city, will be shipped to its destination to-day."

The plant of The Erie Tobacco Co., Windsor, Ont., although taxed to its fullest capacity, is unable to meet the greatly increased demand for goods of their manufacture. Their "Queen's Navy" is a recognized popular favorite, and their different brands of chewing tobacco retain their well-known reputation for excellence.

The Hamilton Times says the employes of The Tuckett Tobacco Co. and their friends were out in force on Saturday to attend the annual picnic. Victoria Park, Niagara Falls, was their destination. They travelled by the T. H. & B., going on a special train. Every one had a most enjoyable time, and the affair was a big success. A fine list of games and sports was successfully carried out, and added much to the enjoyment. The picnickers returned in the evening in good time.

A CHAT ABOUT TEA.

MR. P. C. LARKIN, of The Salada Tea Co., who, as announced in another column, has just returned from a five months trip to Europe, was seen by a representative of THE GROCER Wednesday morning and asked if he had anything to say in reference to his trip which might be of interest to readers of THE GROCER.

"Well, I don't know," replied Mr. Larkin, who looks remarkably well, "the subject that I am most interested in, viz., tea, is not a very popular commodity in Europe, but is fast becoming so. In cities like Paris you see Ceylon and India tea for sale practically everywhere, and at fashionable hotels where afternoon tea is served, Ceylon and India tea is always a popular beverage, and it will eventually become popular among the masses. There are any quantity of restaurants, hotels and confectionery stores at which afternoon tea is served as regularly as luncheon.

"I have noticed that so far as advertising goes, in England, tea is certainly not kept before the public in the way it is in Canada, and in the way it is fast becoming in the United States; when you consider that 6 lb. per head per annum is consumed in England one is rather surprised that more money is not spent on exploiting teas in Great Britain."

"Is there anything new in the tea situation in London?"

"Well, the Ceylon people are going to spend a great deal of money at the St. Louis Exposition," was the reply. "The Ceylon Planters' Association are going to have a capital display of their products. The Indian Tea Association also intend to pave the way before the Exposition by advertising, and will continue the campaign after the Exposition, thereby avoiding the great mistake that was made at the Chicago Exhibition where both associations had a magnificent display of their tea products, but because the way had not been paved before and the campaign was not pressed vigorously afterwards, nine-tenths of what had been done ended in nothing."

"The Ceylon and India people are working together?"

"Well, yes! they are both in the same boat, their interests are identical."

"How did you find the position of Ceylon and India 'Greens' in London?" enquired THE GROCER.

"During the first six months of this year Ceylon exported more green tea than she did during the whole of last year and still the price was firmer at the end of the six months than it was at the beginning

of the year, showing the enormously increased demand. This firm, The Salada Tea Co., are actually shipping close on 500 chests or 1,000 half-chests of green tea every month, and the number is rapidly increasing. Of course a large proportion of this is being sent to the United States in 'Salada' green tea packets."

"Reports show that exports of Ceylon green, up to date this year to America, are about equal to that of blacks."

"Yes, but that is for direct shipments. The greater amount of green tea coming to America would practically come from Ceylon and India direct, whereas with black teas, the amount coming direct would be only perhaps one-fifth of what would be used in America, the balance being purchased at London sales. All dealers here, and for that matter in the United States, get a large proportion of their black teas from London, but they could not depend upon London for their green teas, as that is not a market for Ceylon and India greens, and most firms in Canada and the United States make direct contracts with Colombo firms or with the gardens for their requirements. Therefore when we take the consumption of black and green tea in Canada into consideration you have got to take in not only the direct exports from Calcutta and Colombo to America, but also the exports from London to America.

"With regard to our own business, The Salada Tea Co. during the first seven months of this year had a total increase of business at this office of 27 per cent. over the corresponding seven months of 1902. In black tea we had an increase of 16 per cent., and this after 11 years exploiting of black tea. In green tea we had an increase of 122 per cent., making, as we said, 27 per cent. increase in all. In some of our branches we have had most enormous increases. In Buffalo we had an increase of 35 per cent., in Detroit, of 73 per cent.; in Pittsburg, 91 per cent.; in New York, 95 per cent. increase.

"There is no question about it in the world—as we said as far back as 1899, when we received our first shipment of Ceylon greens—Ceylon and India green tea will eventually displace all other green teas, simply because they are better teas of their kind.

"Leaving the subject of tea, concluded Mr. Larkin, there is one thing that I noticed in London upon which the Canadian Government is to be heartily congratulated, and that is the new Emigration Offices they have opened in

Trafalgar Square. I was over there a couple of times, but unfortunately was not able to see Mr. Preston. The offices seemed to be full and the show windows fitted up with the products of Canada attracted hundreds of people. When I was at the offices I could scarcely see over the shoulders of the people looking in at the windows. The pity of it is, that it was not done years ago. Anyway Mr. Sifton deserves the hearty congratulations of all Canadians on the way the office is run and the attention it is attracting. The office is being run in a business way and on good business lines; in fact, it is being run as energetically as if it were a private enterprise. This is something new in government offices and redounds to the credit of the emigration agent."

A CURRANT REPORT.

A report from Patras under date of July 28 announces the obsequies of the currant monopoly. The abandonment of the measure led to great dissatisfaction among the peasant growers and turbulent meetings and riots were rife. The total result, however, was the resignation of the Ministry and its substitution by a faction which promises to relieve all the evils to which currant growers are heir. Meantime the arrangement with the currant bank guarantees a minimum price equal to 11s. 6d. f.o.b. and the feelings of the growers are assuaged.

Soon after the flowering it was thought that the currant crop would be abundant, but as time wore on it became apparent that the bunches were not attaining their ordinary development, also that in berry the fruit was smaller than usual. This somewhat unusual fact is attributed to the dryness of the past Winter and Spring; some, however, are of opinion that it is the result of unusually cool weather during May and June, but in any case it is certain that the crop will not be a large one. On the other hand, the fruit is extremely healthy and should the weather assist should be of exceptionally fine quality. The crop is about a week later than usual and cutting will not be general before the first week in August, and the first shipments about 20th or 24th idem.

A total crop of about 150,000 tons is anticipated and with a 20 per cent. retention law the amount available for export will not exceed 130,000, which is about the usual annual consumption. France has entered the field as a buyer of currants of late and a considerably higher range of prices than what prevailed for the crop of 1902 is not unreasonably expected.

Flett's

Pickle Goodness

From the good of the goods comes the satisfaction of the purchase—and from the satisfaction of the purchase comes your growing trade—in pickles

If you sell FLETT'S.
"THE PICKLE OF QUALITY."

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

CONFIDENCE

The public have confidence in

PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents,
MONTREAL.



Brand's Al Sauce

is the climax of
perfection.

—a fine tonic
—and digestive

and

a rapid and profitable
seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

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

Everybody WANTS

VINEGAR NOW

Everybody

should use the BEST
Malt Vinegar—that is

Grimble's

PURE MALT



Vinegar.

Brewery: LONDON, England.

Agent—**Mr. I. S. WOTHERSPOON,**
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

That's Not Good Advertising That all Understand Not.

IN his letter, which was reproduced a couple of weeks ago, Mr. W. J. Condron expresses the opinion that the best way for a retail store to sell the people what it has to sell is direct by circulars. It has proved the most result-producing way for him at any rate. Experiences vary so. I have heard others say that it was wasted money to distribute circulars, that they didn't have any money to spend in supplying people with paper to light the fires with.

We who live in the city are fairly besieged with circulars of all styles and sizes, proclaiming the merits of everything from liver pills to fine furniture. If one is away for a few weeks the letter boxes become choked up with a mass of "stuff."

Are they all read?

Do we read any of them?

That depends.

The woman who receives through the mail a nicely gotten up little circular telling her interestingly of things she needs, feels personally appealed to, and sometimes perhaps a little bit flattered.

She is likely to read such a circular with considerable interest and if she does not visit the store at once, is pretty sure to do so at her first opportunity.

You can pretty generally conclude that the real value of any kind of advertising depends to a large extent on how it is done.

A store that sends out circulars should be careful to do it properly. Show care and a desire for respectability in the quality of the circular. You wouldn't write a friend a letter on a piece of newspaper.

Include in the list not only all your regular customers, but every possible customer whose name can be secured.

Make sure that every one of them is properly delivered. Sending them through the mail is preferable, though, of course, more costly. This seems to have been Mr. Condron's difficulty, as he reminds us in his letter that "the main thing is to get them distributed properly."

I am reprinting some of the most interesting matter from the circulars Mr. Condron sent me. Several of the circulars were regular posters, size about 12 x 17, and on one in particular appeared a large and rather hideous cut, with a few startling headlines. They were of a style known in the newspaper world as "yellow."

We cannot deny the fact that this style of appeal seems to please and "catch" what we choose to call the "lower classes," so perhaps it is best. But there is a danger of carrying it too far, and I think Mr. Condron might do well to venture more toward the elegant or refined style of circulars.

The circular before me is of a large size—about 12 x 17—as are also a few others which Mr. Condron sent me. I think they

could be smaller for an improvement—setting the matter in either four or eight smaller pages in preference to this large "poster" size.

If these circulars pay him well he ought to be able to afford to go to a better and more up-to-date printer who has a taste for more modern type that his present printer seems to show.

The matter on the circulars is nicely arranged, though, as previously suggested, it might to advantage be of a less sensational style.

One other circular caught my eye, and though I can't care to admit that I approve of this style of advertising, I am calling it to my readers' attention because there are some retailers who think this kind of a thing is very good.

The circular looks like a railroad time-table on first glance, and at the top appears the following:

EXCURSION
TO
BUFFALO AND RETURN
\$1.00
Good For 30 Days

would be remarkably low rates, but not as low as groceries will be sold at Condron's Cash Grocery on our two bargain days a week.

Tuesdays and Fridays

We cannot give a complete list of all bargains on this circular, but this is a fair sample, as everything has been reduced.

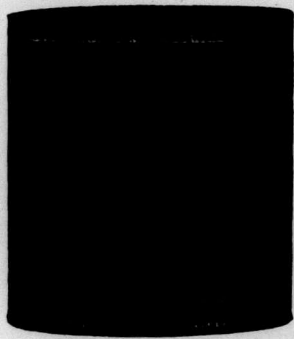
Mr. Condron's way of putting things sounds so genuine that I am sure it would be hard for many of the recipients of his circulars to doubt his sincerity. His circulars give one the impression that he really means what he says, and that his bargains are real bargains. So while we might easily criticize the make-up, the literary style and all that, such criticism too strongly put would be altogether out of place, for does not Mr. Condron say that he gets results, and that's what he issues the circulars for.

Notice this bit which appears at the bottom of one of the circulars:

TURN OVER a new leaf and pay cash for your groceries. You will feel 10 years younger if at pay-day your wages are yours instead of your grocer's. If you are looking for a store where quality and economy join hands, come to CONDRON'S CASH GROCERY.

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

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



Hires'

Root Beer

the whole day long.

And you will feel "all right."

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

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows:

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form — 50 years' reputation.

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

3
See last book 10
Page 188
June 9.



The Song of the Laundresses:

We sing of **Chinese Starch** all day
A song of joy and praise;
Our linen white is a delight,
And pleasure rules our days.

The happy laundresses give vent to their joy; thanks to CHINESE STARCH, they are happy and their situations secure.

Ironing day, always a nightmare, was long and fatiguing. Now the ironing board has no terrors for the maid. With CHINESE STARCH to aid her, her work is quickly and easily done, without fatigue, and with incomparable results. Wise housewives imitate the laundresses, who know the value of CHINESE STARCH—the best in the world.

MANUFACTURED ONLY BY

OCEAN MILLS,

ASK YOUR JOBBERS FOR IT.

- MONTREAL, P. Q.

OUR AGENTS:—

Toronto, Ont., R. S. McINDOE, 25 Front St. W.,
Agent for Ontario.
Halifax, N.S., W. A. SIMSON, 122 Hollis St.
Ottawa, Ont., JOHN E. COX, 53 Sparks St.
Charlottetown, P.E.I., MCKINNON & McNEVIN.

FOR SALE BY:—

H. P. ECKARDT & CO.,	Toronto, Ont.
LUCAS, STEELE & BRISTOL,	Hamilton, Ont.
THE F. J. CASTLE CO., Limited,	Ottawa, Ont.
JOBIN, MARRIN & CO.,	Winnipeg, Man.
HUDSON'S BAY CO.,	"
CODVILLE & CO.,	"
WILSON BROS.,	Victoria, B.C.

This "example" on the advantage of paying cash is worth repeating :

You make quite a saving by paying cash. (If you buy here.)

There is no doubt our prices are much less for better goods than elsewhere.

Our reason is: Being cash buyers, we buy cheaper than other stores do.

Still another reason: If you pay cash, you will limit your purchase to suit cash in hand, and will not buy more than you can afford to because you can have it "charged."

An average family will spend about \$300 a year for groceries, and even if they only save 20 per cent. (a too low estimate), you would save \$60 a year, or \$5 a month. Think it over.

REMEMBER! If you pay cash in a credit store you pay credit prices. You don't get the advantage for your cash that you will here. Our delivery service is as prompt as any store in the city, and it will be improved as occasion demands.

Evidently Mr. Condon is doing a good deal in the way of educating people to pay cash, for his circulars seem full of arguments showing the advantages of buying groceries in this way.

This last one may prove of some suggestive value to some other grocer readers who try to do business on a cash basis, so I reprint the matter :

WHY YOU SHOULD PATRONIZE US

- 1st Reason.—We have no bad accounts for you to help pay for.
- 2nd.—Selling for Cash, we can buy for Cash, and so buy cheaper than other stores do.
- 3rd.—You make quite a saving by paying Cash. if you buy here.
- 4th.—If you pay cash in a credit store you pay credit prices.
- 5th.—We treat everybody alike and everyone so well that they will come again.
- 6th.—We want your own experience to teach you that you may have absolute confidence in us.
- 7th.—It's our object to give our customers the benefit of our ability in buying through our eight years experience in the wholesale trade.
- 8th.—The law says sixteen ounces make a pound. A legal pound is the kind you get here.
- 9th.—We are not bragging about our honesty, but because this is another reason your money will go farther here.
- 10th.—Pay Cash for your groceries and you will feel ten years younger if at pay day your wages are yours instead of your grocer's.

CHARTREUSE.

On account of the expulsion from France of the monks of Chartreuse, the famous product of their distillery, chartreuse liqueur, has advanced in price to a remarkable extent. Brother Raphael Bonal, however, is continuing the manufacture in the Department of Isere, of his celebratedly fine "raphaelle." The difference between "raphaelle" and chartreuse lies only in the name and price, and the quality is such that the most critical connoisseur can find no fault. Montreal is fairly well supplied on the moment, though as shipments of chartreuse will be few and far between, dealers will do well to place their orders for import with B. O. Beland, 26 Lemoine street, Montreal.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO**



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon PASS Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

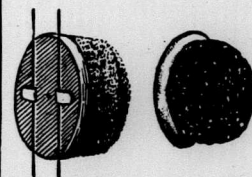
We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

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

BROCK'S BIRD SEED



"It's all right."

For You
For
The Bird.

NICHOLSON & BROCK, TORONTO.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

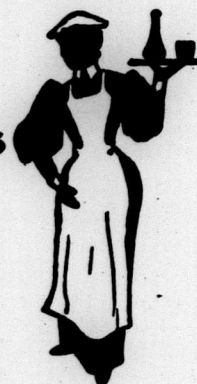
FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.



Some Grocers get the best.



Some grocers get the best goods they can find; others get the cheapest they can.

The biggest success comes to those who insist on quality, and carry only reliable goods.

If you want to tie your trade to you, give

DWIGHT'S "COW BRAND" SODA

the prominence it deserves. Uniform in quality and always satisfactory. That means business.

JOHN DWIGHT & CO.,

MANUFACTURERS.

Current Market Quotations for Proprietary Articles

August 20, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

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

W. H. GILLARD & CO.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

2c, 5 doz. in case		\$0 40
"	"	0 75
"	"	1 25
"	"	2 25
Ocean Baking Powder, 1 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 5 doz.		90
Ocean Baking Powder, 1 lb., 3 doz.		1 25

Ocean Mills	Per doz.
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78
Freight paid, 5 p.c. 30 days.	

ROYAL BAKING POWDER CO.	Per Doz.
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	Per Doz.
Dime	\$1 00
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.	Per gross
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

Blue.

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

Black Lead.

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

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Bocckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 "	3 95

Bocckh's Bamboo Handles, C, 3 strings	3 70
" " " " D, 3 "	3 50
" " " " F, 3 "	3 20
" " " " G, 3 "	2 95
" " " " I, 3 "	2 60

CANADIAN BROOM CO.

Warehouse	4 strands	Doz. Net.
Special	4 "	\$3 15
Crown	4 "	3 15
Maple Leaf	4 "	2 75
Electric	4 "	2 40
Queen	3 "	2 25
Crecent	2 "	1 90
"	"	1 60

Biscuits.

CARR & CO., LIMITED	Per case, 100 tins.
Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.	Per case, 100 tins.
Mushrooms, Rionel	\$15 50
" 1st choice Puthell	18 50
" extra Lenoir	19 50
" "	22 00
French Peas, Delory's—	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case	3 00
Tilston's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocos.

THE CHOCOLATE CO., LIMITED.	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	\$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40

Cocoa Essence, sweet, 1/2-lb. tins,	per doz.	1 80
Chocolate—	per lb.	
Queen's Dessert, 1/2's and 1/4's	\$0 40	
" 6's	0 42	
Mexican Vanilla, 1/2's and 1/4's	0 35	
Royal Navy Rock, " "	0 30	
Diamond, " "	0 25	
" 8's	0 28	

FRY'S.	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" 1/2's, 14-lb. boxes	4 50
" 1-lb. "	8 25
Homeopathic, 1/2's, 14-lb. boxes	
" 1/2's, 12-lb. boxes	
Epp's Cocoa, case of 14 lb.	0 35
Smaller quantities.	0 37 1/2

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

Mott's	Per lb.
Broma	\$0 30
Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Breakfast Cocoa, 1/2's in boxes	0 40
No. 1 Chocolate	0 30
Breakfast Chocolate	0 28
Caracas Chocolate	0 40
Diamond Chocolate	0 23
Navy Chocolate, 1/2's in boxes	0 27
Cocoa Nibs	0 35
Cocoa Shells	0 65
Vanilla Sticks, per gross	1 00
Confectionery Chocolate	0 21
Sweet Chocolate Liquors	0 20 0 35

CADBURY'S.	Per
Frank Magor & Co., Agents.	
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/2 and 1/4-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

