

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**

It is not so because we say it

But

We say it because it is so.

**Christie's Biscuits stand PARAMOUNT for Quality**

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



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

**Christie, Brown & Co.,** TORONTO MONTREAL  
LIMITED

# MOLASSES

Our First Cargo  
NEW 1903 CROP  
**BARBADOS**

Per Schooner "ARCTIC"  
Has Arrived

FOR PRICES, ETC., APPLY

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

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

## National Licorice Co.

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

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

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

Where all communications, orders and remittances should be sent.

*all returned*

*"Best in the World."*

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

PURE ENGLISH

**MALT VINEGAR** Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form - 50 years' reputation.

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

**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



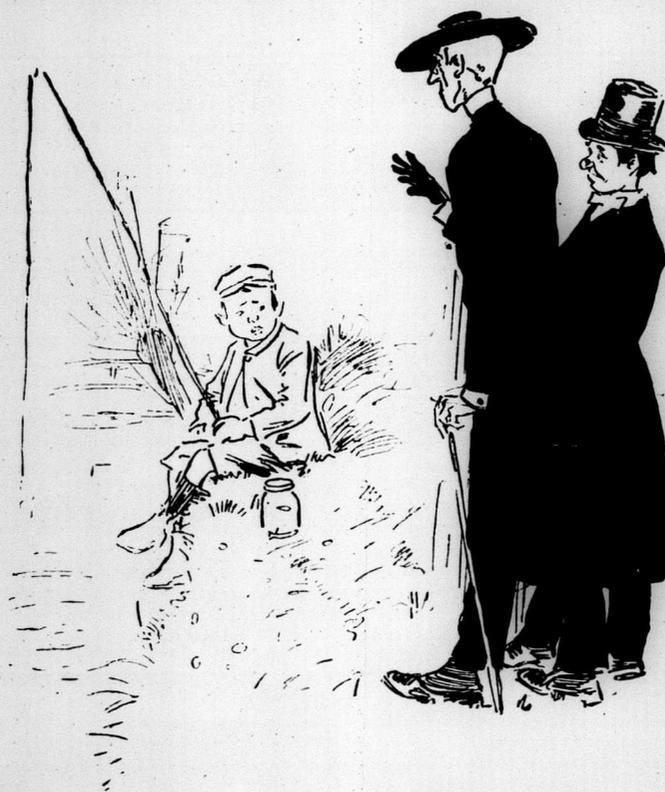
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## Cured and Packed Where Caught !

### "Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side, where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand !**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality and not on price. It is the Standard Brand of Canned Fish !**

**Highest Quality Always.**

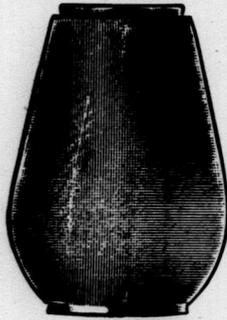
ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,  
Montreal.

Sole Agents,

20 $\frac{1}{2}$  Front Street,  
Toronto.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited.

*all returned  
see p.*



For Sale Everywhere.

ASK FOR

**MOTT'S.**



MR. GROCER—

The profit in your business rests upon little things—"mites." If you are forced by the scales you are using to give 50 customers daily one cent each in down or over-weight, you are 50c poorer and they do not know of or feel any benefit. If you use a Toledo Automatic, Springless Computing Scale the 50 customers will give you the one cent each that you would otherwise give them and you gain 50c., a difference in your favor of \$1.00 on the day's business and the customer gets his just dues, so loses nothing.

MADE IN CANADA.

For Descriptive Catalogue and all information write to  
**DEAN & McLEOD, Canadian Agents,**  
The Toledo Computing Scale Co.,  
HAMILTON, ONT.

Toronto Agency: 156 Bay St.  
Montreal Agency: 251 St. James St.

James Ewart

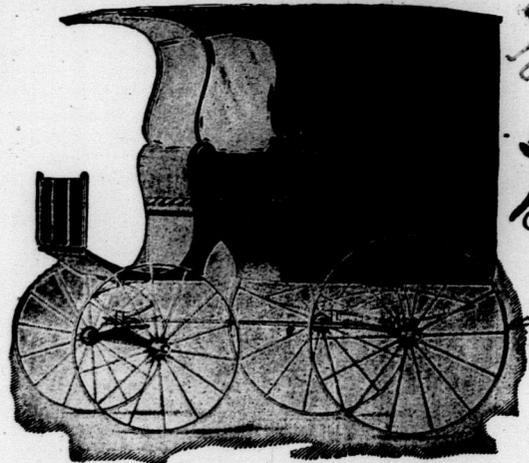
MANUFACTURER OF

High-Grade Delivery  
**WAGONS**

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

257-9 QUEEN ST. EAST  
TORONTO.

Write For Prices. Phone Main 1188.



*RETURNED  
JUL 10 1903  
See p. 77  
J. Mott*

# Character vs. Reputation.

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

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

Two good lines at present in stock :

## Maple Leaf, Lowe Inlet.

The British Columbia Packers' Association

VANCOUVER, B.C.

HAVE YOU TRIED

# "Montserrat"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

"MONTSERRAT" is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "MONTSERRAT" is made from CULTIVATED LIMES.

**EVANS and SONS, Limited,**  
MONTREAL AND TORONTO.

Cool and Pleasant Drinks  
for the Hot Weather

The Lime Juice . . .

Lime Juice Cordial

Raspberry Vinegar

manufactured by us is thoroughly hygienic. It refreshes without having the slightest harmful ingredient in its composition. For sale at all grocers'.

The **T. A. LYTLE COMPANY, Limited**  
124-128 Richmond St. West, TORONTO.

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



**Hires**  
Root Beer

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

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

**W. P. DOWNEY,**

26 St. Peter St.,

—Prices on Application—

**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.

SOLE AGENT FOR CANADA.

— MONTREAL.

# LIPTON'S TEAS

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

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

WRITE TO THE AGENTS—

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

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JUL 10 1903  
S. A. LYTLE  
Page 77  
S. A. LYTLE

The Tremendous Popularity

===== of =====

# JAPAN TEA

Is **due** to its many **good** qualities. It is a **pure, wholesome, health-** giving beverage, **unadulterated**, always **reliable**. In fact, when you **sell**

## JAPAN TEA

**you know** that your customers will be fully satisfied, and that they will **come back again**.

Use

# Crystal Granulated Sugar.

It is an all-Canadian product and the quality is right.

## The Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, ONT.

*all returned  
20/10/22*

If

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Note

THE CANADIAN GROCER

# Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

## 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

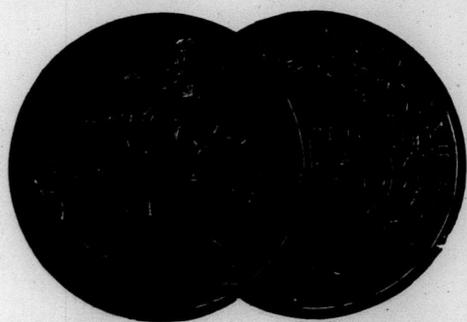
City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

Worcestershire

# SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.

Mr. John Fisher, Manufacturers' Agent, Toronto.

Mr. A. N. Mackerrow, Ottawa.

Messrs. Clawson & Co., St. John, N.B.

Messrs. Wm. Tuffts & Son, Vancouver, B.C.

Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER,  
ENGLAND.

# Facts

No. 4.

Among the list of essential constituents of tea must be mentioned that of TANNIN. Taken in moderate degree this essential has undoubtedly a mild, beneficial, tonic effect. Those teas, however, which contain an overabundance of TANNIN should be rigorously avoided, its presence in too large a quantity meaning a consequent lack of the more valuable oil and alkaloid which give greater virtue to the finished tea. In many teas TANNIN is present to the extent of 20 to 27 per cent. In **CEYLON TEA** it is contained to the moderate extent of only about 10 per cent. In **CEYLON NATURAL GREEN TEA** the smallness of per cent. is most marked, and in **CEYLON BLACK TEA** it is present in positively the most minimum degree, the process employed removing its astringency in a most decided manner.

Buy only . . .

**CEYLON TEA**  
**GREEN or BLACK.**

The pure, natural tonic.

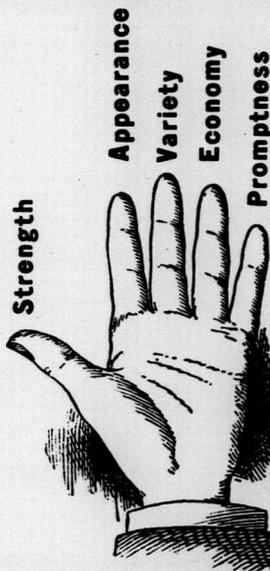
Pure natural Green

**CEYLON TEA**

The minimum of Tannin and maximum of Virtue.

“THE”  
 best and therefore  
 THE CHEAPEST PACKAGE FOR  
 TEAS, COFFEES, SPICES, BAKING POWDER  
**“The Perfection Canister”**  
 JAMS, JELLIES, SYRUPS, STARCH.  
 Write us for information and prices.  
 The Dominion Canister Co. Limited  
 DUNDAS, CANADA.

5 STRONG POINTS.



Strength  
 Appearance  
 Variety  
 Economy  
 Promptness

**Wrapping Papers**  
 CONSULT OUR TRAVELLERS OR WRITE US.  
**DOUGLAS & RATCLIFF**  
 Paper Dealers,  
**TORONTO.**

**ENTERPRISE** on an article is a  
 Guarantee of **QUALITY**

**ENTERPRISE**

**FOOD  
 CHOPPERS**

**Four Knives  
 with each Machine**

No. 100, chops 2 lbs. per minute, \$1.50  
 No. 300, chops 3 lbs. per minute, \$2.25

**Sell every Day in Year  
 GUARANTEED TO CHOP RAW MEAT**

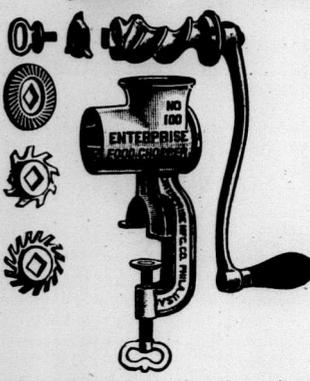
Illustrated Catalogue FREE Order through your Jobber

**Bone, Shell &  
 Corn Mill**

No. 750, \$7.50

**Meat Juice  
 Extractor**

No. 21, \$2.50



**Cherry Stoners**  
 5 Sizes & Styles

No. 1, \$7.50 doz.

**Rapid Grinding &  
 Pulverizing Mills**  
 45 Sizes & Styles for Hand  
 & Power, \$1.25 to 500.00

No. 2½, \$4.75

New York Branch,  
 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,  
 105 Front Street

THE CANADIAN GROCER

HOUSEHOLD AMMONIA.

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

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

JOHN G. HARVEY,  
Mfg. Chemist. TODMORDEN



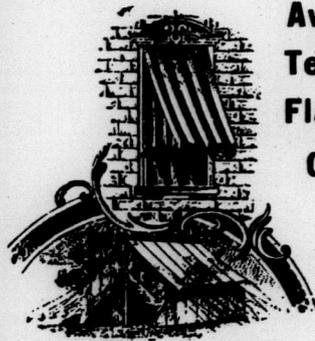
Capstan  
Brand  
Baking  
Powder

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

ASK YOUR WHOLESALE GROCER FOR IT.

The  
**Capstan Manufacturing Co.**  
Toronto, Ontario, Canada.

BUY OF THE MANUFACTURERS . . .



Awnings  
Tents  
Flags and  
Covers

WRITE  
FOR  
QUOTA  
TIONS.

RAYMOND BROS., Windsor, Ont.



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

C. P. FABIEN,  
Merchant and Manufacturer,  
Montreal, Can.

3167 to 71 N. Dame St.  
Write for Illustrated Catalogue.



THE  
**PARKHILL  
BASKET CO.**  
Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

**CANNED GOODS**

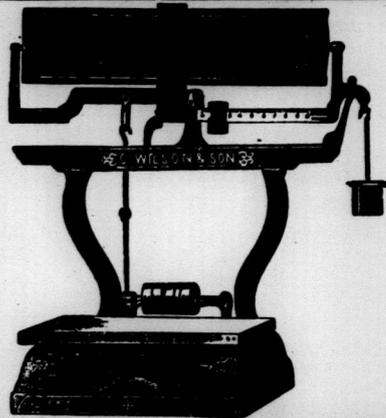
ALL : KINDS : WANTED

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

HIGHEST REFERENCES

**Alex. S. Duffus, Jr.,**

27 LEADENHALL ST.,  
LONDON, E. C., : : ENGLAND.



**Paid For Itself.**

C. WILSON & SON, Scale Manufacturers,  
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

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



The husband said one day to his wife: "Here is a dollar; go and get some **Chinese Starch**, because I want my shirts, collars and cuffs well done, ironed and glazed in proper style---and that without tiring you." Chinese Starch is the article. We pay the freight to all parts of Canada.

**OCEAN MILLS, MONTREAL.**

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.

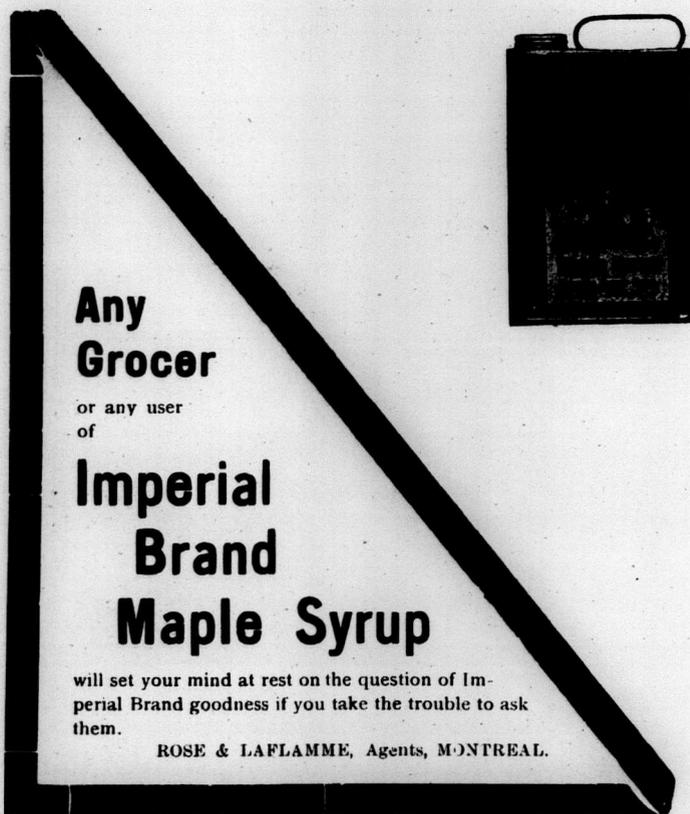
## RECEPTION WAFERS

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.



**Any  
Grocer**  
or any user  
of  
**Imperial  
Brand  
Maple Syrup**

will set your mind at rest on the question of Imperial Brand goodness if you take the trouble to ask them.

ROSE & LAFLAMME, Agents, MONTREAL.

**BATGER'S  
Lemon Squash.**

the purest and best lemon squash is the only kind it pays to handle. When you handle Batger's you are selling an article of known quality.

ROSE & LAFLAMME,  
Agents,  
MONTREAL.

# THE PERFECT RESULTS

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

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

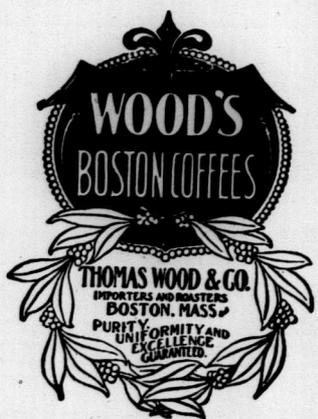
**W. H. GILLARD & CO.,** WHOLESALE GROCERS, **HAMILTON, CANADA.**

## Concentrate and Win!

Good commanders do not undertake to win victories with resources and battalions scattered.

Wise merchants have a particular object in view to command success, whether in one department or many. Concentration of energy and force to carry the point furnishes the mainspring of their action.

The grocer with a full stock of our unrivalled brands of . . .



## WOOD'S COFFEES

concentrates and establishes a permanent trade. They lead all others in fine roasts, quality and price.

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

# Things You Want.



Up-to-date dealers look for goods that sell themselves—articles that prove both satisfying and gratifying to purchasers. They find grander values than ever now in our splendid line of

## KITCHENWARE

Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, etc.

Dealers and consumers know, in purchasing these goods that they have articles that will cause them no trouble whatever.

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

## UNITED FACTORIES,

Head Office: **TORONTO.**

**LIMITED.**

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

**MONTREAL BRANCH: 1 and 3 DeBresoles St.**

**LONDON BRANCH: 71 Dundas St.**

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur  
Lydiatt,

TORONTO.

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

### Are People Talking About Your Store? They Should Be.

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

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

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

#### DON'T GET DISCOURAGED—TRY TELLING THE TRUTH.

A MERCHANT who had been in the habit of turning his goods over once a year and marking them at a margin of 25 per cent., decided that with a closer margin he could turn them over more rapidly.

He cut the margin accordingly—bought carefully—advertised—sold rapidly.

At the end of the year, on a margin of ten per cent., he found he had turned his stock nearly six times, and that his net profit for the year was 58 per cent.

It took a little harder work to keep the stock moving, more care to buy just what the people most wanted, and caused

#### Bradley's Grocery News.

#### The Court of Appeal

No matter where you buy your tea, the court to which you appeal, and whose judgment you abide by, is the tea-pot. That is the court we would like you to have pass judgment on any of our various lines.

Let us know the price you pay for the tea you use, then take a drawing of the brand we sell for the same money, and compare.

We sell more tea than other stores, because we sell better qualities at the same price as you pay for inferior grades elsewhere.

Do you like good Japan tea? Try a ½ lb. of our brand we sell at 30c. lb.

Telephone 232. 64 St. Paul Street.

him a little extra anxiety with reference to keeping the stock up to the top notch.

But people soon learned that his goods were always new—that his stock was always fresh—that they could save a little on purchases made at his store, because of the lower margin of profit, and he a great deal better satisfied with what they bought. They were always sure, too, of getting the worth of the money spent in his store.

It is certainly much the best policy to mark goods at a margin that will make them sell readily—that will turn the stock over quickly—than to keep up the margin of profit and have the sales drag.

No merchant is justified in selling goods so close as to afford no profit for his investment, but he is foolish to permit a desire for a large margin of profit

You wish to increase your business, and decide to advertise.

You decide on an expenditure for this purpose of \$75 a month. Your expenses are then increased to \$325.

By this expenditure, let us suppose, you are able to increase your sales to \$1,300, and, at this rate your advertising expenses added would amount to the same percentage as before, namely 25 per cent.

You have not increased the percentage of your expenses and have sold \$300 more goods, so that if your net profit was 5 per cent, you have increased your net earnings \$15.

And the amount I have named for advertising should bring even larger results, which would add to the net profit.

If, then, a proper amount of advertising will serve to help you turn over your stock oftener—and if it be good enough to bring sufficient results to make a larger profit in the turning over—doesn't it seem wise to do the requisite advertising?

I have before me a few ads. from Bradley & Son, St. Catharines, Ont., which are a little out of the ordinary. They show the result of intelligent effort, yet betray a tendency to talk too much, which at times is liable to carry the reader away from the point.

Every sentence should "talk shop," and, while I do not notice any particular sentence in the ads. which have been sent me that illustrates this point, still I think they lack that brief, "only time for business" style.

I would make the "talk" more personal, and instead of saying "this store," as you do three or four times in the ads. here reproduced, I think I would use the word "Bradley," or "Bradley's."

Note how the one ad. would then read:

#### It Is Concentration That Counts.

Bradley gives his entire thought and energy to the supplying of groceries.

Every effort is concentrated on buying and selling groceries so that Bradley's customers may receive better goods and better service than other grocers' customers do.

How we have succeeded will be quickly learned on visiting the store, seeing the goods and comparing prices.

Wednesday, May 13, 1903.

#### THE COST OF LIVING

Can be reduced by careful shopping. It is the continual saving of a few cents here and a few more there, that makes a substantial savings bank account an actual possibility in a few years. Now, this store is where many careful buyers are saving their pennies each week on their groceries. Possessing, as we do, one of the largest grocery stores and stores in St. Catharines, this store can offer more advantages, better prices, fresher goods, and more general satisfaction than any other grocery in the vicinity.

Saturday shoppers will find this store a good place to trade. You get waited on promptly and satisfactorily without any annoying long waits. Come Saturday or any other day.

Icing sugar, 4 lbs. for.....25	Jelly powder, per pkg.07
Canned salmon, 3 cans 25	Eggs cocoa, per can.10
Life chips, 3 pkgs. for.....25	Pudding, per pkg.....10
Malta vita, 2 pkg. for.....25	Corn beef, 2lb tins ea.25
Corn starch, per pkg.....06	Cottam's birdseed.....09
Rice, 6 lbs for.....06	Canary seed, per lb.....05
Sago, per lb.....06	Shoe polish, per bottle 07
Tapioca, 8 lb's for.....25	Gold dust soap, 3 bars.25
Tilson's rolled oats.....25	Fair play chewing
9 lbs. for.....25	scalers, per jar.....20
Baking powder in quart	tobacco, 4 10c plugs.25

#### BRADLEY & SON,

64 St. Paul street, Retail Grocers.

to interfere with the rapid turning of his stock.

We have heard considerable discussion on the subject of advertising increasing the cost of doing business.

It does and it doesn't. Just depends on the kind of advertising.

Good advertising does not make goods more expensive. It lowers the cost of doing business. If it does not do this it is not good advertising.

The largest and most successful advertisers say that if they did not do so much advertising—and do it so well—their prices would have to be much higher.

A proposition to increase advertising expenditure—or to do better advertising—in order to lower prices, would be more practical than a proposition to do less advertising in order to cut down expenses, and thus be able to lower prices.

It's a matter of percentage.

Suppose, for instance, you are doing a business of \$1,000 a month, and that your expenses are \$250, which is 25 per cent. of your sales.

**RISING SUN**  
 IN **CAKES**  
 WELL KNOWN AND RELIABLE

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



DURABLE  
3000 TONS SOLD

STOVE POLISH  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

It might be entirely re-written to advantage, having this idea in mind. Note also the others:

**It Is Concentration That Counts.**

This store gives its entire thought and energy to the supplying of groceries. Every effort is concentrated on buying and selling groceries so that customers of this store may receive better goods and better service than elsewhere. How we succeed can be more quickly learned by visiting the store, seeing our goods and comparing prices.

**Do You Realize**

what you are losing by not trading at this store? It may be only a few cents on each order, but even pennies count at the end of the year. Why not try this store for groceries? See what the actual saving would be. We would be pleased to see you.

**LOOK OVER THESE PRICES.**

These ads. seem to lack the positive element. They strike me as having been written in an endeavor to write a "good" ad., rather than with the idea of selling goods. Resulting sales determine the goodness of an ad.

Ordinarily, people don't seem to realize that they are "losing money" by not trading at any particular store. I think it better to draw attention to how much money can be saved by making grocery purchases at your store—how much farther the "allowance" will go. Don't presume that people are trading at other stores and then "nag" them by inferring that they are losing money by doing so.

Rather coax people into your store than scare them out of other stores.

In the smaller ads. I would have the name across the bottom over the telephone number and address. The exact identity of the ads. is apt to be lost if you depend on the "Bradley's Grocery News" heading to look after the point.

Do you make any further effort to get business; that is, outside of this advertising in the daily and weekly paper?

Do you get results?  
 Ever make any special effort to draw trade?

Please let me have particulars—they may prove interesting to other readers.

**THE BALANCE WHEEL OF CANADA.**

AS a rule unusual industrial activity and expansion develops excessive hope and leads to "boom" conditions, with the almost inevitable reaction and depression. The remarkable expansion of the Canadian Northwest has not, in the opinion of R. C. Steele, of The Steele-Briggs Co., Ltd., Toronto, who has just returned from a trip through Manitoba, led to such conditions.

"Instead of being a factor likely to cause disturbances, I have been impressed with the belief that the west is the balance wheel of Canada's industrial and commercial mechanism," said Mr. Steele to "Hardware and Metal."

"It is the west which is keeping our factories, mills and business concerns of Eastern Canada so busy. The pace here is so fast, the production increasing so rapidly, that the wonderful extension of our outlet in the west is the saving factor in the situation. The expansion there seems to be just about sufficient to keep everything running smoothly; it is the justification for the activity in the east."

"What evidence of this expansion is shown to the visitor to that part of the country?"

"First, and foremost, the undeniable fact of the large immigration to the west. Not only is this immigration great, but it is clearly of superb quality. In the early days we were contented with Mennonites and Doukobors, people who had no means and less knowledge of conditions there: who had to be helped financially, instructed in their work and have vet to be educated to Canadian ideals. The men who are now going in there are Americans and British people who have means and who are acquainted with the needs of the country. They are bringing in equipment and stock, in some cases thoroughbred cattle, and are getting right to work. In fact, some of the American farmers are not following the beaten track of "back setting" the land (not taking a crop off it, but preparing it for the next season) their first year but are immediately sowing flax.

"I would prefer to see 500 Ontario, American or British immigrants come in than 1,000 foreigners, not merely from the standpoint of national spirit, but also of their value to the rest of Canada industrially and commercially."

"It is clear that Manitoba and the Northwest Territories have passed the experimental stage; the fear of grasshoppers and frost does not now hang like a cloud over the outlook for the future. One has but to see the enormous and substantially-built warehouses in Winnipeg and at other centres to be convinced that the business men, not only of the west, but of all houses doing business there, are satisfied as to its future.

"Nearly every bank in Canada is now represented in Winnipeg and their premises are such as would be a credit to any city in Canada. The justification for this is shown in the statement of bank clearings for Winnipeg during May, which were over 50 per cent. above those of last year and double those of two years ago. Winnipeg now stands third among the cities of Canada in this regard.

"Yet after all I was more impressed by my visits to retail stores than by anything else, the surprising feature being the quality of goods handled. In the furniture, the dry goods stores—everywhere household furnishings are offered for sale, one cannot fail to be impressed by the substantial and costly nature of goods bought by the ordinary resident. This was explained to me in a measure when I met one farmer who had just returned from a three months' visit to Montreal and later another farmer who last fall sold a wheat crop of 7,000 bushels and straightway left to spend the winter in California. It is unquestionably a big country, of big crops, and big ideas. A Montreal wholesale dry goods man told me on my way home of receiving an order in Edmonton from a store-keeper who had travelled 2,500 miles from the north to reach that place, bringing \$10,000 worth of furs and leaving money in the bank to pay for his stock of wares for the next season.

"The crop prospects appeared unexcelled to me. It is a glorious sight to see the great wheat fields gently swayed by the summer breeze. Flax is going to be an important crop there, if present indications prove anything. There are, I believe, 55,000 acres sowed in flax in Manitoba this year and as the quality produced there is of the best, superior in its proportion of oil, it commands higher prices. The possibilities of the future in this crop may be judged from the fact that one of the Dakotas produced last

# In Japan Teas we have

Kiji and Empire in 1 and 4-lb. packets and 20-lb. cads.

# In Ceylon Teas we have

Black, also natural and finished leaf Young Hysons and Japan style, packed in matted half-chests.

**LUCAS, STEELE & BRISTOL,  
HAMILTON.**

Who Ships

**BREAD and  
CAKES ?**

**We Do!**

The Nasmith Co., Limited, Toronto.

**O**UR friends in New Ontario and the West, who have no home-grown fruits to preserve, cannot afford to be without the unparalleled products of this grand Niagara Peninsula.

## Goodwillie's pack of Preserved Fruits

is the choicest to be had. Here is our assortment :

**PEACHES, PEARS, PLUMS,  
RED and BLACK CHERRIES,  
RASPBERRIES, STRAWBERRIES, GOOSEBERRIES.**

Do not delay your selection.

**JAMES TURNER & CO.**

Wholesale Grocers,

HAMILTON, ONT.

Write, Wire or Phone Us at Our Expense.

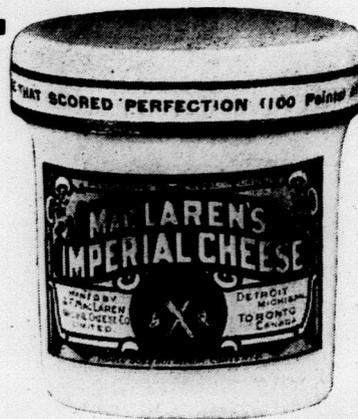
# THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt  
Shippers }

49 Front Street E.,  
TORONTO

*all right*



IT IS NEVER NECESSARY TO REPEAT A WARNING TO A WISE MAN. IF YOU ARE WISE YOU WILL HAVE NOTHING TO DO WITH IMITATIONS OF OUR JARS AND LABELS. THEY ARE BOOMERANGS.



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

year 14,000,000 bushels of flax-seed. When we reach a production approaching such figures our output of linseed oil will soon be in excess of our requirements and Canada will then export this oil, which she now imports.

"Thus it is; the west produces what the east consumes; it also consumes what the east produces. Take canned goods for instance. There are no canning factories in the west; consequently the people there buy ten-fold per capita what the residents of the east need. Thus the balance wheel works."

#### POOR FRUIT IN FRANCE.

THE United States consul at Bordeaux says the fruit crop of France is in a very poor condition. The frosts in the early part of April had a serious effect on the fruit crop. He says that all fruit, with the exception of pears, is reported to be completely destroyed. The failure in the prune crop is the most serious, as there is no supply to fall back on, as last season's crop was also a failure. The walnut crop is said to be injured seriously, but as yet the growth is not far enough advanced to make a reliable report.

Concerning the production of wine the consul reports as follows:

"It is estimated that one-half of the vine crop of France is destroyed. The vines had not yet put out their blossom shoots, but the swollen buds, just ready to unfold, were frozen and have largely turned brown and dry. A certain proportion of new buds will come on, but the number depends entirely on the weather conditions which may hereafter prevail. The commercial importance of such a reduction of the vintage of a single year is greatly modified by the fact that wine is not marketed or consumed as soon as made. Two years and, if it is of good quality, three years must elapse before it comes on the market. The failure of a single crop does not, therefore, produce immediate scarcity. Practically, there are two years' stock now on hand, and should the next crop be one of such profusion as those of 1874 and 1892, which followed other great frosts, the failure of this year's vintage would hardly be felt in the world's markets. There is much more on hand, not only in France, but also in Italy, Spain, Algeria, etc. It is not certain, therefore, that any permanent augmentation of existing prices is likely to result in the wine trade."

## THE CANADIAN GROCER

### CHAT

#### ONTARIO.

**M**R. SWEETMAN, an employe of the Guelph Electric Railway for the past five years, is going into the grocery business with his father.

The Ontario Sugar Company, of Berlin, recently sold 11,000 barrels of sugar to The Canadian Grocers, Limited.

The Barrie merchants have recently decided to close their places of business every

Wednesday afternoon during July and August.

J. A. McLaughlin, Toronto, is considering the proposition of starting a general store in Indian Head, N.W.T.

T. F. Robinson, general merchant, Leamington, is about to open up a large grocery and dry goods store in Dutton.

J. H. Ansleybrook, Burford, has purchased the grocery business lately carried on by J. McShea, St. Thomas. The appearance of the store has been very much improved by a complete renovation.

#### QUEBEC.

The marriage of J. A. Gagnon, wholesale grocer, Quebec, to Miss Marie Nadeau took place recently.

#### BRITISH COLUMBIA.

The establishment of The Vancouver Packing and Canning Co. on False Creek has been purchased by Wm. Holden, and the industry will be so extended that over 70 hands will be employed.

The first sockeyes of this season were packed on the Skeena River by W. R. Chambers, manager of the British Columbia Packers' Association cannery at Port Essington.

The Fraser River fishermen have declared a strike, to take effect as soon as the season opens, which will be about July 1. The fishermen demand 17c. and 18c. per fish, while the cannerymen have only offered so far 14c. and 15c.

The fruit industry is becoming an important one in British Columbia. This spring about 220,000 young trees have been laid out, and a large trade with the prairie country is expected in exchange for wheat and dairy produce.

#### NOVA SCOTIA.

The marriage ceremonies of James Wilson, of the firm of A. Wilson & Son, fish merchants, Halifax, and Miss Addie Duncan were celebrated recently.

Bridgetown is to have two vinegar factories, which will be established this summer. One is being built by The Annapolis Valley Vinegar Manufacturing Company, Limited, and the other is being erected by Mr. Graves, who for several years has been manufacturing vinegar on a small scale in Granville.

#### PRINCE EDWARD ISLAND.

■ Lobsters are more plentiful this year than last. The outlook for salmon fishing, however, is discouraging.

#### NORTHWEST TERRITORIES.

Lenn & Franks, of Wapella, intend opening a general store in Wolseley.

J. E. Argue, of The Medicine Hat Trading Co., and W. W. Cooper have purchased R. P. Langford's general business at Swift Current, and will run it under the firm name of Argue & Cooper.

#### CREAM YEAST CAKE.

We understand that E. W. Gillett & Co. Limited, have given instructions to their solicitors to take the case to the Court of Appeal. Owing to the summer vacation it will probably be several months before the argument will be heard in that court.

## A Trade Winner

# "ENCORE" POTTED LOBSTER

To Retail at  
**15c.**

And show you  
a good margin

...Wholesale Agents...

The DAVIDSON & HAY, Limited

Wholesale Grocers

**TORONTO**



# "Upton's"

THE NAME HAS  
SO LONG BEEN  
ASSOCIATED  
WITH PERFECT  
JAMS AND JEL-  
LIES, THAT YOU  
MAY PLACE  
EVERY CONFIDENCE IN THE  
SELLING AND  
KEEPING QUALI-  
TIES OF THEM.

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

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Great Demand for Chickens.

**T**HE present time is most favorable for the production, fattening and marketing of farm chickens. There has been such a substantial increase in the consumption of chickens and eggs within the last few years that it is not possible to rear a greater number of suitable market chickens than can be sold with profit. Last year there were not sufficient chickens sold in Canada to supply the home markets. As a result of the shortage of chickens the trade with Great Britain was lessened. This is unfortunate on account of the great demand for Canadian chickens in Great Britain and the good prices that are paid.

The chief of the poultry division of the Agricultural Department at Ottawa, Mr. F. C. Hare, states that numerous letters have been received from produce merchants, poulterers and commission merchants, who desire to learn in what localities chickens can be bought in great numbers and at reasonable prices. From several Canadian cities, and especially from Montreal, produce firms have asked to be informed where market chickens suitable for shipping to Great Britain could be obtained in the greatest numbers. British poulterers and commission merchants have repeatedly asked for the same information. The letter of a well-established produce house in London, England, was received last week.

This firm wished to "start an undertaking for the purpose of importing Canadian poultry to Great Britain." They desired information as to the probable success of such a project and the possibility of obtaining poultry (especially fowls) in large quantities, and the best districts for the collection, etc., of them. Last fall a firm in Cape Colony wished a poultry trade developed with that colony. One shipment of Canadian chickens was made to Cape Colony, which arrived in a satisfactory condition and pleased the trade. A New York firm wrote that they desired to import Canadian chickens and were recommended by the Department to a firm in the Maritime Provinces, from whom they purchased chickens and were impressed favorably by them.

The above and similar requests are difficult of solution, even by one in touch

with the Canadian produce firms and packing houses that are buying and marketing chickens. The majority of our established firms are equipped with a complete plant for marketing in Canada or Great Britain several times more chickens than they can buy. Their profits are diminished through scarcity of chickens. Nevertheless merchants in Great Britain, Cape Colony, the United States, and even in Australia, are looking to a supply of Canadian chickens to satisfy their growing trade.

The problem of supplying this wonderfully increased demand for chickens can be solved by the farmers alone. Instead of the farmer rearing 50 or 100 chickens, that receive little attention or feed, he should rear from 200 to 1,000 chickens annually. These should be of a utility type, such as can be found in the popular breeds, Plymouth rocks and Wyandottes. The chickens should be hatched and reared by incubators and brooders, and when ready for market the cockerels should be placed in fattening crates and fattened. The equipment required to do this work is not an expensive one: \$200 to \$250 is the cost of incubators, brooders, houses and fattening crates for finishing 1,000 chickens. It is as necessary for realizing the greatest profits from the poultry business as threshing and mowing machinery is for general farming. The work connected with finishing 1,000 chickens with the proper appliances is no more than is necessary for rearing 200 chickens by the natural means. Poultry farming is a business that requires to be developed in the same manner as the butter, cheese and fruit branches. A substantial profit can be made from the poultry business when it is carried on as an adjunct to farming and with the same careful attention and financing.

The Dominion Department of Agriculture is endeavoring to increase the poultry trade of Canada; to encourage the growing of the greatest number of high-class chickens, and to assist in the marketing of them. A revised edition of the bulletin "Profitable Poultry Farming" has just been issued, and will be mailed without charge on application to the Commissioner of Agriculture and Dairying, Ottawa. The information it contains is of great value in the poultry

work, and it should be in the hands of every interested poultryman and provision dealer in Canada.

## Our Export Cattle.

**A** short time ago Canadian live animals and also refrigerator beef took a drop of one cent per lb. However, it is now expected that there will be no further depreciation in price, but it will, in all probability, remain at its present price for a time and then will become firmer.

The reason for this supposition is that a whole cargo of Argentine cattle affected with the foot and mouth disease arrived in England a short time ago and had to be cremated at Deptford. Car goes will continue to arrive from Argentine Republic for a couple of weeks yet, but after that time Canada and America will be the only countries shipping to Great Britain. The floods in the Missouri Valley have caused an enormous loss of cattle, sheep, hogs and grain; and this state of affairs will tend to handicap the American export trade. So it would not be at all out of the way to suppose that Canadian live cattle and also beef will find a firmer market in the Old Country in a short time.

## Newspaper as Wrapping Paper.

In a recent issue 'The Butchers' Advocate' says:

"A Vienna butcher was fined \$5 because he wrapped up a customer's meat in a newspaper. No one will deny that a butcher so far behind the times as to use newspaper for wrapping purposes should be punished, but it seems to us that the quality and quantity of the punishment should depend on the sort of newspaper used. A butcher using an ordinary newspaper for wrapping meat in would be dealt with justly if fined \$5, but one using a red-inked, penny dreadful, should be fined \$25, while one using a religious paper should be let off with a lecture from the court."

## Tax on Canadian Butter.

A bill to tax certain kinds of Canadian butter is now before the British Parliament. Sir Gilbert Parker, who has recently returned from Ireland, says that the bill is quite likely to pass. The idea is to help the Irish farmers, although it has to be at the expense of the Canadians.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

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



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

**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.

## Cooked Meats.

Every year there is a largely increasing demand for meats ready for the table. This demand continues throughout the year, but is greater now and throughout the Summer season. We can supply you with the very finest cooked meats all ready for the slicing counter and at most reasonable prices.

COOKED HAMS  
COOKED SHOULDERS  
ENGLISH BRAWN  
BEEF BOLOGNAS  
HAM, TONGUE AND CHICKEN ROLLS  
FRANKFURTERS  
POTTED TONGUE  
NEW ENGLAND HAM  
CORNEB BEEF.

Sent by Express to any Station.

**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.

**Canadian Butter the Best.**

Mr. F. T. Shutt, chemist to the Central Experimental Farm, Ottawa, in his testimony before the Committee on Agriculture on June 19 said that a series of experiments is being conducted to ascertain the conditions of butter-making which cause an undue percentage of moisture. Mr. Shutt said that of 105 samples of Canadian butter tested in England under the law which fixes 16 per cent. as the maximum of moisture, only one exceeded that quantity. The average of the lot was 12.31 per cent.

Canadian butter is therefore of a better quality as to dryness than most of the Danish and other European butters which come in competition with it in the English market.

**Threaten to Move Away.**

A deputation of the citizens of Toronto waited upon the Board of Control recently, complaining of the stench created by the manufacture of fertilizers as a by-product of pork-packing. The Board has written to The Harris Abattoir Co. and The Park-Blackwell Co. ordering them to discontinue the manufacture of fertilizers within the city limits. The Harris Co. have replied, asserting that

**DAIRY PRODUCE AND PROVISIONS**

they are not creating a nuisance, and inviting an inspection of their fertilizer plant and the machinery for the extinction of the smell; they further say that if the order is enforced they will sue the city for damages and remove their works to Toronto Junction or some other suitable place.

**Oleo Oil.**

The prohibition of the manufacture in Canada of substitutes for butter will not, it is thought, affect the manufacture of oleo oil in Toronto. The Harris Abattoir manufactures this oil, but it is shipped to Europe as a half-finished product and there it is finished and used under the name of oleomargarine.

None of it has been sold in Canada, and that is the reason for supposing that the prohibitory measures will not harm this industry.

**Provision Notes.**

H. McDonald & Co., butchers, Cornwall, have dissolved partnership. Mr. Alexander McCracken will continue the business.

An agreement to finally wind up The Canadian Hygienic Butter Co., Toronto, was arrived at a few days ago by the stockholders and the promoter. The latter is Edgar S. Reade, who has agreed to pay \$650 in settlement of his liability of \$900. The debts amount to about \$1,500, and the difference will be made up by preferred stockholders.

McKenzie Bros., Moose Jaw, have again secured the contract to supply the C.P.R. boarding cars of the Moose Jaw division with meat.

W. H. Davis & Son, Port Lambton, Ont., have opened up their butcher shop again.

Toronto ice companies are not willing to merge their interests in a common company, and take stock in that company, but all wish to sell out for cash. They say that they will not consider the proposition otherwise; as a result the ice trust scheme has fallen through.

Shipments of Mexican cattle are beginning to be made in bond from Mexico to the Canadian West. Last year 52,000 head of Mexican cattle were placed upon Canadian ranches, but shipments this year will be light, on account of the high price ruling.

**THE PROVISION MARKETS.**

**TORONTO.**

The demand is very good in all lines. The demand for cured and smoked meats continues to be excellent. Contrary to the expectations of last week the lard market has weakened again. Lard in tierces, this week is quoted 1/4 to 1c. per lb. lower;

in tubs it has dropped 1/4 to 1/2c. per lb., and in pails, 1/4 to 1/2c. per lb. Long clear bacon quotations range 1/4c. lower this week. Otherwise prices remain unchanged at last week's quotations. We quote:

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

**MONTREAL.**

This week has been a somewhat quiet one in hog products, which record no change from previous quotations. Round lots of American pork have been offering here at \$21, and were closed with at that price. There is a fair demand for lard with sales of 300 and 500-pail lots at 10 1/4 to 10 1/2c. Smoked meats have met with a fair inquiry, some straight lots of hams changing hands at 12c., and smaller quantities at 12 1/4c. We quote:

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

**ST. JOHN, N.B.**

In barrelled meats business is very light. Prices are being shaded, but there is not much demand. In pure lard prices are again lower. There is quite a stock held and holders are rather surprised. Refined lard, on the other hand, has been advanced. In fresh meats there is little change in prices. Domestic beef is quite low. Western is unchanged at quite full figures. Veal still sells freely. Mutton is only in limited sale. Pork is not offered freely, being rather out of season. Lamb is coming to the front, and, next to beef, will soon take a first place.

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

**REFRIGERATORS.**



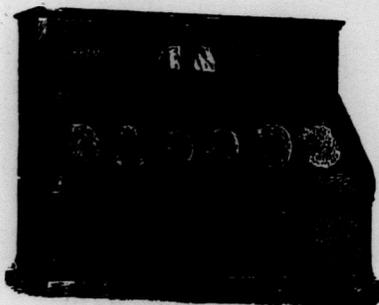
Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

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

**Eureka Refrigerator Co.,**

Wilbert Hooley, Manager.  
54 Noble St., TORONTO.  
Phone Park 513.

This cut represents No. 13.



**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.

If you would like one of our window displays we will be glad to tell you how to get one. The

# Blue Ribbon Ceylon Tea

window display is attractively gotten up and sells the goods. Our mutual interests profit by our mutual co-operation. Let's make money.



## Cream Yeast.

(Trade Mark Registered in Department of Agriculture at Ottawa, 1876 and 1894.)

### GILLETT vs. LUMSDEN.

As this matter is still in litigation and liable to be for a year or two, we strongly advise Merchants to use discretion as to brands of yeast they handle in the meantime. Our Solicitors are instructed to carry the case to the Court of Appeal, and if necessary to the Supreme Court and Privy Council.

We do not object to fair competition, but will not submit to imitation.

**E. W. GILLETT COMPANY LIMITED**

(An All-Canadian Company)

**TORONTO, ONT.**

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.

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DAIRY PRODUCE  
TORONTO.

**BUTTER**—This market is slightly firmer this week. There is, however, no very prominent feature. Receipts have not been at all large, but it cannot be said that they are any smaller than last week. The local demand is fairly good. Creamery solids are ranging  $\frac{1}{2}$ c. higher this week, and large dairy rolls are 1c. per lb. dearer. Dairy in prints and dairy in tubs hold firm at last week's quotations. Some of the local dealers are making small shipments to Great Britain, but they say it is at a small profit. Some dealers thought that the market would right itself in a short time, and that there would be as good a demand for Canadian butter on the British markets as ever; that there was a glut on the market at the present time, but it would not last long. We quote:

	Per lb.	
Creamery prints.....	0 19	0 20
solids, fresh.....	0 18	0 18 $\frac{1}{2}$
Dairy rolls, large.....	0 15	0 16
prints.....	0 16	0 17
in tubs.....	0 14	0 16

**CHEESE**—There is no prominent feature in the cheese market this week. Prices remain at last week's quotations, although higher prices than last week were obtained at some of the cheese boards. The market cannot be said to be firm, however. The local demand is fairly good. Considerable quantities of cheese have been shipped during the past week to the British markets, principally to fill contract orders. We quote:

	Per lb.	
Cheese, large, new.....	0 11	0 11 $\frac{1}{2}$
twins, new.....	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$

MONTREAL.

**CHEESE**—The cheese market was steady in tone, and the manner in which this stability has been retained since the opening of the month, in the face of a noticeable increase in the volume of the receipts, confirms the view advanced a fortnight ago in this column that there would be no radical change in the level of values until the June cheese were off the market. Up to the present time the receipts at Montreal, despite the drought, exceed those of the corresponding period last year 21 per cent., and it must be borne in mind, when making this comparison, that the output last year was exceptionally heavy also. That prices should have been maintained at their present level in the face of this large output is strong proof that the goods are wanted in England. In fact, private advices corroborate this, for they assert that despite the higher prices and increased shipments, there is no accumulation on the other side to speak of. Whether this condition will continue when the heavy June make is all disposed of only the future can decide, but further reaction is likely in the event of any material accumulation of stocks on the other side, as traders are hardly likely to buy summer cheese for speculation and store them while values are as high as they now are.

At the wharf this week the offerings of Quebec goods amounted to 12,000 boxes, an increase of over 233 per cent. compared with last week, and 150 per cent. with the same week a year ago. They were all sold, the factorymen realizing 10 $\frac{1}{4}$ c. to

10 $\frac{3}{4}$ c., which is the same range as prevailed a week ago. There was not much doing in Ontario or Townships goods between traders on spot, but the former were nominally quoted at 10 $\frac{3}{4}$ c. and the latter at 10 $\frac{1}{2}$ c. to 10 $\frac{3}{4}$ c., both white and colored being held at the same price. The former, in fact, is scarcer now than the latter, and will, if this continues, capture the premium which colored has hitherto commanded. The conditions do not seem to have been exactly favorable during the past eight or ten days for the production of a really first-class article in cheese, for there are complaints of a weedy taste on late receipts from Ontario and the Townships, and the offerings at the wharf Monday morning showed the same defect.

ST. JOHN, N.B.

**BUTTER**—Market is but fairly well supplied; nor is there a very active sale. At this season quality is quite good. Western is too high to bring here.

**EGGS**—This is the time of low prices, but there is little change and receipts are not large.

**CHEESE**—Prices are quite firm, stocks are not large. There has been quite a free sale. Demand is for small or twin cheese. Dealers are anxiously watching the signs of the times.

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

# Barbadoes Molasses

We are sellers of **Straight Imported Barbadoes Molasses** from the Islands.

Buyers will not gain anything in waiting to send their orders. Immediate delivery.

## L. CHAPUT, FILS & CIE.,

Wholesale Grocers  MONTREAL.

Importers Teas, Wines and Liquors.

ESTABLISHED 1842.

THE CANADIAN GROCER

# FRICITION

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.

## GROCCERS' WHOLESALE COMPANY, Limited HAMILTON.



REGISTERED.  
Trade Mark.

Authorized Capital.  
\$100,000.

Incorporated July, 1901.

Divided into Shares  
\$100 each.

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines.

Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.

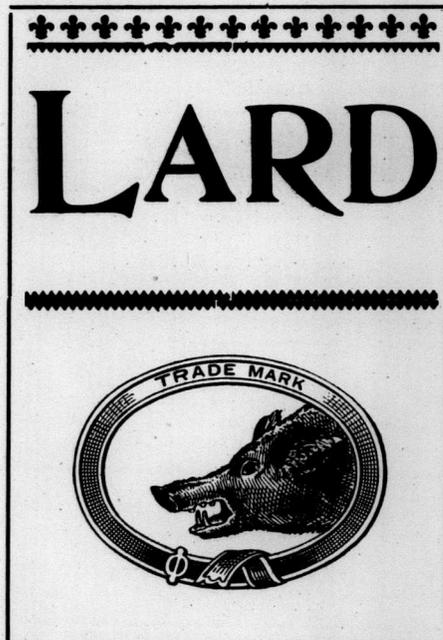
### THIS SHOULD SETTLE IT.

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our **Boar's Head Brand Refined Lard Compound** as a means of having them test the superior quality of our goods as follows:

Place the **Boar's Head Brand Refined Lard Compound** together with the goods you are selling in a warm place and keep them there for a period of ten days, at a conclusion of which time you will find that the **Boar's Head Brand Refined Lard Compound** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectional tallow odor. **Boar's Head Brand Refined Lard Compound** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

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

Write for full particulars regarding terms and prices.



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

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

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

**BANK OF HAMILTON'S ANNUAL MEETING.**

IN the Head Office of the institution in Hamilton the thirty-first Annual Meeting of the Bank of Hamilton was held Monday. On motion, Mr. A. G. Ramsay, Vice-President, took the chair, and Mr. J. Turnbull, General Manager, acted as Secretary.

On behalf of the Directors, Mr. Ramsay submitted the following report:

**REPORT OF THE DIRECTORS**

The Directors beg to submit their Annual Report to the Shareholders for the year ended 30th May, 1903.

The balance at credit of Profit and Loss Account, 31st May, 1902, was.....\$ 44,732 84  
The profits for the year ended 30th May 1903, after deducting charges of management, and making provision for bad and doubtful debts, are..... 335,389 20

From which they have declared:—		\$380,122 04
Dividend 5 per cent. paid 2nd December, 1903.....	\$100,000 00	
Dividend 5 per cent. payable 1st June, 1903.....	100,000 00	
		\$200,000 00
Carried to Reserve Fund from Profits.....	100,000 00	
Carried to Rebate on Current Bills Discounted.....	5,000 00	
Annual amount written off Bank Premises, etc., account.....	5,000 00	
		110,000 00
		\$310,000 00
Balance of Profit and Loss carried forward.....		\$ 70,122 04

*all, return*

The Directors have to report with great regret the death of the Hon. A. T. Wood, for long a valued and efficient member of the Board.

John S. Hendrie, Esq., M.L.A., was chosen to fill the vacancy thus created.

This report is my last official act as President of the Bank, as it is to be followed by my resignation as a Director, a position which I have occupied since the organization of the Bank, filling the offices, first of Vice-President and then of President, and during that long period of over thirty years I have watched with much care and interest the rise and progress of the Bank from its small beginning through its whole career of uninterrupted prosperity to its present large proportion and extended sphere of influence. In retiring, I desire to thank the Shareholders for their oft-repeated marks of confidence, and I feel proud to be able to leave the affairs of the Bank in the satisfactory condition disclosed by the Report.

JOHN STUART,

Hamilton, June 6, 1903. President.

In moving the adoption of the report, Mr. Ramsay pointed out that the profits of the year have been of a very gratifying and satisfactory character, considerably exceeding those of the previous year, as well as those of any preceding similar period. He alluded also to the large increase in deposits during the year, showing the increase of confidence on the part of the public in the Bank. He also referred with great regret to the retirement from the Board of Mr. John Stuart, after

a continuous efficient service upon it since the organization of the Bank in 1872, and called attention to the fact that at a later stage a resolution bearing on the subject would be submitted.

Mr. Ramsay concluded by moving the adoption of the report, which was seconded by Mr. George Roach, and carried.

Mr. Ramsay then asked Mr. Turnbull to read the agreement entered into between the Bank and Mr. John Stuart, which provides for a retiring allowance of \$5,000 a year, payable monthly in ad-

vance, for life, and then moved that the agreement of the 6th June, 1903, be-

tween the Bank of Hamilton and Mr. Stuart, the late President, be confirmed by the Shareholders.

Mr. William Hendrie, as an original and perhaps the largest Shareholder, seconded the motion, which was carried unanimously.

It was moved by Mr. Samuel Barker, M.P., seconded by Mr. Edward Martin, K.C., that the thanks of this meeting be given to the Directors of the Bank for their services during the year.

The motion carried unanimously, and Mr. Ramsay returned thanks for himself and the Board.

Moved by Mr. William Hendrie, seconded by Mr. David Kidd, that the thanks of this meeting be given to the General Manager, Assistant General Manager, inspectors, Agents and other officers of the Bank, for the efficient performance of their respective duties.

Mr. Hendrie, in moving the resolution, referred to the necessity for an efficient staff of officers, and thought that they should be well paid. The motion was carried unanimously.

Mr. Turnbull, in reply said:—

I am glad, on another annual occasion, to have the opportunity of returning thanks, on behalf of my brother officers and myself, for the kind and hearty vote

**GENERAL STATEMENT.**

**LIABILITIES.**

<b>To the Public.—</b>		
Notes of the Bank in circulation.....		\$ 1,816,536 00
Deposits bearing interest.....	\$ 12,623,227 68	
Deposits not bearing interest.....	3,137,351 73	
Amount reserved for interest due depositors.....	104,301 20	
		15,864,880 61
Balances due to other Banks in Canada and the United States.....		25,155 14
Balances due to agents of the Bank in Great Britain...		322,783 75
Dividend No. 61, payable 1st June, 1903.....	\$ 100,000 00	
Former Dividends unpaid.....	119 00	
		100,119 00
		\$18,129,474 50

**To the Shareholders.—**

Capital stock paid up.....	\$ 2,000,000 00	
Reserve Fund.....	1,700,000 00	
Amount reserved for Rebate of Interest on Current Bills Discounted.....	60,000 00	
Balance of profits carried forward.....	70,122 04	
		3,830,122 04
		\$21,959,596 54

**ASSETS.**

Gold and Silver Coin.....	\$ 342,102 33	
Dominion Government Notes.....	1,211,475 00	
Deposit with the Dominion Government as Security for Note Circulation.....	100,000 00	
Notes of and Cheques on other Banks.....	484,940 57	
Balances due from other Banks in Canada and the United States.....	738,186 19	
Canadian and British Government, Municipal, Railway and other Securities.....	2,138,344 06	
Loans at Call, or Short Call, on negotiable Securities..	2,362,368 57	
		7,377,416 72
Notes Discounted and Advances current.....		13,841,635 32
Notes Discounted, etc., overdue (estimated loss provided for).....		54,429 08
Bank Premises, Office Furniture, Safes, etc.....		598,094 01
Real Estate (other than Bank Premises) Mortgages, etc.		42,091 29
Other Assets not included under foregoing heads.....		45,930 12
		\$21,959,596 54

J. TURNBULL,  
General Manager.

Bank of Hamilton, Hamilton, May 30th, 1903.

## THE CANADIAN GROCER

of thanks which has again been offered to us. It is a special gratification that a more than usually prosperous year has, perhaps, added zest to it. The Bank has done, I think, very well indeed, and it is reasonable that the Shareholders should be well satisfied with the results of the year's operations. Our losses have been a little less than normal, and, so far as I know, we have a clean and good business, with the appearance of abundant promise for the future. The general prosperity of the country continues, and I see nothing ahead to indicate a cessation. The large immigration presently existing, especially in the Northwest, must bring a good deal of money into the country, and, what is worth more than money, a good class of settlers, prepared, and destined, no doubt, to take a part, like their predecessors, in the rapid and permanent upbuilding of this great country. Manufacturing is becoming more and more extended, and we are becoming less and less dependent upon foreign goods. On the other hand, our exports keep increasing as to quantity and improving as to quality. We keep learning, year by year, better methods of manufacturing, packing and shipping, and the result, of course, cannot fail to bring not only largely increased returns, but much more profitable ones. A danger to be guarded against, of course, in a rapidly growing country like this, is the tendency to become over-sanguine and over-speculative. The banks and other large institutions can do a good deal to discourage this tendency, and, for our part, we have done, and will continue to try to do, our best in this direction. There is no doubt that there is a real danger in this characteristic of ours, and it is the part of all prudent persons and those who have the best interests of the country at heart to spare no effort to discourage such business methods and enterprises, and to try, by precept and example, to confine all over whom they have any influence within the paths of moderate simplicity, careful living and good sense.

The Shareholders may pardon me on this occasion if I detain them for a few moments, in an effort to give a little retrospect of what has passed during the fifteen years in which I have been in the Bank's service. The time is not unfitting, and the number of years I have named represents, perhaps, a period sufficient to justify a fair afterview of what has passed. I wish it to be understood, however, that I desire to join my co-officers in anything I have to say, as no one can be more sensible than I am of the co-operation I have received, and the impossibility of accomplishing what has been accomplished, without their ready and faithful help.

In 1888, when I joined the service, the Bank's deposits were about two millions and a half, its total assets under five millions, its capital one million, and its rest three hundred and sixty thousand, the dividend being eight per cent. Today, as you will see from the report, the deposits are nearly sixteen millions, the total assets nearly twenty-two millions, the capital two millions and the rest one million seven hundred thousand, or, with undivided profits, one million seven hundred and seventy thousand. Of the additions to reserve, the Shareholders have, at the times of the various new stock issues, contributed five hundred and ninety-seven thousand, which leaves eight hundred and thirteen thousand earned out of the surplus profits, or an average during the fifteen years—good years and bad years—of between fifty-four and fifty-five thousand a year. It may be of some interest to say that the average earnings during these fifteen years are 12.41. The experience, therefore, of the last few years indicates that the Bank's business is becoming more and more profitable, even allowing for the effect produced in our favor by the rapidly accumulating reserve. When I came to the Bank in 1888, I found that business was mostly confined to Hamilton and a few points on lines of railway directly identified with this city. The number of branches at that date was ten. I could not help being impressed with the possibilities which Hamilton presented, nor could I see any reason why the business of the Bank should be confined within the comparatively narrow limits which had been customary. I resolved, therefore, with the consent of the Directors, to widen out its scope, and to make the most of the inherent importance of this city, and the possibilities of the place and neighborhood combined with the general opportunities which the condition of the country presented, to make the concern a more important factor in the financial affairs of the country than it had been before.

One of the first steps was the opening of an office in Toronto, where, I may say, we have almost from the very first done a profitable and satisfactory business, not only adding considerably to the revenue of the Bank, but materially to its importance and reputation. The next step was to open some agencies wider afield, not confining ourselves to the particular lines of railway to which we had been hitherto mostly limited. Then, after consultation with the other chief officers of the staff, and with the consent of the Directors, we began opening branch offices in this city, and the satisfactory result of this policy is self-apparent and need not be emphasized.

The next step was to embrace the opportunities which Manitoba presented,

and an office was opened in Winnipeg and in one or two apparently favorable points in the Province of Manitoba. These we have gradually extended, and some offices in the Northwest Territories have also been added. Our Manitoba and Northwest policy has been decidedly successful, and we have not only obtained very material profits from that section of the country but have, probably, more efficiently by that means than any other spread the name and reputation of the Bank throughout the country. It is quite well known that in Manitoba the name of the Bank of Hamilton stands high, and it is recognized as a substantial and important part of the financial system of that district.

Three or four years ago we added British Columbia to our field of operations, and, while we have only two offices there so far, enough has been done to show that we have made no mistake in going, and that we have just made a beginning of what may ultimately be an important field of usefulness and profit.

The general result of the above has been that instead of the ten agencies which we had when I joined the Bank in 1888 we have now fifty-six, and, while some of them have admittedly not been such decided successes as we had hoped for, none has been unsuccessful, and nearly all have been highly successful.

It is necessary to repeat that these results have been accomplished by the heartiest co-operation on the part of the staff, and all have been effected with the consent of the Directors.

I have the strongest faith in the position and prospects of this city. The Hamilton merchants, manufacturers and other financial interests are spreading themselves all over the country, and making their mark wherever they go, and it would be out of all reason if the Bank of Hamilton did not take its full part. I hope, therefore, that we shall continue the policy of judicious and yet energetic extension, and that with the next and all future Boards of Directors there will be the heartiest co-operation in the carrying out and elaborating of this policy, and that the Bank of Hamilton will continue to hold that important relative place among the financial institutions of the country, to which, in my judgment, it has attained now.

Mr. Ramsay took the opportunity now to say that, as had been already announced, he was, after twenty years' service as a Director, desirous of retiring from the duties of that position, and warmly thanked the Shareholders for the confidence that had been placed in him by continuous election as a Director during these years.

Mr. Alexander Bruce moved a vote of thanks to Mr. Ramsay, which was seconded by Hon. William Gibson, and carried unanimously.

The scrutineers reported the elections of the following Directors:—George Roach, John Proctor, Hon. William Gibson, A. B. Lee, John S. Hendrie, George Rutherford, J. Turnbull.

At a subsequent meeting of the Directors, Hon. William Gibson was elected President, and Mr. J. Turnbull, Vice-President.

"THE NAME 'IMPERIAL' IS REGISTERED."



# A Little Reflection

at the beginning saves many a disappointment in the end.

We've all experienced this.



Now you may be offered vinegar, with guarantees innumerable, **yet price away below that of standard vinegar. YOU SHOULD REFLECT RIGHT HERE**—and ask yourself: "Are these people in business for their health only?" If you conclude they are out for a living profit even—then look out for the quality—or lack of quality—in the low-priced vinegar—**because** it's a proven fact that high-class standard vinegar cannot be marketed for less than the prices asked for "Imperial."

We founded our business on quality.

Established our reputation on quality.

On quality we ask for your confidence and business.

"Imperial" is clear as crystal, delightful in flavor, and specially adapted for pickling purposes and table use.

One Quality      16 to 32  
5 Strengths      Cents

Sold by First-Class Wholesale Grocers in Canada.



MANUFACTURED UNDER GOVERNMENT SUPERVISION.

IMPERIAL VINEGAR AND PICKLING CO. LIMITED

HAMILTON.



*all return*

IF YOUR CUSTOMERS DRINK COFFEE—why not get them to drink

**"GOLD MEDAL" COFFEE** 1's and 2's  
WHOLE AND GROUND.

REGISTERED.

It's the purest, best, most delicious coffee on the market—and is the most profitable line you can handle.  
JUST THE THING FOR SUMMER SALE—Put up in sealed tins—will not lose its strength, flavor, or aroma.  
OUR GUARANTEE—with every tin—IS YOURS AND YOUR CUSTOMER'S.

TRY A 30-LB. CASE WITH YOUR NEXT ORDER—YOU'LL NOT REGRET IT.

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

#### CANADA BROKERAGE CO.

A few weeks ago THE CANADIAN GROCER announced the incorporation of The Canada Brokerage Co., Limited, with headquarters at Toronto. It was the intention of the company to begin business the latter part of July or early in August, but the promoters have received so much encouragement from the trade that they have decided to start on July 1st.

The company, which is capitalized at \$150,000, will do a general brokerage and wholesale business. It is reported that a number of large retailers have taken stock in the company. The company, while carrying some stock, will as a rule ship direct to large customers from the different manufacturers and foreign and domestic firms which it represents.

The company is largely made up of the amalgamated companies of F. W. Hudson & Co. and W. F. Morley & Co., while stock is held by other brokerage firms. F. W. Hudson, late of F. W. Hudson & Co., is the president; W. F. Morley, late of W. F. Morley & Co., is the vice-president; and H. T. Wilson, late manager of the Trading Agency of Canada, Limited, is the secretary-treasurer.

The company informs THE CANADIAN GROCER that it will have representatives on the road shortly.

#### FUNERAL OF THE LATE S. J. MAJOR.

We have been requested to correct the note which appeared in our last issue regarding the funeral of the late Mr. Major, of Ottawa. The chariot which conveyed Mr. Major's remains was very simple in construction, and it had not the appearance of an allegorical car. It was not burnt down by Mrs. Major setting fire to it, as claimed in these columns, but the draperies were sent to the Orphanage Home, where they can be used to make suits for the orphans. The only

mourning that is being worn by the firm is in their correspondence paper and envelopes, not on wrapping paper, etc. We regret that misinformation led us to make this mistake.

#### T. H. MACPHERSON DEAD.

T. H. MACPHERSON, of the wholesale grocery firm of Macpherson, Glassco & Co., of Hamilton, died suddenly during the night of June 17, on the steamer Manitoba, which was running between Sault Ste. Marie and Owen



THE LATE T. H. MCPHERSON.

Sound. He was returning to Hamilton from the coast, accompanied by his brother from Australia.

Mr. Macpherson was apparently in his usual health when he retired, but was found dead in his berth in the morning.

Mr. Macpherson began business as a clerk with the old wholesale grocery firm of Harvey, Stuart & Co., of which he afterwards became a partner, the name being changed to Stuart & Macpherson.

The firm was eventually changed to Macpherson, Glassco & Co.

AN APPRECIATION OF DECEASED.

By J. S.

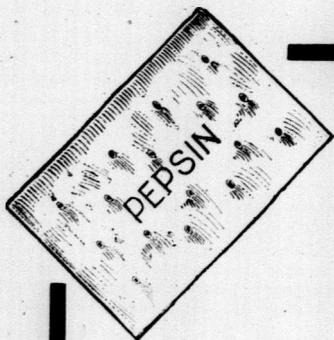
As an old friend and business associate of the deceased gentleman the writer appreciates the opportunity kindly offered him to pay a short tribute to the memory of Thomas H. Macpherson. The soul of honor and of a most affable and kindly disposition, Tom. Macpherson, as he was generally known to his friends, was beloved by his social companions, and in his death his employes will recognize the loss of a very valuable counsellor and sincere friend. His marked success and advancement in business and political life never affected the friendship of former years, and his advice and material help was always at the disposal of his fellows in distress. Of a kind and affectionate disposition, he was idolized by his family, who, called upon to mourn the loss of a mother at an early age, are now deprived of the care and attention of a loving father, whose life was marked by his devotion to his children.

#### PERSONAL MENTION.

The many friends of Mr. J. McKee, who is well known in the grocery trade, will be glad to know that he has accepted the position of manager of the coffee and spice warehouse of Lees & Langley, Colborne street, Toronto.

Mr. W. E. Gray, salesman for The N. K. Fairbank Co. for Western Ontario, has been promoted to a new territory in the West, with headquarters at Winnipeg. Mr. Gray has for the last two years been steadily covering most of the towns in Western Ontario, and we are satisfied that all of his friends will be glad to hear of his promotion.

Mr. Wood, of The Trites Wood Co., Fernie, B.C., is in Toronto for a few days and is staying at the King Edward Hotel



# The Biscuit That's New

The biscuit that's new and good is our "Pepsin" biscuit. It has been manufactured along hygienic lines from good biscuit food. Is crisp and of delicious flavor. Is nourishing and appetizing.

WRITE TO US FOR PARTICULARS.

1-lb., 2-lb., 3-lb. Packages only.

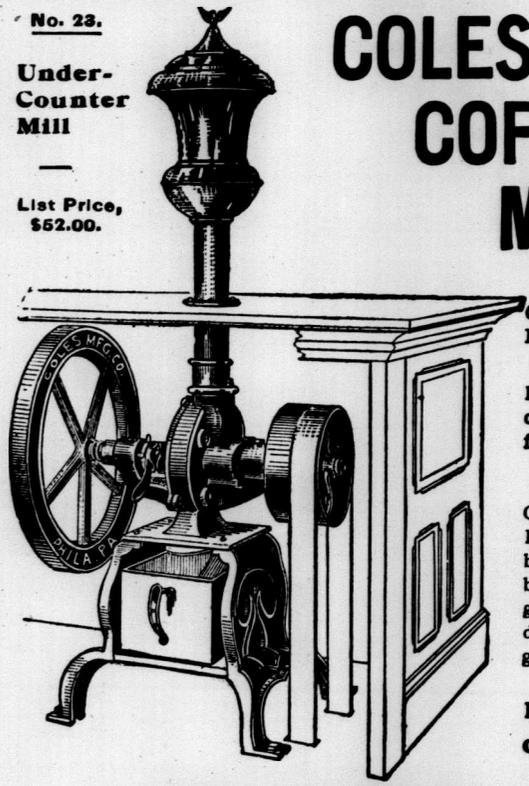
The Imperial Biscuit Co., Limited, Guelph, Ont.

*all returned*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverising.

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.

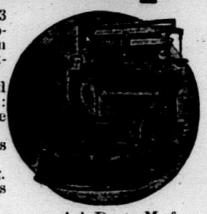


### The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move: he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Detector is. Suppose you do the same thing. Our catalogue tells it all, shows how to



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Do it to-day: only takes a postal card.

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164 King St. West, Toronto, Canada.



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**RETAILER VS. DEPARTMENTAL.**

In many towns there is a great outcry by the merchants against the departmental stores. This is not the case in Arthur, however, for our business men carry very replete and well-assorted stocks, meet the prices of the departmental stores and very often find no trouble in underselling them.

THE above is from the preface of a 96-page catalogue issued by D. Brocklebank, retail merchant, Arthur, Ont. Apart altogether from the enterprise of Mr. Brocklebank in publishing such an extensive catalogue for distribution among the residents of his town and the neighboring farmers, this paragraph is worthy of comment in the light it throws on the way retailers in some parts of the country are meeting the competition of the departmental stores.

It is not long ago since the majority of retailers manifested an inclination to fear the departmental stores, to say that owing to the extensive operations of the latter the retailer had not a fair chance to compete. Time has, however, demonstrated that in at least one town in Ontario this is all changed. Now, instead of fear, we see confidence; an expression of ability

to "meet and often undersell" the big stores.

This is as it should be, and the example set by Mr. Brocklebank should be followed not merely by the merchants of Arthur but throughout the country. It is a fact that the selling expenses of the departmental stores are high, which counterbalances in a large degree the ability of the big stores to buy cheaply because in large quantities.

In another respect the extract above is worthy of note, in that it shows loyalty to his own town and to his fellow-merchants that does Mr. Brocklebank credit and speaks well for the relationship existing among the business men of the place. It would be better for all concerned if a similar spirit prevailed in every town.

**THE VALUE OF REPUTATION.**

THE advent and wide use of package and canned goods have served as possibly no other factor has done to emphasize the necessity of a good name in the grocery business. It is not merely sufficient that the grocer have the reputation of being honest of purpose and sound in his judgment, but he must convince his customers that he knows the grocery business and is acquainted with the merits of the goods he sells.

So many new foods and fads are offered to the consumer that if one tried them all life would virtually be a series of experiments, and it is almost fair to add that digestion would be impaired in many cases.

So the average customer, when a new food is offered, wants advice as to its merit. Possibly some neighbor has experimented with it and kindly volunteers an opinion. As a rule, however, the customer looks to her grocer, confident that he has tried it or at least heard the opinion of other customers who have. His opinion is asked, and he should be ready to give it. Moreover, he must remember that this opinion is likely to either enhance or diminish his reputation. If he recommends and the customer finds the goods worthy of the recommendation, she will feel more confident of his judgment in the future. If he can but say that some customers like it and others do not and that he cannot express any personal opinion as

he has not tried it, the customer will probably decide to purchase something else, and will feel that her grocer is not as careful to "find out about things" as he might be.

Some grocers make a point of putting in stock nothing but what their judgment commends; some stock everything they are asked for and have no opinions. A better way than either would be to keep everything in general demand, but be ready to express a personal opinion regarding the respective merits of the goods in stock.

The grocer whose judgment is sound and whose knowledge is wide has a wonderful influence over his customers. He can easily effect the sale of any line, and the manufacturer must soon learn that his friendship is a valuable asset. In fact, if a manufacturer of any food makes a really good article, he need not worry about the good opinion of the people if he can win the approval of the trade. They can convince the people.

**NO BUTTERINE FOR CANADA.**

CANADA has been fortunate in getting a reputation for the purity of her dairy produce abroad; and anything that would threaten this good reputation would be a menace to Canada's foreign dairy trade. To prevent this the Dominion Parliament has passed a measure prohibiting the manufacture or selling in Canada of any substitute for butter.

Hon. Sydney Fisher, Minister of Agriculture, seeing the great expansion of the butter export trade and recognizing that purity is the quality that tells in this expansion, proposed the following measure to prevent the making or selling of all butter substitutes, and after a short debate carried the members almost unanimously with him:

"That it is expedient to pass an act to prevent the improper marking of butter; to prevent the manufacture or sale of renovated, adulterated or process butter, or of oleomargarine, butterine, or any other substitute for butter, manufactured wholly or in part from any fat other than that of milk or cream; providing for the examination of stock or packages; and providing that one-half of the pecuniary penalties for contraventions of the act shall be payable to the informant."

## THE CANADA-SOUTH-AFRICA TRADE.

THE Allan Line has been withdrawn from the joint steamship service to South Africa, which was inaugurated by that line and the Elder-Dempster and Furness lines, and the trade will now be divided between the two latter.

The service never did run smoothly or give perfect satisfaction to all concerned, for which there are different reasons given. The exporters in some cases complained that the steamships gave a preference to American merchandise, taking cargoes from United States sources to the detriment of Canadian shippers. The steamship companies, however, say that they had to fill up on American goods, as they could not get complete cargoes from Canada. Another complaint was in regard to the irregularity of sailings. But it appears that this was caused, to a great extent, by the poor facilities for unloading at South African ports, the harbors there lacking proper accommodation. These and other reasons are given by the shipping companies for the unremunerative character of the service.

Meanwhile, however, the Furness and Elder-Dempster lines will continue to run steamships between Canadian and South-African ports, being apparently not so easily discouraged as the Allan people, and perhaps actuated by a keener desire to foster trade between the two colonies.

It was not to be expected that everything would run along with no obstacles whatever in this service. Indeed, considering that it is of only very recent years that the South-African and Canadian colonies have evinced any desire to trade with each other more than with foreign countries, it would not have been surprising if regular sailings had been out of the question altogether. As it is, under the conditions prevailing, our export trade of nearly \$4,000,000 for 1902 gives every indication of greatly increasing. If so, it will be due in no small measure to the perseverance and foresight of the Elder-Dempster and Furness companies, who will have every right to reap the reward of a large and profitable trade. These steamship lines deserve every encouragement at

the hands of the Canadian exporters. There are, it is admitted, too many bottoms now for the volume of trans-oceanic trade that is to be done, but this joint service, if we mistake not, was heralded and looked upon as more of a movement to better trade relations between the two countries than as a money-making scheme. It was perhaps unavoidable that one of the lines concerned should withdraw, but it is regrettable that it should have been the Allans, rather than one of the others, whose interests and name are less identified with Canadian commerce and shipping.

## CANADIAN AND CALIFORNIA PEACHES

Our Winnipeg correspondent points out this week that California peaches, which at one time were sold there in large quantities, are now little in evidence, the reason being that Canadian peaches are much preferred by the majority of buyers in the "Prairie City." Even in California apricots, which is the chief line of canned fruits, the sale has dropped off some 20 per cent. within the last two years.

It is a well-known fact that Canadian peaches are superior to those produced in California. They are not as large, it is true, but they are much more luscious and of infinitely superior flavor.

This should encourage the canners in this country to pay strict attention to modern methods of canning and preserving peaches. That all the packers are not as careful as they should be is a well-known fact. Under such conditions, therefore, it is not surprising that there are people who scout the idea that Canadian peaches are superior to those which are produced in California.

## TRADE WITH THE WEST INDIES.

JAMAICA and Trinidad are very anxious to promote reciprocal trade with Canada. Especially are they anxious to develop the sugar trade. Mr. Fielding's surtax on German goods is giving West Indian sugars a better hold on the Canadian market, and much satisfaction is felt by Jamaica and Trinidad on this account.

It is realized in both these colonies that the United States market for their sugar will soon be closed, owing to the supply the Americans can draw from the Philip-pines, Cuba and Porto Rico. So that

sugar exporters in Jamaica and Trinidad are anxious to obtain a firm hold on the Canadian market for their sugars before the United States passes preferential legislation in favor of her own dependencies, thus shutting out their sugars altogether.

The colonial secretary of Jamaica, Hon. Sydney Oliver, is at present in Canada to secure an increased subsidy arrangement by which the steamship service between Halifax and Jamaica may be brought thoroughly up to date. The exports of fruits from Jamaica to Canada showed a material development during the past season, amounting in some lines to six and eight hundred per cent. It is thought that if the steamship facilities were improved the intercolonial commerce would make tremendous strides.

Transportation facilities between the two colonies are at present unsatisfactory and tend to hamper trade. The Legislative Council of Jamaica recently appropriated £2,500 for the improvement of the steamship service.

Already many Canadian firms have established a profitable trade on the island, and there is plenty of room for further expansion.

Canadian flour, butter and cheese are being received very favorably in the markets of Jamaica, and there are splendid opportunities of increasing our exports to that island in these lines.

Another Jamaican, in the person of Russell Murray, is now at Ottawa with the purpose of ascertaining what opportunities exist for a larger business between Canada and Jamaica; and also to see if the Canadian tariff cannot be modified so as to give the British West Indies more favor than they have now. Already the preferential duty at which British West India sugars are admitted into Canada has diverted a considerable quantity of cane sugar from the New York market to this country. If Canada's preferential tariff on fruit from the British West Indies were more favorable, Jamaica and the other British islands might export more of their fruit direct to Canada instead of to the United States, as they now do. But then, our side of the question must be considered also. Jamaica is now buying from the United States large quantities of breadstuffs, meat, fish, lumber, furniture and other articles which could be supplied by Canada. If we show special favor to the fruit and sugar of Jamaica, she should compensate us by doing the same thing for our breadstuffs, meats, dairy produce, etc. What is necessary for the promotion of reciprocal trade is mutually favorable tariffs.

*all returned*

CANNED GOODS AND TRADE AGREEMENTS.

The Views of a British Merchant.

AMONG the many notable visitors at the King Edward Hotel, Toronto, this week was one of particular interest to our readers in the person of Mr. Edward Bowron, one of the managing directors of the well-known firm of Joseph Travers & Sons, Limited, London, England, who has been paying a visit to Canada, after visiting the various business centres of the United States. His remarks to a representative of "The Canadian Grocer" upon the business prospects as between England and Canada will be noted with a degree of interest at the present juncture, and should be of great value at the present moment, coming, as they do, from one at the head of a firm which is certainly one of the largest, if not the largest, handlers of canned goods, dried fruits, etc., in England to-day.

It is satisfactory to learn that he had an opportunity at Hamilton of meeting many of the canners of that district and discussing details of that industry as it immediately concerns exporting to the old country. With the magnificent wealth of fruit in Canada, capable of easily holding its own with any other fruit-growing districts, it is obvious that Canada should get a larger share of the European trade than she does to-day.

Mr. Bowron's reply, when asked why it was that Canada's attempts in the exportation of canned fruits and vegetables met with so limited a degree of success, was significant and plain, and is anything but palatable reading.

"I should say," he said, "that in the first place Canadians may well take a leaf from the Americans. You show so little inclination to adapt your products to the demand of the markets. You would find it far easier sailing and much more profitable to educate your manufacturers in the popular market demands than to try and educate the markets to your ideas. The latter is a slow and losing game and of questionable success. Now, when it became known in some of the cities I visited in the States that a European trader was in town I had great difficulty in getting outside my hotel on account of the many callers, all keen to scent an opportunity for obtaining information to further trade. What characterized them one and all was their constant enquiry if anything could be suggested to make their products better adapted to the markets, and any detail, even down to colors of labels, was readily questioned. Now, Canadians have got this first lesson to learn. You cannot have markets made for you. If you

are to succeed you must adapt your products to the existing conditions and allow the markets to know what they want."

Asked as to whether, in his judgment, the quality of Canadian fruit was up to the requirements of the English market, his reply was more hopeful reading.

"I should say that the quality was all right as to the fruit itself, except perhaps pears. Your pears are not so fine or delicate in flavor as the Californian, but where your canners lack is in regard to the process employed. I should say they do not give the needed amount of care in preserving. Consequently when opened the syrup is weak and inferior, and the fruit has lost much of the flavor that it should have."

Further questioned as to prices as compared to other centres, his remarks are full of instruction.

"Well, of course, I should say price is a most important factor and has much to do with success or failure, but if the quality warranted it, the markets would

Notice To Advertisers.

Wednesday next being the 1st of July and a public holiday, the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of July 3rd. Will advertisers please note that all new copy and changes must be in our hands on Monday, June 29th. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

be quick to detect any superiority and price would rule accordingly. But up to the present Canadian prices have not been able to compete, apart from quality. I can say from my knowledge of things, our merchants are anxious to further trade with Canada, but it must rest with Canada herself to send us her products suited to our markets in style, quality and prices that will compete with other producing centres."

Some further interesting remarks were made by Mr. Bowron upon the experience of merchants in London on the much discussed and vexed question of combines, and a little reflection of light from that city on the business methods existing there may not be out of place just now.

"I should say," said Mr. Bowron, "that the relations between the wholesale dealers and brokers in the city of London were never better and that more friendly feelings could not exist, particularly so in the dried-fruit trades. Some time

ago it was not so, and a good deal of irregularity and cross purpose trading made things very unpleasant, until at last it became apparent something would have to be done. Wholesalers were endeavoring, and in some cases succeeding, in going direct to primal markets, whilst many brokers on the other hand were passing by the wholesalers and seeking out the larger retailers. It soon became apparent that this state of things could not continue, being opposed to all interests concerned; it was clearly against the wholesaler's interests, as many of his best and most reliable buyers became uncertain customers, being attracted by the brokers' offers, and again, the brokers were but half-hearted sellers as the necessary splitting up of cargoes to meet lesser buyers and the consequent multiplicity of charges added an increased difficulty usually outside their calculations and not at all conducive to their successful trading, and further the general trade objected most strongly to the obvious great disadvantage at which it was placed by some of their number gaining access to primal markets, whilst others equally as safe were excluded. The level-headed business man could not fail to grasp the incompatibility of such an order of things, the result being that the brokers were invited to schedule themselves together in a kind of association, the wholesalers, on their part, arranging themselves into a similar bond of association, the brokers agreeing to withdraw from supplying all firms of a retail nature and to offer their cargoes to only those thus clearly defined as wholesalers, whilst the wholesalers agreed to withdraw from direct trading with primal markets and accepted the brokers thus scheduled as the proper agents for the primal markets. The successful state of trade thus established has surpassed anticipations, each class being quite satisfied with these limitations, and competition is still in exercise to maintain a healthy state of trade. The broker is satisfied because he secures for his merchant the best market results with minimum of handling and risk. The wholesaler, because he gets legitimate compensation for distributing and handling, and the retailer is satisfied because he obtains his correct status on the market according to his credit and buying capacity, and" added Mr. Bowron, "I think we could shake hands all round, for if we are not making fortunes we are at least each making an honest living between ourselves."

The managers of expositions and county fairs can secure a splendid attraction free by writing for particulars to The N. K. Fairbank Co., Montreal.

**"Only this, and nothing more"**

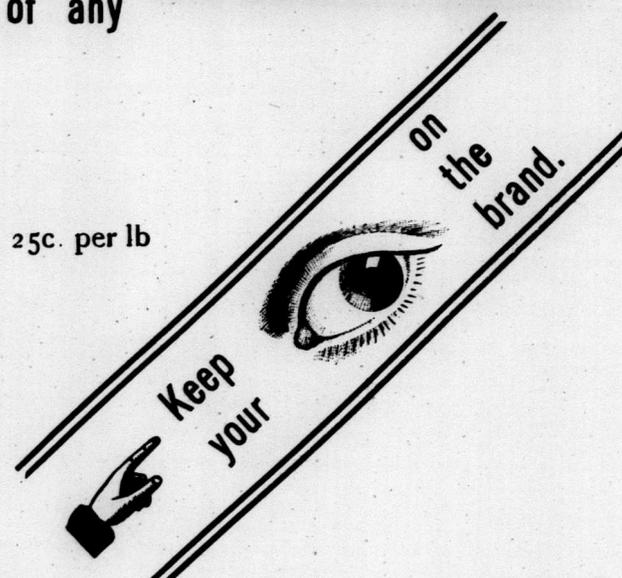


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**Finest Quality German**  
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A fine quality open stock pattern in German China.

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MONTREAL, 301 St. James St.,



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

**Celluloid Starch**  
Never Sticks Requires no Cooking.

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

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

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



securing purchasers immediately on arrival at fully up prices. There has been a somewhat better tone in tapioca and prices rule as previous quotations. We quote:

Rice, stand B.	Per lb.	0 05	Sago.	Per lb.	0 03	0 04
Patna	0 05	0 05	Tapioca	0 05	0 05	0 05
Japan	0 05	0 05				

SYRUPS AND MOLASSES.

The home trade continues slow and little interest is manifest in these lines. Previous quotations, however, remain unchanged. In New York business continues light, supplies coming to hand being of only small dimensions. Prices are ruling steady and firm. We quote:

Syrups		
Dark		0 30 0 32
Medium		0 35 0 37
Bright		0 02
Corn syrup, bbl. per lb.		0 02
"    "    "    "		0 03
"    kegs		1 30
"    3 gal. pails, each		0 90
"    2 gal. "		1 90
"    5 lb. tins (in 2 doz. case) per case		2 35
"    10-lb. " (in 1 " )		2 25
"    20-lb. " (in 1 " )		2 10
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 27
1-gal. cans		0 25 1 00
5-gal. cans, per gal.		1 00
Barrels, per gal.		0 75
5-gal. Imp. brand, per can.		4 50
1 gal. per case		5 10
2-gal. "		3 90
Qts.		6 00

TEAS

The home trade in tea is rather quiet, the firm prices ruling having no doubt a somewhat checking effect with buyers, the disposition being to hold back in face of firmer markets, in hopes that prices will sag. It would appear as though present quotations fairly warrant an advance on retailers' part to enable them to buy under present conditions. The London market reports prices as well maintained, the demand being for the good medium and better grades. Teas with tip and liquor were well in demand and fetched higher prices. The samples of new teas to hand open quite up to usual averages. The prices obtained averaged quite 1d. per lb. advance on same sales last year, while in Calcutta advices denote last week's auction as producing an average of 6a 1p against 4a 9p corresponding sale last year. From Japan report denotes second crop teas as in small supply at prices 3½c. above last year's prices. We quote:

Congou	half-chests, Kaisow, Morning, Peking	0 12	0 60
	"    "    "    "    "    "    "	0 19	0 54
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
	"    "    "    "    "    "    "	0 27	0 30
	Pekoe Souchong	0 17	0 35
China	Greens - Gumpowder, cases, extra first	0 42	0 50
	"    "    "    "    "    "    "	0 22	0 28
	"    "    "    "    "    "    "	0 42	0 50
	"    "    "    "    "    "    "	0 35	0 40
	"    "    "    "    "    "    "	0 28	0 38
	"    "    "    "    "    "    "	0 23	0 23
	"    "    "    "    "    "    "	0 16	0 18
	"    "    "    "    "    "    "	0 15	0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28	0 32
	"    "    "    "    "    "    "	0 18	0 19
	"    "    "    "    "    "    "	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.

There has been a good run on dried fruits since our last issue, the spot stock of currants having been so completely reduced as to necessitate drawing from the London markets. The news from

Greece reports most indifferent weather without, however, as yet, having any detrimental effect on the crops. The present outlook, as pointed out in our last issue, is in favor of a considerable increase over last season's crop. Advices from Rein & Co., Malaga, are to the effect that the crop of both almonds and raisins, notwithstanding the early fears entertained, have now every appearance of satisfaction. Reports from Xenia point to every prospect of excellent crops of Valencia raisins. The spot stocks here of Valencias are being substantially reduced, and it is not anticipated that any will be on hand at time of arrival of new fruit. Prices remain as previous quotations and are ruling firm. We quote:

CURRENTS.

Fine Filiatras	Per lb.	0 05	up	Vostizzas	Per lb.	0 07	0 08
Patras	0 06	0 05					

RAISINS.

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

DATES.

Hallowees	Per lb.	0 04	0 05	Fards	Per lb.	0 07	0 08
Sairs	0 03	0 04					

PRUNES.

100-110s	Per lb.	0 04	0 04	60-70s	Per lb.	0 07	0 07
90-100s	0 04	0 05	50-60s	0 08	0 08	0 08	0 08
80-90s	0 05	0 05	40-50s	0 08	0 10		
70-80s	0 06	0 07					

CANDIED PEELS.

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

FIGS.

Tapnets	Per lb.	0 04	0 04	Elemes	Per lb.	0 10	0 15
Naturals	0 06	0 09					

APRICOTS.

Californian evaporated	Per lb.	0 08	0 12
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PEACHES.

Californian evaporated	Per lb.	0 08	0 12
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COUNTRY PRODUCE.

EGGS.—The egg market shows a much firmer feeling this week. Eggs are now worth 15c. per dozen; a few have been sold as 16c. The receipts have not been so liberal; indeed, there has not been a sufficient number coming forward to supply the local demand, which still continues good in spite of rising prices. Most of the packers have ceased packing, not being willing to run the risk of preserving eggs when at such a high price. We quote:

Selected stock	0 15
Ordinary stock	0 14
Seconds and checks	0 11

HONEY.—There is no change on the honey market this week. Prices remain at last week's quotations. We quote:

Extracted clover, per lb.	0 08	0 09
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WHITE BEANS.—There is scarcely anything doing on this market, a condition which may be expected at this time of the year. We quote:

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

DRIED APPLES.—There is very little if anything doing on this market at present. The fresh fruit has a monopoly of the market. Prices are at last week's quotations. We quote:

Apples, dried, per lb.	0 03	0 02
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CALIFORNIA PEACHES, PLUMS, APRICOTS, CHERRIES

Our first car for season arrived this week. We are headquarters for these goods AND SOLICIT YOUR ORDERS.

FRESH ARRIVALS this week of Bananas, Tomatoes, Cabbage, New Potatoes, etc.

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WHOLESALE FRUIT AND PRODUCE; 64 Front St. East,

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FRUITS: Peaches, Sweet Cherries, Plums. VEGETABLES: Early Tomatoes, Early Cucumbers, Early Musk Melons.

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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.

**POULTRY.**—Spring chickens are in fairly good demand, but there are, however, very few shipments coming forward to supply this demand. Prices hold firm at last week's quotations. We quote:

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

**POTATOES.**—The situation on this market is about the same as last week. Old potatoes are scarce and the market is firm. They still hold at about \$1.20 to \$1.25 per bag. New American potatoes are somewhat easier, but the market is rather unsteady. There is a fairly good demand for the new stock, which demand is increasing as the season advances. It will not be long now until the new Canadian potatoes appear on the market. Appearances at present indicate a fairly good crop. We quote:

Old stock, on track, Toronto, per bag ..... 1 20 1 25  
New American, on track, Toronto, per bbl. .... 5 00

**GREEN FRUITS.**

The green fruit market continues quite active, but things are not moving quite so fast this week as last on account of the unfavorable weather. The receipts of strawberries have been fairly large, but they are being held back to some extent by the rainy weather. The local demand has not been quite so brisk as last week. They hold firm at last week's quotations; some very choice have been sold for 8c., however. The first shipment of watermelons has arrived from Florida; their weights are from 20 to 25 lb., and the average price is 35c. each. Canadian cherries are coming in faster and there is a drop in price of 25 to 50c. per basket. Receipts of Californian cherries have also been larger this week, and they have dropped 25c. per box. Gooseberries hold firm at last week's quotations; receipts are about the same. Red astrachan apples hold the same as last week; there are not many in the market as yet. Californian apricots will, in all probability, make their appearance this week, and the probable price is \$2.25 to \$2.80 per crate. Peaches and plums from California it is likely will arrive this week; the probable price for peaches is \$2.25 to \$2.50 per box, and for plums, \$2.25 to \$2.50. Pineapples are much firmer, being now quoted 50 to 75c. per crate higher. We quote:

Mediterranean sweet oranges	3 50	3 75
Sorrento oranges	3 25	4 00
Valencias 420's, small	6 00	
Pineapples, per crate	3 25	3 75
Grape fruit, per box	3 50	
Bananas, per bunch for ordinary	1 35	1 75
" large bunches	1 75	2 50
Messina lemons, per box	2 50	3 50
Cabbage, per case	3 25	3 50
New potatoes, American, per bbl.	5 00	5 50
Cucumbers, Baltimore stock, per hamper	3 25	3 75
Canadian strawberries, per qt.	0 05	0 07
Tomatoes, per crate (4 baskets)	1 75	2 00
Canadian apples, in bbls.	2 50	
Bermuda onions, per case	1 50	
Egyptian onions, per 100-lb. sacks	3 00	
Cocoanuts, per sack	3 50	
Californian cherries, per box	2 00	2 25
Canadian cherries, per basket	0 75	1 25
Goose berries	0 50	0 75
New green peas	0 25	0 30
Green musk melons, per crate	4 00	
Wax beans, in hampers	2 50	2 75
Red Astrachan apples, per basket	1 80	
California apricots, per crate	2 25	2 50
" peaches, per box	2 25	2 50
" plums	2 25	2 50
Watermelons, each	0 35	

**VEGETABLES.**

The demand on this market is very brisk in most lines; of course fresh vegetables are in the greatest demand. There have been very good receipts of all kinds this week, and the prices are somewhat easier. Butter beans have dropped 25c. per peck; green peas are also much easier at \$1.25 per bushel, and new beets are 15 to 20c. per dozen bunches cheaper.

**CANADIAN MEATS**

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Consignments handled in—

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**LIVERPOOL, - ENGLAND.**

Western Union Code.

**FISH AND OYSTERS**

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**The F. T. JAMES CO., Limited**

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**H. J. ASH**

**WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.**

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MALAGA GRAPES, NUTS, ETC.**

66 Colborne Street, - TORONTO.

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Fish, Game, —and a —**

**DRIED, GREEN, EVAPORATED APPLES.**

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**M. B. STEELE**

**Wholesale Commission Merchant  
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**E. NICHOLSON, - WINNIPEG,**

Wholesale Commission Merchant and Broker.



**THE MARKETS**

The Canadian Grocer

**SPICES.**

This market continues firm with active demand at primary points, notably pepper, of which grinders are reported to be large buyers. In New York the spot stocks are said to be very small. Singapore pepper is likely to reach higher figures, while Chilies are much firmer. Cloves are higher abroad again. Pimento is very scarce, and the average tendency of the whole market is toward higher prices. Strong advices continue to be received from the East on pepper. There was an absence of offerings of Acheen and Singapore for forward shipments, and for Lampong 12½c was the price quoted for August-October shipment. It is claimed that a considerable short interest exists in pepper for forward shipments. Cable advices received from Holland reported that at the quarterly auction sale held last week nutmegs all sold at full prices; mace also sold at considerable advance from valuations. We quote:

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

**RICE AND TAPIOCA.**

Remain strong and unchanged. We quote:

B rice, in bags	3 15
"    "    1-bags	3 20
"    "    2-bags	2 25
"    "    pockets	3 30
In 10-lb. bar lots an allowance of 10c. is made.	
CC rice, in bags	3 05
"    "    1-bags	3 10
"    "    2-bags	3 15
"    "    pockets	3 20
Imported Patna rice, in bags	4 50
"    "    in 1-bags	4 62½
"    "    in 2-bags	4 75
In the open territory prices are about 10c. less.	

**"MOUNT ROYAL" FANCY RICES.**

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87½		
Indian Bright	3 50		
Java Caroline	3 50		
Lustre	3 75		
Snow Japan	4 87½		
Japan Ice Drips	5 25		
Tapioca, medium pearl	0 02½	0 03	
"    "    seed pearl	0 03	0 03½	
"    "    flake	0 04½	0 05	

**CANNED GOODS**

There is a fair movement in these, and canned tomatoes are still a feature of the current jobbing movement. There has been a considerable business done in new pack salmon by commission men for future delivery, both with local and western buyers. Recently, however, the strike has upset a lot of their calculations and the feeling is unsettled in consequence. We quote:

Tomatoes	1 50	
Corn	0 90	
Peas	0 95	1 20
String beans	0 80	0 82
Strawberries	1 35	
Succotash	0 85	
Blueberries	1 10	
Raspberries	1 45	1 60
Gooseberries	1 45	
Pears, 2s	1 60	1 70
"    3s	2 10	2 15
Peaches, 2s	1 65	1 70
"    3s	2 50	2 75
3-lb. apples	0 85	0 90
Gallon apples	1 75	
2-lb. sliced pineapples	2 20	2 30
Grated pineapples	2 15	2 20
Singapore whole pineapples	0 90	
Pumpkins, per doz	1 50	
Spinach	0 95	1 00
Sugar beets	0 92	0 95
Salmon, pink	1 25	
"    spring	1 30	
"    Rivers Inlet red sockeye	1 50	
"    Fraser River red sockeye	3 35	
Lobsters, talls	3 50	3 70
"    1-lb. flats	1 75	1 85
"    1-lb. flats	1 75	1 85

**FOREIGN DRIED FRUITS.**

There has been further business in invoice lots of currants during the week at 4c, which is a rise on previous business noted. Cables from Patras this week note a further advance in the market with August shipment quoted at 13s 9d and September 13s 6d. This is due to the active buying on French account and some unfavorable reports of bad weather in the interior. Valencia raisins are beginning to engage more attention, but no business was noted. Denia advices say: "Notwithstanding the fact that a severe hailstorm came over certain districts three weeks ago, there is every indication that the crop will be larger than last season. The estimated yield is placed at 25,000 tons. Flowering is now almost finished and with continued favorable weather, it is anticipated that it will be possible to commence shipments about the second week in August." Figs are steady and some ten pound boxes have been moving at 10c to 12c. and in bags at 5c. Cables state that the outlook for new crop Smyrna figs is favorable to a good yield.

**CURRENTS.**

Fine Filiatras, per lb. in cases	0 04	
"    "    cleaned	0 05½	
"    "    in 1-lb. cartons	0 06	
Finest Vostizas	0 06½	0 07
Amalias	0 05½	

**SULTANA RAISINS.**

Sultana raisins, per lb.	0 09	0 12
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**VALENCIA RAISINS.**

Finest off-stalk, per lb.	0 07	0 07½
Selected, per lb.	0 07½	0 08
Layers	0 08	0 08½

**FIGS.**

Comadres, per tapnet	1 00	
Elemes, per lb.	0 10½	0 20

**DATES.**

Dates, Hallowees, per lb.	0 04½	0 04½
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**CALIFORNIAN EVAPORATED FRUITS.**

Apricots, per lb.	0 11
Peaches	0 09½
Pears	0 12

**MALAGA RAISINS.**

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

**CALIFORNIAN RAISINS.**

Loose muscatels, per lb.	0 07½	0 08
"    "    seeded, in 1-lb. packages	0 09½	0 10
"    "    in 12-oz. packages	0 08	0 08½

**PRUNES.**

30-40s.	Per lb.	Per lb.
40-50s.	0 10	0 10
50-60s.	0 08½	0 08
60-70s.	0 07½	0 07
70-80s.	0 07½	0 07
80-90s.	0 06½	0 06
90-100s.	0 06½	0 06
Oregon Prunes (Italian style) 40-50s.	0 07	0 07½
"    "    50-60s.	0 07	0 07½
Oregon prunes (French style), 60-70s.	0 04½	0 04½
"    "    90-100s.	0 04	0 04½
"    "    100-120s.	9 64	0 04½

**NUTS**

This market rules fairly steady and prices are firm, being 2½c up during the past two weeks. Brazil nuts are stronger also in sympathy with primary markets. We quote:

Walnuts, per lb.	0 12½	0 13
Tarragon almonds, per lb.	0 12	0 13
Shelled walnuts,	0 25	0 26
Shelled almonds,	0 25	
Filberts, per lb.	0 09½	
Pecans,	0 16½	
Brazil nuts, per lb.	0 14	
Peanuts, roasted, according to the brand, per lb.	0 07½	0 11

**GREEN FRUITS.**

The first arrivals of the season of California deciduous fruits came to hand this week, also some shipments of California oranges. In Valencia oranges 420s Jumbos are 50c higher than they were, while strawberries have made a further decline of 2c to 3c per lb. Canadian

cherries are offering at 75c to \$1 per basket. We quote:

California navel oranges	5 00	
"    "    fancy	3 50	
"    "    112 and 126s	3 85	
"    "    150 to 216s	5 50	
Valencia oranges, 714s.	5 25	
"    "    420s	6 50	
"    "    420s, Jumbo	3 25	
"    "    300s, compartment cases	3 00	
"    "    300s, ordinary boxes	3 25	
"    "    200s, large boxes	3 50	
"    "    160s	2 00	
"    "    180s, 1 boxes	2 15	
"    "    216s, 1	1 85	
"    "    100s, 1	1 80	
Messina	2 25	
"    "    ovals, 80s	3 75	
"    "    plain, 100s	3 00	
Maiori seedless lemons, 300s, extra fancy	2 50	
Messina lemons 300s, fancy	2 75	
"    "    360s, fancy	2 25	
"    "    300s, choice	2 25	
"    "    360s, choice	3 25	
New Californian lemons	2 25	
Cocoanuts, per bag of 100	5 00	
Bananas, per bunch	2 25	2 50
Canadian apples, in bbls.	4 00	5 00
Malaga grapes, per keg	5 50	7 00
Almeria grapes, fancy heavy weights, per keg	6 50	
"    "    choice	6 25	
"    "    ordinary, per keg	5 75	
Cranberries, Cape Cods, per bbl.	15 00	
"    "    Nova Scotia	12 50	
Pineapples, per case	3 00	3 50
Tangerines, 1-boxes		
Jamaica grape fruit	3 75	
California grape fruit	0 06	0 07
Strawberries, per box	0 75	1 00
Canadian cherries, per basket	0 75	1 00

**VEGETABLES.**

There has been a good business in these and prices all round are steady; any changes there were being upward. New cabbage, for instance, is 50c higher, while cucumbers have risen 75c per basket, and tomatoes 25c per crate. We quote:

New cabbage, in crates	3 25	
Sweet potatoes, per bbl.	5 50	
"    "    per basket, about 50 lb.	2 50	
Spanish onions, per crate	0 40	
"    "    per case	1 25	
Yellow and red onions, per bbl.	1 25	
Cucumbers, per basket	4 25	
Asparagus, per doz. bunch	5 00	
Boston lettuce, per doz.	0 90	
Tomatoes, 6 baskets to the crate	3 25	
Spinach, per bbl.	2 75	
New potatoes, per bbl.	5 00	
Radishes, per doz	0 40	0 60

**FISH.**

Fresh Gaspe salmon still supply the great bulk of the local business in fish and prices under increased supplies have declined to 12c per lb. There are no changes in other lines. We quote:

Haddies	0 06½	0 07
Smoked herring, per box	0 15	
Fresh haddock and cod, per lb.	0 04	
Dore, per lb.	0 08	
Pike	0 06	
Halibut, per lb.	0 09	
B.C. Salmon, per lb.	0 15	
Gaspe, per lb.	0 12	
Salmon trout, per lb.	0 08	
Brook trout, per lb.	0 18	
White trout, per lb.	0 08	
No. 1 Herring, Nova-Scotian, per bbl.	5 00	
"    "    half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring,	6 50	
"    "    per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	5 00	
No. 1 large green codfish, per bbl.	5 50	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 40-lb. boxes	0 05	
Dried codfish, per 100-lb. bundles	4 50	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 45	
Canadian kippered, per doz.	0 90	
Canadian 1 sardines, per 100.	3 50	3 75
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size per doz	2 25	

**COUNTRY PRODUCE.**

Eggs.—There is an active demand for eggs and with no accumulation of stocks prices are held steady. There is no export business in fresh stock, nor will there be any until prices advance on the other side, or decline here. We quote:

No. 1 stock	0 13	0 13½
No. 2	0 11½	0 12

POTATOES.—The feature is the scarcity and firmness of choice stock which are maintained as last quoted. Medium and low grade stock on the other hand are in excess of the demand with prices lower. We quote:

Choice stock, per bag	1 30	1 35
Ordinary, per bag	0 90	1 00

**BEANS.**—Prices hold steady on these with a fair trade doing. We quote:

Primes, in small lots	1 80	1 50
Primes, in cartons	1 75	1 80

**HONEY.**—Continues dull, but prices remain as last quoted:

White clover, in comb	0 12	0 13
" strained, in 60 to 70-lb. tins	0 08	0 09
Buckwheat comb per lb	0 08	0 09
" strained "	0 07	0 07 1/2

**HOPS.**—The market continues quiet. We quote:

Choice No. 1	0 21	0 22
Fair to good	0 17	0 19
Yearlings	0 10	0 12

**MAPLE PRODUCTS.**—A small jobbing trade is noted at unchanged prices. We quote:

New syrup, in wood, per lb.	0 05	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 08	0 10

**ASHES.**—Continue firm as last reported. We quote:

First pots	5 10
Seconds	4 50
Pearls, per 100 lb.	6 25

**HIDES.** This market is quiet, but somewhat irregular, with competition between rival buyers. This has resulted in upsetting the standard prices and values in some cases are higher. We quote:

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 75	0 77
Lambskins	0 25	0 30
No. 1 calfskins	0 11	0 11
No. 2 "	0 09	0 09

**TALLOW.**—Continues quiet and unchanged. We quote:

Refined	0 06	0 06 1/2
Rough	0 03	0 03 1/2

**FLOUR AND GRAIN.**

**FLOUR.**—The flour market has ruled steady under an active enquiry for both spring and winter wheat grades, on local and export account. In the former the two big local companies are booked ahead until the end of July. We quote:

Choice Manitoba spring patents	4 10	4 20
Seconds	3 80	4 00
Strong bakers	3 40	3 50
Straight rollers	3 35	3 40
Winter wheat patents	3 75	3 90 1/2

**GRAIN.**—There is a fair demand for grain, the only change being an easy feeling in oats. We quote:

Rye, ex store	0 58	0 58 1/2
Peas	0 72	0 73
Corn	0 54	0 54 1/2
Buckwheat	0 46	0 47
Barley	0 51	0 53
Oats	0 37	0 37 1/2

**FEED.**—The feed market has maintained its firm tone under limited stock and a fair enquiry. We quote:

Manitoba bran, in bags	19 00	20 00
" shorts	21 00	21 00
Ontario bran, in bulk	19 00	19 00
" shorts	21 00	21 00
Mouille, as to quality	22 00	28 00

**NEW BRUNSWICK MARKETS.**

Office of "The Canadian Grocer,"  
St. John, N.B., June 23, 1903.

**T**HERE is a good tone to business. The financial troubles of Ontario have had little influence here. Of course some money has been lost in some of the stocks which went off so quickly a few weeks ago, but nothing to effect business in general. The season is somewhat backward, weather being rather cold, but the rains following the very dry time we have had are causing an almost perceptible growth in all vegetation. In markets there is little change.

Fall goods begin to have attention. Rice tends higher. Cream of tartar is very firm at full figures and is tending higher.

**OIL.**—In burning oil there continues to be a good steady sale for the season. Wholesale grocers here give very little attention to this line. Lubricating oils sell quite freely; they have been very firm, the low price of burning oil not affecting them. Paint oils have a steady sale at even prices. Little new cod oil has yet been received.

American Water White	0 20	0 21
Best Canadian	0 19	0 20
Prime	0 18	0 19
Lanseed oil, raw	0 64	0 67
" boiled	0 84	0 86
Turpentine	0 29	0 31
Cod Oil	0 29	0 31

**SALT.**—In Liverpool coarse salt quite a large cargo is due, and another is in prospect. Prices, however, are firm, as high freight has to be paid. Buyers should have orders filled while cargo is landing as lower prices are then quoted. In fine salt there is a good sale. Canadian comes forward very slowly, and there is much complaint. In cheese salt the market is bare.

Liverpool coarse, per lb.	0 55	0 60
English factory-filled, per lb.	0 95	1 00
Canadian, per bag	1 05	1 10
Cheese and butter salt, per bbl.	2 25	2 35
" " 5-lb. bags, per bbl.	3 10	3 10
" " 10-lb. " "	2 85	2 85
" " 20-lb. wood boxes, each.	0 25	0 25
" " 10 " "	0 15	0 15
" " cartons, per case	1 90	2 00
English bottled salt, per doz.	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

**CANNED GOODS.**—Dealers are getting anxious. Large sales are usually made before this, but as yet no prices have been quoted. Even in strawberries, while some factories are pushing for orders, no prices are named. The guild seem bound to the association, but have little or no information about their position. There is much dissatisfaction. In the local market there are few changes. Corn is firm. Peas are quite scarce. Salmon is dull. Fruits sell well.

Tomatoes, 2s.	81 25	1 40
" 3s.	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
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	2 00	2 15
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	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River	1 35	1 50
Domestic sardines, oils, 1/2	3 00	3 25
" mustards, 1/2	2 85	3 00
Kipper 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.**—This is the season of large sales, and now that strawberries are free! received dealers are particularly busy. Sorrento oranges now seem to hold this line of trade. In California there has been quite a demand for bloods this season. Lemons are firm and sell are freely received dealers are particularly matoces and cucumbers are easier. Some watermelons are now offered. Limes have a steady sale.

Mediterranean oranges	3 50	4 00
Californian navels, per box	3 75	4 50
Valencia, 714s	7 00	7 50
" 420s	6 50	7 00
Messina lemons	3 00	4 50
Cocoanuts, per bag of 100	3 00	3 50
Bananas, per bunch	1 75	2 00
Strawberries	0 10	0 12
Phyberb	0 06	0 06
Cucumbers per doz	0 80	0 80
Pineapples	3 50	4 00

**DRIED FRUIT.**—Futures attract more attention. The giving of open orders for Valencia is about a thing of the past. In raisins, Malaga seeded are being offered. This is something new. Orders for peels are being given. Prices are well above last year. In spot business sales are light. Prunes are moving fairly well, with prices low. Currants have a steady sale. Evaporated apples are tending rather higher. Dates have a fair sale. In figs there is little movement. Peanuts are rather higher.

**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 07 1/2
Selected, per lb.	0 07 1/2	0 08
Layers	0 08	0 08 1/2

**MALAGA RAISINS.**

London layers	1 75	1 90
" Commoisseur Clusters	2 25	2 50
" Royal Buckingham Clusters, 1/2-boxes	1 15	1 15
" Excelsior Windsor Clusters	4 50	4 60
" "	1 30	1 40

**CALIFORNIAN RAISINS.**

Loose muscatels, per lb.	0 08 1/2	0 09
" seeded, in 1-lb. packages	0 10	0 10 1/2

**FIGS.**

Comadres, per tapnet	1 20	
Elmes, per lb.	0 10 1/2	0 20

**DATES.**

Dates, Hallowees, per lb.	0 04	0 05
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**CALIFORNIAN EVAPORATED FRUITS.**

Apricots, per lb.	0 11	
Peaches	0 09 1/2	0 10 1/2
Apples	0 06	0 06

**PRUNES.**

30-40s	0 08 1/2	70-80s	0 06 1/2	0 07
40-50s	0 08	80-90s	0 06	0 06 1/2
50-60s	0 07 1/2	90-100s	0 05 1/2	0 06
60-70s	0 07	Egyptian onions	0 02 1/2	0 02 1/2

**APPLES.**

Dried	0 04	0 04 1/2
Evaporated	0 06	0 06 1/2

**ONIONS.**

Bermuda onions, per crate	4 50
Egyptian onions, per lb.	0 02 1/2

**SUGAR.**—There continues to be quite a large sale and the market is very firm, and dealers inclined to carry full stocks.

Paris lumps, in 50-lb. boxes	5 00
Redpath's granulated	4 25
St. Lawrence	4 25
Acadia	4 20
Bright yellow	3 90
No. 2	3 60

**MOLASSES.**—The situation has been somewhat relieved by the arrival of quite a quantity of Porto Rico from Boston, but prices are firmly held and tending higher. Rather more New Orleans is being sold. Syrup has no demand here.

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

**FISH.**—There is an active business in fresh fish. Salmon, our finest fish, are largely caught in and near our harbor, and all being sold fresh, it means quick handling. Shad, halibut and mackerel are offered. In dry fish, cod fish are still firmly held. Pickled smoked herring are scarce.

Haddies, per lb.	0 04 1/2	0 05
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
Pollock, per 100 lb.	1 75	2 00
Pickled herring, per 1/2-bbl.	2 10	2 25
Dry cod	3 75	4 00
Pickled shad, 1/2-bbl.	5 00	6 00
Halibut	0 08	0 09
Fresh gaspereaux, per 100	0 60	0 70
Fresh shad	0 10	0 15
Fresh salmon	0 15	0 16
Fresh mackerel	0 12	0 15

**FLOUR, FEED AND MEALS.**—The firm market tends to quite active business in flour. Oatmeal is rather dull. Oats are firm. Feed is very scarce. Cornmeal is rather firmer. Beans tend higher; there is limited sale. Barley and peas are scarce.

all returned to...

THE MARKETS

The Canadian Grocer

Manitoba flour.....	\$4 70	4 75
Best Ontario.....	4 10	4 15
Medium.....	3 95	4 00
Oatmeal.....	4 10	4 15
Cornmeal.....	2 55	2 60
Middlings, in small lots.....	24 00	26 00
Oats.....	0 40	0 44
Hand-picked beans.....	2 00	2 10
Prime.....	1 86	1 90
Yellow eye.....	2 80	3 00
Split peas.....	5 25	5 50
Barley.....	4 25	4 40
Hay.....	9 00	11 00
American timothy.....	2 00	2 50
Canadian.....	2 70	3 15
Red clover.....	0 11 1/2	0 15
Mammoth clover.....	0 15	0 15
Alsike.....	0 13	0 15

NOTES.

A. L. Goodwin is this week landing two hundred boxes of dates.

John Diamond, of Diamond & Onyx, Philadelphia, is in the city. "John" is very popular and has a large trade here.

J. Hunter White, representing Jose Segalerva, of Malaga, is offering seeded Malaga raisins, the first ever offered here. The outlook is for a large sale.

Non-freezing cod liver oil is usually sold for, say one dollar a gallon, now it costs four dollars to land from Newfoundland. Norway oil is even higher.

MANITOBA MARKETS.

Winnipeg, June 22, 1903.

THE weather has been favorable for growth all week, being cool and sunny. On Friday night, a warm, soft rain fell for some hours, and this was general throughout the province. The weather has so far been entirely satisfactory to the farms, and the crop has made good progress. The only trouble is that conditions are so good there is a danger of people being too sanguine as to the results, which, it must be remembered, are still a long way off, and with many possible ifs between them and fulfilment. The building trade has had somewhat of a setback this week over a dispute and injunction, which has prevented the delivery of bricks. A new building company have made the attempt to control the entire output of four of the brickyards, and at present it is not known whether or not the agreement, which they claim to have made, will stand. In the meantime, practically every building on which brick is being used is tied up. Trade is good and steady; rather better than is usual at this season. Prices remain steady and with few changes.

FLOUR.—The advance in wheat prices has been considerable this week, so much so, in fact, that an advance in flour was confidently looked for, but none has taken place. Though the price is firm and the trading for the week has been heavy, \$2.05 is still the base price for No. 1 patent.

BEANS.—There is a steady sale for beans and the price is \$2 to \$2.05.

RICE.—The advance in Japan quoted last week holds, and there is no change in the situation.

EVAPORATED FRUITS.—Evaporated apples are higher, and are now quoted at 6 1/2 to 6 1/4c. Everything points to California evaporated fruits being higher also, but new goods are not yet quoted on this market.

CALIFORNIA CANNED GOODS.—California fruits will be considerably higher this season, apricots being 35c. per case higher, and peaches about 30c. The amount of these goods sold on this mar-

ket is small. California peaches used to be brought in here by the carload, but now comparatively small quantities are sold, as the Canadian peaches are preferred by the majority of buyers. The only line of California fruit that is bought at all extensively is canned apricots, and of these, not 20 per cent. is sold of what was sold 10 years ago.

JAMS.—All pail jams have advanced about 2c. to purchase and are shading higher here, although no jobbing house has quoted them distinctly higher. The sale of jams has been exceptionally heavy this year owing to the large number of new people coming in, who naturally have no fruit supply. The settlers from England buy jams in preference to canned fruit, to which they are not so well accustomed.

GREEN FRUITS.—The market is now pretty fully supplied with plums, peaches and apricots. This is the last week of the Hood River strawberries, and the sales have been heavy. Valencia oranges are in and are selling at \$5 per crate for 150s to 250s; St. Michaels, \$5. Lemons 360s, \$5; 300s, \$5.50. Cherries, \$2; apricots, \$2; peaches, \$2.50; plums, \$2.50; pineapples, \$4 per crate; bananas, \$3; Hood River strawberries, \$3.75. Fancy Ben Davis apples, \$7 per barrel.

GREEN VEGETABLES.—Cucumbers, \$1.25 per dozen. Tomatoes, \$3 for the 4-basket crate; \$4.50 for the 6 basket crate. Cabbage, 5c. per lb.

BUTTER.—Dairy butter comes in slowly and the grade is much mixed. The best grade of fine fresh dairy brings 15c. in Winnipeg, but all kinds of prices are being paid for all kinds of butter.

CREAMERY BUTTER.—Very little has offered during the week, and prices are 17 to 18c. at factories.

CHEESE.—Some Ontario is still being brought in and sells at 13 1/2c. Manitoba cheese is 11c. in Winnipeg.

EGGS.—Very small deliveries and prices high and firm, 13 1/2c. at Winnipeg and even 11c. has been paid during the week.

NOVA SCOTIA MARKETS.

Halifax, June 23, 1903.

BUSINESS in the wholesale grocery line during the last week has been well up to the average of other seasons, and a fairly large amount of business was put through. There is not the same activity which prevailed during the spring months, but the dealers are quite satisfied with the volume of business done. One prominent feature is the fact that June collections have been somewhat better than the two previous months, and the wholesalers report a more buoyant feeling throughout the country. Monetary conditions, which looked very serious a month ago, are now in much better shape, the prospects for good crops are now much better, and a more hopeful feeling generally has been created. With good weather for a growing season from this on the country will take on the general air of prosperity which prevails throughout the Dominion.

The butter factories and cheese factories are now about all at work and are turning out considerable products. In Nova Scotia the run seems to be on butter, while reports from P. E. Island show that cheese is being more largely made. The local creameries are considered too firm in their views as to price, and

large quantities of Western butter are still being imported. The local market is well supplied, except for finest creamery. New cheese is now in good supply and the market is fairly easy. Present prices are: Creamery prints, 22c.; solids, 21 to 22c.; dairy, 18 to 19c.; cheese, 10 1/2c.

The supply of eggs in the market is light and they are jobbing at 13 to 15c. The quantity coming in is so small that no pickling or cold storage is being done here, as prices are too high to warrant either. In the Saturday market the country folk were asking 25c. for nice fresh eggs, and they were better worth it than those jobbing at prices above.

There is an advancing tendency in breadstuffs. Dealers report the mills asking 5 to 10c. advance on the higher grades. Corn is hard to get and cornmeal has advanced 10c., and is now quoted at \$2.75 to \$2.80. Oatmeal and rolled oats are unchanged at about \$4. Beans remain firm at \$2.10 to \$2.20 and no relief is expected until new crop is on the market. Flour prices, according to grade, run from \$3.45 for straight, to \$4.65 for Ogilvie's Hungarian.

Feeds of all kinds are very firm and prices higher. We quote: Middlings, \$24 to \$25; bran, \$22 to \$23. Oats are firmer, and are now quoted at 1 to 2c. higher—12 to 14c.; last week's quotation from P. E. Island was 34 to 36c. Hay is firmer and those holding stock are looking for \$12 to \$12.50, as the assurance of a good hay crop this season has not been arrived at. The high price of this article in the United States, which absorbs the Quebec surplus, prevents Quebec hay from coming here, and thus keeps up the local price. There has been a heavy demand this spring for feeds from those engaged in dairying, and this demand still continues on account of the backwardness of pasturage grass.

A number of the Bank fishing vessels have come in and the trade will receive some benefit this week in supplying provisions for the summer's trip, although most of them thoroughly stocked up at the home port and only come here for bait and ice.

The sugar and molasses situation remains unchanged. The schooner Hector, from Barbados, arrived yesterday with another cargo of molasses for The Dominion Molasses Company, who are now about the only dealers in the city who have any considerable stock of this article.

The barque Hector, which arrived on Sunday from Barbados, brought the largest cargo of molasses of the season for The Dominion Molasses Co. It consisted of 1,195 puncheons, 121 hogsheads, and 105 barrels.

R.C.H.

MONTREAL GROCERS.

A special meeting of the Montreal Grocers' Association, held on Thursday evening, the 18th inst., some of the committees charged with the arrangements of the annual picnic submitted their reports. Ald. Laporte stated that he had visited the grounds in St. Hyacinthe, and that they were perfectly

# HOW ABOUT CORKS?

We have several special **JOBS!**

Write quick for **samples** and prices

TO \_\_\_\_\_

**S. H. EWING & SONS**

Manufacturers of "VELVET" Brand Corks.

96 KING ST., MONTREAL.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686.

Telephone Bell Main 65  
Merchants 522.

Telephone orders receive prompt attention.

suitable and in good condition. Some discussion was heard also on the question of having a refreshment stand on the grounds.

A generous proposal was made by Ald. N. Lapointe, who moved, seconded by Mr. P. O'Brien, that 10 per cent. of the money received from the sale of the excursion tickets should be turned over to those who had suffered in the recent fire in St. Hyacinthe. This seemed to meet with pretty general approval, but the motion was left over till the next meeting.

The treasurer read a list of the donations in money and kind given to the association for the picnic.

The question of giving prizes to the ladies for dancing is still to be dealt with, and it will come up for discussion at the next meeting, when a definite vote will be taken. It is understood, however, that the association is in favor of this plan. Meanwhile it has been decided to open the dancing contest to all, except professionals.

The meeting adjourned till July 2. On June 29, the chairmen of the various committees will meet at the home of the treasurer to make their preliminary reports.

### SUCCESSFUL SOAP ADVERTISING.

The success which must inevitably follow, where persistent advertisement and energy are backed by a really good article, has been fully exemplified in the remarkable progress made by The Industrial Soap and Oil Co., Limited, Toronto.

The volume of business which this company is now doing has reached proportions far in advance of their earlier contemplations, and the directors are obliged to face the fact, that larger premises have become a necessity if the supply is to keep pace with the continually increasing demand. From a reference to their advertisement in this issue it will be seen that they supply the grocer with free sample packets of their "Tip-top" soap chips for distribution to their customers, the results of which have been most successful, so much so that one grocer remarks that the result of passing a number of samples on to his regular customers was that in every case the customer became a purchaser of a carton of "Tip-top" soap chips.

It must be ever true, that to hold a trade the article, as in this instance, must be of that degree of merit which survives

criticism. Still, it remains an indisputable fact, that to first make a trade depends in a large measure upon persistent and judicious publicity.

### SALADA ISSUES A WRIT.

The Salada Ceylon Tea Co. through their solicitors, Denton, Dunn & Boulbee, have issued a writ in the High Court of Justice against John Segsworth, carrying on business as The East India Tea and Coffee Co., claiming an injunction restraining the defendant from imitating the "Salada" tea trade mark.

### OUTING FOR LAVAL.

The Grocers' Association of Laval, Que., has decided to hold its annual picnic to St. Hyacinthe on July 15, and it was further resolved to donate 10 per cent. of the proceeds to the people of St. Hyacinthe who suffered at the recent fire in that city.

H. P. Eckardt & Co. report a large business doing in Heinz pure pickling vinegar.

J. A. Mathewson & Co., Montreal, have just received several consignments of "Quaker" tea from Ceylon. This tea is packed as well as grown in Ceylon and coming in air-tight sealed packages, the danger of being damaged in flavor by proximity to other merchandise which may be in the steamer is thus obviated.

Buyers of canned meats should communicate with H. P. Eckardt & Co.

### BRITISH COLUMBIA MARKETS.

Vancouver, June 18, 1903.

LAST week two large steamers were loading in this port with general merchandise for the far northern trade of the lower Yukon River. Nearly 3,500 tons of cargo, mostly staples of groceries and foodstuffs for the mining camps of the Klondike, were taken out by these vessels. This week there are in port two other large vessels, bringing large quantities of general merchandise in cargo from the markets of the old world direct to Vancouver. The vessels are the China Mutual liner, Ajax, with some 2,500 tons of general cargo, and the British ship, Lamorna, from Glas-

gow, also with cargo for Vancouver. The steamer Ajax is one of the line of steamers now giving a 60-day service from Europe and England via the Suez canal and India and China ports.

The regular steamer from San Francisco arriving this week brought the following cargo for this port: 50 cases pickles, 50 boxes shoe polish, 55 cases salad oil, 65 cases canned goods, 50 boxes lemons, 125 boxes oranges, 60 sacks onions, 75 sacks potatoes, 95 sacks malt, 6 cases honey, 30 cases chocolate, 106 sacks beans, 50 boxes paste (macaroni), 95 barrels paste, 790 boxes dried fruits, 75 boxes raisins, 275 tins matches, 10 cases catsup, 5 kegs olives, 20 cases canned asparagus, 5 bales tobacco leaf, 1 bale hops.

The grocery market, wholesale here, shows no quotable changes this week. Trade is excellent, the local provincial trade being very active, though high water on the Fraser and some delays in rail transportation in the mountains have caused interruptions. The northern business is just beginning to become lively for the season. Merchants are daily expecting the first through mail from Dawson since the winter trail broke up. The steamer City of Seattle down last night from Skagway, left that port just before the first up-river steamers reached White Horse. The C.P.R. steamer Princess May would be in time to receive the first rush, some 200 Dawson people being reported as on their way out. The trip from White Horse, the head of Yukon navigation, to Skagway being such a brief rail journey on the White Pass railway, the landing of passengers at White Horse practically means their being able to catch any steamer ready to sail from Skagway for Vancouver. The people who are outbound, the first to get away from the northern camp this spring, are reported to be bringing with them at least half a million dollars of gold dust, part of the proceeds of this spring's clearup of the Klondike winter dumps. Many of the first arrivals on the steamer, which will be in the port of Vancouver by tomorrow evening, are merchants who come out to purchase the goods they require to replenish their stocks for the summer trade and for next winter's supplies. That means that Vancouver wholesale grocers and provision merchants will have a busy time indeed for the next week, as they beat newspapermen in "interviewing" the Dawson merchants who are out on purchasing trips.

*all returned to sender*

CH 24250

The produce market is getting on a summer basis, and supplies are plentiful in all lines except eggs, which are still short, and there have been further delays in transportation, by reason of trouble on the main line of the C.P.R. All stocks of eggs have practically to be brought from the east yet. Butter, both creamery and dairy, is easier in supply. Local creamery is being received in fairly liberal quantities. There are five creameries in the Fraser valley, all of the output of which is easily disposed of, first on this market, and Victoria. The Edenbank Creamery, at Chilliwack, the Chilliwack Co-operative Creamery, the New Westminster Creamery, Sumas Creamery and the Delta Creamery turn out from 400 to 600 lb. of butter daily during the summer season. In addition, there are many farmers and ranchers who have large dairies, with sufficient number of milking cows to lay claim to the title of "creamery" butter for their output. As a matter of fact, many of these large dairies have cream separators and other appliances of modern buttermaking type, and the consequence is that much of the local fresh dairy butter classes with creamery on the markets of the province. A large portion of the butter output of the lower mainland is sold direct to retailers, some of the creameries having a selling agent. The most successful of them, however, are adopting the method of putting their butter in the hands of one wholesale dealer, who handles it all.

Fruit has become plentiful during the past week. The first California peaches have made their appearance on this market, and the price has opened at \$2 to \$2.50. Apricots are fairly plentiful, too, and cherries, both Royal Ann and Black Tartarian, have become a liberal supply. Strawberries have again come into the market in large quantities; the local crop has begun to ripen very quickly. A needed rain last week had the effect of bringing the berries on in much better shape than was expected. Dry, hot days, when the berries were not far enough advanced, had dried, rather than ripened them. Hood River, Oregon, fruit has been fairly liberal, too, but the season for them is getting over. Prices this week are about \$2 and \$2.25 for local, and Hood River, \$2.50 per case of two dozen boxes. Washington State is also beginning to send strawberries to this market.

All lines of vegetables are in liberal supply now considering the season. Potatoes, which, as a rule, at this time each year, are being heavily imported from California, are so high that the old stock of local still holds the market. California potatoes (new stock, of course,) have raised slightly this week, the price being 2c. per lb., while old stock local have been sold down to 50c. per sack of 100 lb. Some cars of old potatoes have been shipped to the Northwest, and one as far as Manitoba, the freight being \$10 per ton to Winnipeg.

J. G. Hammill, formerly manager of the Wood, Cargill Co., general merchants, Armstrong, Okanagan district, is opening in business for himself at the same place.

The stock of groceries of Penwill Co., Vancouver, assigned, has been purchased by H. E. Edgett & Co., who take it into stock.



Delicious, Healthful  
The Ideal Fruit

—FOR—  
SPRING and SUMMER USE

Once Tried, Always Used.

ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

L & L



Trade Mark

PHONE MAIN 1975.

A pure, wholesome, appetising  
Canadian product of High Quality  
Of special interest to the Canadian Grocer.

—It gives complete satisfaction.

—It shows a good profit.

—Your jobber supplies it.

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

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

FANCY CALIFORNIA, NAVEL, ORANGES  
VALENCIA, SEVILLE.

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

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

Our Own Combination

of experience and energy has established a business that keeps us busy, and our customers appreciate our liberality.

**CANNED VEGETABLES**—We can quote prices that you will find interesting.

**VALENCIA and SULTANA RAISINS**—We are offering at considerably less than they cost us to import last fall. Get our prices.

**HIGH GRADE VINEGAR**—We are over-stocked on this line, which we intend to sell regardless of profit. Quality guaranteed.

**TEAS**—We have the reputation of having the best values that experience and money can produce. Kindly let us have your enquiries.

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

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.

RETURNED

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Cut Book 18  
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all returned 0.  
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# Longfellow

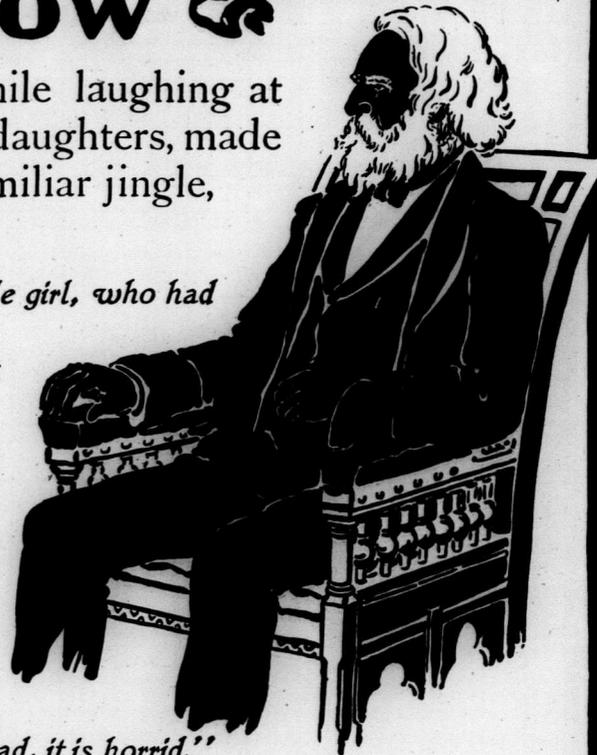


one morning, while laughing at one of his little daughters, made up the now-familiar jingle, beginning:

*"There was a little girl, who had  
a little curl,  
That hung right  
down on her forehead."*

There is a close resemblance between coffee and that "little girl" for

*"When Coffee is good,  
it is very, very good,  
And when it is bad, it is horrid."*



## Chase & Sanborn's Coffees

are always "very, very good."



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

THE CANADIAN GROCER

# CANADA BROKERAGE CO., Limited

F. W. HUDSON,  
President.

W. F. MORLEY,  
Vice-President.

H. T. WILSON,  
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48 WELLINGTON ST. EAST,  
**TORONTO.**

General Agents and Wholesale Dealers  
in Fancy and Staple Groceries.

Telephone Main 2282.



## Quina Excelsior

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

The Very Best Medicine for convalescents and sick persons.

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

—SOLE AGENT FOR CANADA.—

**B. O. BELAND,**

—IMPORTER OF—

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

26 Lemoine Street (near McGill Street),



**MONTREAL.**

Telephone Main 181

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

## MADAM HUOT'S COFFEE

The Gem of all Coffees.

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

# DON'T YOU MISS THIS CHANCE!

In spite of the market, I can offer you two lines of Japan Teas, quality and low prices of which have not been surpassed, if equalled, during last season, and I believe nothing like these is now offered anywhere else:

- 90 Half-chests, 80 lbs. each, clean, well-made leaf, fine liquoring JAPAN TEA, at 18½c.
- 225 " 80 lbs. each, handsome leaf, choice liquoring JAPAN TEA, at 19½c.

Ask for Samples of Them.

SPECIALTY OF HIGH-CLASS TEAS, COFFEES, SPICES and VINEGARS

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

**E. D. MARCEAU**

281-285 St. Paul St.,

**MONTREAL.**

**"GME"**  
Baking Powder, Vinegar,  
Spices, Coffee.

THE LATE S. J. MAJOR.

THE late S. J. Major, wholesale grocer of Ottawa, whose death THE CANADIAN GROCER recently announced, was one of the largest in Ottawa. The business of the firm will be carried on as heretofore, under same style, with M. Jules Cote as manager. Mr. Cote has been connected with the establishment for the past seven years, and, although as yet young, he is possessed of great ability and judgment. He has managed the business with great success for the past two years,

took place on June 17. Grocery men and grocery travellers when they are out for a good time have a good time. This year, as in all previous years, the event was marked by fun and frolic. Business places in the town were all closed, and the drummers had possession of the town.

About noon a parade passed through the streets, beating anything that ever originated in the brains of 200 commercial travellers. The band of the 31st Regiment headed the parade, and all the antiquated vehicles in the district, loaded

lers joined hands with the local grocery men, this year the registrations numbered almost 200. The most ingenious advertising schemes were sprung upon the public by the different firms, one Toronto soap firm circulating a poem among the natives that included personal mention of nearly every business house in Owen Sound. Every traveller dressed in his make-up had the name of his firm in some conspicuous place, the element of this competition entering even into the sports of the day.

SHIPPERS MAKE COMPLAINT.

That the newly-subsidized Canadian steamship line to South Africa has neglected to take Canadian goods in order that American merchandise might be carried is a complaint that has been laid before the Canadian Manufacturers' Association. The statement was made that Canadian goods were left on the wharf while American shippers were allowed to send their stuff forward. Another complaint was that the Canadian steamers did not always sail on scheduled time, and that on this account goods suffered delay. These complaints will be forwarded to the Government.

HINTS TO BUYERS.

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

S. J. MAJOR, of Ottawa, has a large stock of all kinds of dried fruits, which he offers at low prices. Has also a large stock of tomatoes and canned goods at attractive prices.

Grocers' Wholesale Co., Limited, have a choice New Orleans molasses, barrels and half barrels, at very attractive prices.

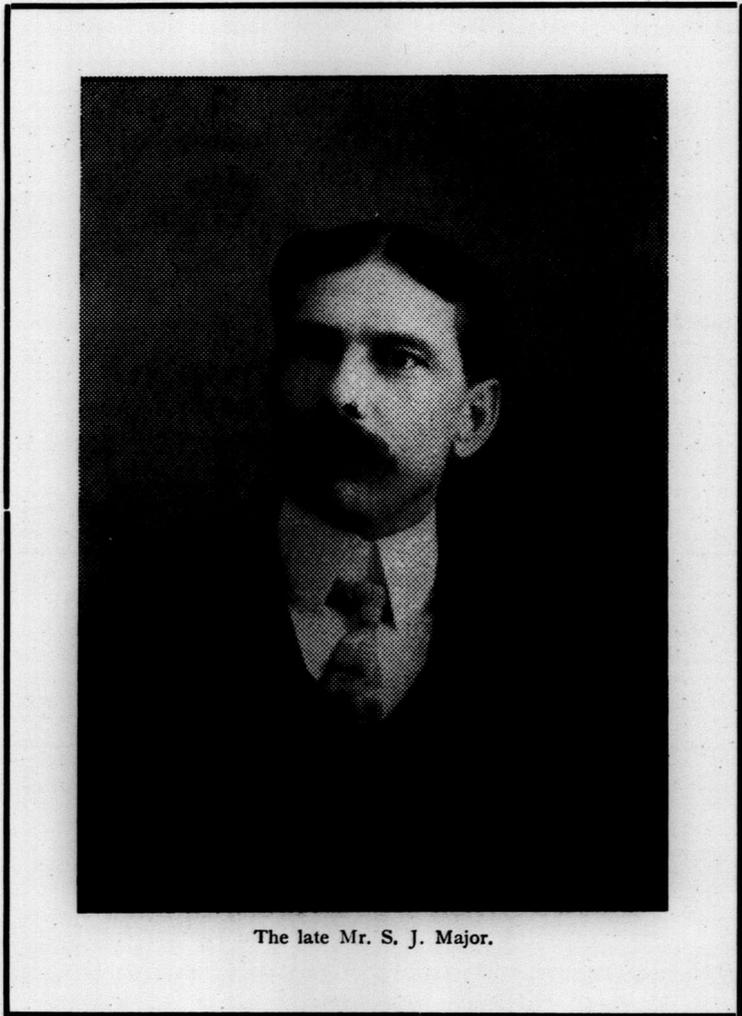
Williams Bros.' pickles, relishes and jams are for sale by S.J. Major, of Ottawa. He has the agency for the district.

The R. & J. H. Simpson Co., tea importers, Guelph, Ontario, have a snap to offer in Ceylon green teas.

Grocers' Wholesale Co., Limited, have a bargain in California seeded raisins; a few short lines to clear.

It will pay you to communicate with The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ontario, if interested in Sultana or Valencia raisins, or mat figs.

Milford Sipes & Co., coffee brokers, Detroit, report the arrival in Canada of some very desirable selections of South American coffees at prices the lowest offered at for many years.



The late Mr. S. J. Major.

during Mr. Major's long illness. This is an assurance to the many customers of the firm that they will receive entire satisfaction. The establishment is well equipped with the latest business methods, and the firm is in position to compete with any others.

THE DRUMMERS' PICNIC.

THE excursion and picnic of grocery and provision travellers, representatives from the tea, coffee, confectionery and spice firms throughout Eastern Canada, which is held annually to Owen Sound,

with travellers, followed. The police were called off to forget some of the things and they forgot.

A large program of sports was run off in the afternoon at the King's Royal Park, and over \$500 worth of prizes were distributed. The prize for clerks, offered by Kilgour Bros., Toronto, for the grocers' guessing contest, was won by a local grocer, J. A. Armour.

The travellers and Owen Sound business men enjoyed the day to the fullest. The event has become an annual institution, and, while last year only 50 travel-

*all returned to...*

## A Leaky Roof?

Make a sure cure by covering it with

# EASTLAKE STEEL SHINGLES

The popular choice all over Canada — reliable, lasting, fire and lightning proof.

More easily and quickly laid than others—always satisfactory, and not expensive.

**GALVANIZED OR PAINTED.  
A SUCCESS EVERYWHERE.**

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

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

### WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	2.50
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.	

### THE NATIONAL COFFEE CODE

#### AXTELL'S

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

Price, \$1.00 Postpaid.

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

### THE UNIVERSAL SUGAR CODE

#### AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

### AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

### FOREST CITY GOSSIP.

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

THE grocery trade continues good, and the demand is active for all seasonable lines, such as sugars, cooked tinned meats, salmon and other fish in tins, fruit jellies, starch, extracts, lime juice and cordials, and breakfast foods other than rolled oats. All goods are firm and nobody seems inclined even to shade prices of anything for increased quantity. Payments are satisfactory at present, and losses by failures are few and far between. Teas of all grades are very firm, Japans in this market being scarce and higher in price. Greens are steadily coming into popular esteem at lower figures. Japans are much more sought after and higher prices are obtained. The various package teas are moving out about as usual. Extra standard granulated sugar is delivered by the London wholesale houses in the city at \$4.17 per 100 lb. in barrels and in bags at \$4.12 per 100 lb. bags. The 100 lb. cotton sacks of granulated sugar are considered quite a handy innovation by the trade here, and the opinion here is general that they have come to stay. Many housekeepers and boarding-houses will purchase just that quantity, a barrel being too big an investment, as well as too cumbersome a package to handle.

Mr. Mountjoy, importing fruit merchant here, has given the following about some of the lines they handle largely:—Florida water melons have arrived here about two weeks earlier than usual, and are this week selling to the trade at \$3.60 per dozen. Pine apples are over for the season. Florida tomatoes are 55c. for 6-lb. baskets; home-grown tomatoes are beginning to offer, but are yet higher than the imported, viz., 10-lb. baskets, \$1.75. The American trusts hold bananas high in price: 7-hand bunches, 90c. to \$1.20; 8 hand, \$1.30 to \$1.50; 9 and 10 firsts, \$1.75 to \$2; 11 and 12 Jumbos, \$2.25 to \$2.75. Oranges, California seedlings, 96s to 216s are all the same price, \$3.75 per case; all have to be repacked. Lemons are pretty firm and are quoted at \$3.25 to \$4 for 300s and 360s.

Egg dealers are chaffing about the big eggs of London, Ontario, laid by a black minorca hen on five successive occasions, each measuring 8½ by 6½ inches. A grocer at the market declares every one was food enough to make a breakfast for a boarding house.

Fruit dealers state that over one million small so-called quart baskets of strawberries, have been consumed in London since the opening of the season. Retail men dispose of them this week at five and six cents, and the fruit is large and fine.

D. S. Perrin & Co., the biscuit manufacturers of this city, have during this spring been building an extensive addition to their factory. It is of red pressed brick, faced with undressed stone, and corresponds with the older premises, erected a few years ago. When completed, as it will be in two or three weeks more, the result will be both increased capacity and handsome appearance.

W.H.L.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

### SITUATIONS VACANT.

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

WANTED --- We want a number of bright young men to represent us in various parts of Ontario; must be first-class salesmen; those having experience in general stores preferred; address giving age, experience and references, to Box 30 CANADIAN GROCER. (26-2)

### FOR SALE.

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

FOR SALE—Grocery, fruit and ice cream business; going west. A. E. Code, Waterloo, Ont. (26-3)

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

### COFFEE ESSENCE

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

### BUSINESS.

A Canadian gentleman, with capital, now residing in England, with business experience in both countries, desires to meet exporters or manufacturers in Canada, in view of doing business by agency, purchase or otherwise. First-class security and credentials. Will soon arrive in Canada. Meantime, Address, "Export," Box 37 CANADIAN GROCER. (26-2)

## FOR SALE.

A store and dwelling, at present occupied as a grocery and butcher stand; good location, and chance for a live man. Present owner retiring owing to ill health. Will bear closest inspection.

APPLY—

**Lucas, Steele & Bristol,**

HAMILTON.

**TRADE IN COUNTRIES OTHER THAN OUR OWN.**

**Light Pack of Sardines.**

IN connection with sardines a London, Eng., trade paper says: "From a reliable source we learn that the sardine shoals, which are locally reckoned due on the coast of Vendee on May 1, and which usually do appear there within the first 10 days of the month, are still looked for in vain, and the sardine factories along the coasts of Vendee and Brittany thus remain idle for want of fish. The fact that these have not appeared by the end of May, notwithstanding that the climatic conditions have been extremely favorable, is regarded by fishermen as a sure indication of another poor season and the position is one of grave anxiety to all concerned. Since the opening of this month there have been small catches at one or two points on the coast, but the total quantity has been quite insignificant and the greater part, of course, has been taken by the fresh fish dealers, so that very few of the factories have opened up at the present time."

**California Cured Fruits.**

In connection with the situation in cured fruits The Fruit Grower says: "No business of any importance has been done in futures so far. There is a feeling of considerable conservatism among dealers this season, and they are holding off later than usual in the matter of new crop futures. There is no particular advantage in naming prices early from the standpoint of the people at this end of the line. Eastern brokers very often force early naming of prices in order to permit them to commence business, but it is usually unsatisfactory. There seems to be a general feeling among growers that prices for everything must be very high the coming season, and they have their ideas of values fixed at a pretty high notch in many cases. While general conditions point to a good season and a profitable one, it cannot be too strongly urged that it is best not to start too high."

**Columbia River Salmon Pack.**

Private telegrams from the Coast to-day report a continued light run of salmon on the Columbia River, with the pack to date roughly estimated at from 50,000 to 65,000 cases. One telegram stated that there is

a movement among some packing interests to advance the price established at the opening of the season, but that in view of the fact that the packing season has considerable time to run and that July is the best packing month, the majority of the packers are opposed to an advance. Spot new pack chinook fish is taken up as it arrives, and jobbers report a good distributive outlet. First hands quote, covering all offerings on the spot, \$1.40 to \$1.60 on talls, \$1.60 to \$1.70 on flats and 95c. to 97½c. on half-lbs. There is a good inquiry for red Alaska talls, with \$1.05 to \$1.10 as to holder and brand quoted. Late in the day there was reported a considerable movement in red Alaska, with several fair-sized lots changing hands with price not mentioned, but said to have been around spot. It is stated also on good authority that a local interest purchased within the last day or two a block of 6,000 cases for shipment by vessel from the coast at a price said to be equivalent to \$1.05 laid down here. Medium red fish is dull. Sockeye talls are quoted at from \$1.30 to \$1.35, with flats at the same figure. Spot pink and chums have shown a good movement and values are steady at 60c. to 62½c. for pinks and 50c. to 52½c. for chums.—N. Y. Journal of Commerce, June 19.

**Canned Goods in London.**

Although the demand generally has been somewhat slow after the holidays, the seasonable weather has had a marked effect on the inquiry for California fruits, which have been more brisk than for some time past. Probably the smallness of stocks on the spot, and the unfavorable prospects of the 1903 pack, have had even more to do with the matter than the recent excess of heat, but the latter will cause the scarcity to be felt much sooner than it would otherwise have been. The advance in the valuations for pines has checked, to a great extent, the trade in this fruit, but larger shipments are now arriving, and quotations are in favor of the buyer. Gallon apples are now being offered at a most attractive figure, but the requirements of the trade are still of a retail character. Although prices for choice quality lobsters are high, a good inquiry prevails, as the quantity available for shipment to this country this year, owing to the increased demand from the United States, will be considerably less than former years. The best brands of Alaska salmon show relatively better value than any other descriptions, but the demand from the trade continues disappointing. It is very evident, from the firmness taken by the largest importers, that the lowest price in the market has been reached, and with a continuance of the present weather it would not be surprising to see an advance in prices all around. The market for ox tongues is very firm, and the largest sizes are in very poor supply. Meats are again slightly easier, but the trade up to the present has not responded.

There is one packet tea, which is not only the pick of the finest blends of Ceylons but is sold in the original lead packets,



**Sealed in Ceylon.**

**"Quaker Tea"**

—A GOOD TEA, WELL PACKED—

**J. A. MATHEWSON & CO.**  
**MONTREAL.**

AGENTS FOR CANADA AND NEWFOUNDLAND.

*all returned Co.*

SH 2850



SOCKEYE SALMON

# "Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

**All grocers keep it.**

## GRIFFIN & SKELLEY PACK OF SANTA CLARA PRUNES

IN STORE TO-DAY

Sizes	50/60	}
"	70/80	
"	80/90	

In 25-lb. Boxes.

**OREGON PRUNES.** 60/70, 50-lb. Boxes.

**The F. J. CASTLE CO., Limited,**  
OTTAWA, CANADA.

ESTABLISHED IN 1886.

# S. J. MAJOR

## Wholesale Grocer. Spirits Merchant.

18, 20 and 22 York Street

**OTTAWA, ONT.**

We desire to inform our numerous customers that the business will be carried, as heretofore, under the same name. We thank all for their encouragement in the past, and ask them for a continuance of their favors.

N B.—Quotations by mail, phone or telegram are always cheerfully given.

# CEREALS

A Department  
of  
Mill Products

## The Milling Industry.

THE interest evinced by the Canadian millers in the export trade is steadily on the increase, and the milling capacity of the country will become enlarged as the room for expansion becomes more generally recognized.

Heretofore the milling industry has been greatly handicapped in the West by the exorbitant and unfair freight rates to the eastern markets. The millers of the American West have had the same difficulty to contend with and have recently brought the matter before the Interstate Commerce Commission, who are now considering their complaint with a promise of readjustment. The Canadian railways and vesselmen should give the claims of our millers the same consideration. The preference of both has hitherto been given to wheat. With cheaper power, which is now available, and reduced freight rates, the milling possibilities of this country would develop rapidly and the question of export receive that attention which, from its importance, it undoubtedly deserves. The preference for our flour and meals in foreign countries is already very marked, and we are glad to learn of the extensive shipments our millers on both lines have been making to the east during the past few months.

The erection of an immense export mill has been commenced by the Ogilvie Company at Fort William, which will have a capacity of 1,500 barrels. When the crop prospects are more fully assured, we expect to hear of quite a number of others making a move in the same direction. In the meantime, it is a great satisfaction to know that the quality of our cereals and mill products is so highly appreciated, and it certainly is a feather in the caps of those already in the trade and who have acted as pioneers in the business.

## Our Prospects in the East.

THAT the American millers fear the substitution of Canadian flour in preference to theirs in the countries of the east is evidenced by the utterances of The Roller Mill, a milling organ, published in the United States, which admits the advantage we scored at the Osaka Exhibition and the success our millers are meeting with in the introduction of their flour into the Orient.

This trade promises a great development in the near future, and should induce the Canadian miller to make thor-

ough inquiry as to the possibilities of profit in this new avenue of export. Heretofore the enterprise exhibited in this direction, has been very limited, but "The Grocer" hopes that the experimental shipments recently made will result in such satisfactory returns that our millers will be encouraged to enlarge their grinding capacity to an extent more in keeping with the vast wheat resources of the country.

The possibilities in this direction are deserving of their serious consideration, and we are glad to note that several of our largest manufacturers are already commencing to recognize their value and importance. At the suggestion of the Minister of Agriculture some of our millers have registered their brands in Japan. The prospects at the moment are good for our securing a large and profitable market in that country, and owners of mills of sufficient capacity should make an early effort to get in the swim. The expressed fear of the American millers that they will lose their trade when the merits of their cereal manufactures are placed in competition with ours, shows that the business has heretofore been to them a source of profit, and we are satisfied that the Canadian millers by following up the advantages already secured will not only reap at least a considerable part of this profit, but will by their enterprise confer an everlasting benefit on the western provinces and the country at large. As an illustration of the interest our neighbors are taking in this subject we notice that the American Millers' National Federation, recently convened at Detroit, expressed themselves as in favor of a policy of genuine reciprocity, and declared that the future prosperity of the United States mills depended on their grinding Canadian wheat.

Adverse discrimination in freights has been a source of discouragement to the Canadian millers, but concerted action on their part would at least effect a modification of any unjust preference.

## Canadian Crop Prospects.

Good rainfalls throughout Ontario and Quebec during this month have wonderfully improved crop prospects, and a much better and hopeful feeling prevails among the farming community. In Manitoba they have been favored with exceptionally fine growing weather, and crop reports are all of a most favorable and cheerful nature.

Reports on the crop prospects received by The Ogilvie Milling Company from their agents throughout the West are of the most favorable character and in keeping with those of the Government and railway companies which have recently been published. The main features in the situation are that there is every prospect of a heavy yield and an early harvest if the present favorable conditions continue.

## Canadian Flour in Japan.

Flour made from Manitoba wheat by the Ogilvie and Lake of the Woods Milling Companies was recently baked into bread at an exhibition in Tokio, Japan, and in competition with flour made from wheat grown in Oregon was found to be much superior. As a result a trial order was sent from Tokio for 15 tons, and a large demand for Manitoba flour is expected in the Far East.

## Through the Rollers.

THE Lake of the Woods Milling Company, Montreal, has been re-incorporated with a capital of \$4,000,000 to manufacture flour, etc. The provisional directors include T. Fyshe, B. Shepherd, and R. E. Greenshields, Montreal.

The new launched steamer, Simla, will have a capacity of 70,000 bushels.

The Columbia Flour Mills Company have been incorporated at Victoria, B.C.

The Imperial Elevator Company will erect a large elevator at Foxwarren, Manitoba.

The new elevator in course of erection at Point Edward will have a total capacity of 525,000 bushels.

The Central Milling Company, Peterboro, purpose erecting an elevator with a capacity of 70,000 bushels.

The firm of Alexander & Law Bros., Brandon, are increasing the capacity of their mill to 500 barrels per day.

The Pembroke Mill report a heavy business. Equipped with the most modern machinery, they are now capable of turning out 150 barrels a day.

The flour business of the late David Robertson, of Montreal, has been deeded over to the firm of John Magor & Son. This firm were the first to get their brands established in South Africa after the close of the war, and their shipments there during the past year exceeded 30,000 sacks.

The A. Kelly Milling Company, of Brandon, will have a branch office in Winnipeg. The firm have now 15 elevators ready for use and will build five more this season. They have several orders in hand from China and Japan. We referred last week to the large order they recently had from the Fiji Islands, and this week they are making a shipment of 20 carloads of flour to Australia.

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

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

Put up in attractive two-pound packages.

## Tillson's Oats--Pan Dried

A Food, not a Fad.

The Tillson Company, Limited,  
TILLSONBURG, ONT.



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

The Grocer who knows—orders of his wholesale house and will receive no substitute—

- Jersey Cream Yeast Cakes,
- Jersey Cream Baking Powder,
- Jersey Cream Jelly Powders,
- Jersey Cream Granulated Sugar,
- Jersey Extracts,
- Jersey Salmon,
- Jersey Corn—Jersey Peas—Jersey Tomatoes,
- Old Church Pork and Beans,
- Old Church Canned Fruits,
- Old Church Corn, Peas and Tomatoes.

Nature's Breakfast Food—**Truth!** **Truth!** **Truth!**

(ORDER A SAMPLE CASE)

**LUMSDEN BROS.,** HAMILTON and TORONTO.

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

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

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

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### A TOBACCO CONSCIENCE.

*all returned des. see page 2.*

A GREAT many grocers sell tobacco who do not sell cigars. The tobacco selling consists for the most part of the standard brands of smoking and chewing, in which the profit is so small as not to be considered a profit at all. They sell tobacco as a matter of necessity, and think it sinful to sell cigars. As "The Canadian Grocer" sees it, it is a hard matter to draw the line between tobaccos and cigars. However, it is not our purpose to discuss the questions of conscience that may suggest themselves. We take it for granted that cigar selling is as legitimate as tobacco selling, and furthermore, that smoking generally is as defensible as the ice cream or soda-water habit. It is a habit, not a vice; whether a good habit or otherwise, we leave to others the verdict. Suffice it for us to accept the existing conditions and to urge the grocer to make money out of his tobacco department.

The grocer who does not sell cigars is apt to say that he has no call for cigars, and that not being a smoker himself, he doesn't know what lines to stock if he planned to carry cigars.

Having no call for cigars is easily accounted for. A man can scarcely sell what he hasn't got. Let the grocer display cigars, and he'll sell cigars. Not many at the beginning, it is true; but if he carries good cigars, he will find more and more people discovering the fact, and his cigar trade will grow of its own dynamic force. Yet, to trust to the quality of his cigars to sell his cigars is not enough. The grocer himself must put his own force into this line as in all others. The live salesman talks for his goods if he wants them sold. It is amazing what a little direct interest will accomplish in moving merchandise. A little cigar talk to a cigar smoker will assuredly sell a good many cigars in the course of a week. A \$5 bill to the good each week from cigar selling is an easy earning, and \$5 extra per week pretty nearly pays the rent.

The other matter of what brands to buy is quickly disposed of. Ask your customers what they smoke and stock that; then find out from travelling salesmen what they smoke or know to be good, and get in touch with a good cigar factory or firm of distributors and state your case fairly and squarely to them and you will not be taken advan-

tage of. If you are selling tobacco, make money out of tobacco, and the way to do so is to handle cigars.

### SMOKERS CHANGE.

IT is all very nice for a cigarist to make up his mind to handle only certain brands or lines of goods, says a writer in Tobacco Leaf, but that most important party to the agreement, the smoker, must not be ignored. The average man who smokes is extremely fickle in his dislikes and likes. Of course, there is a class who have found exactly what they want and desire nothing else. But they are only a drop in the retailer's selling bucket. Probably the largest percentage of the average cigarist's customers are always changing. There is a man who smokes a 10c. clear Havana for a while, then drop to a nickel seed cigar when a "failure out west" hits his pocketbook, and will have nothing but three-for-half a dollar imported when things come his way with a rush; in other words, the very large class whose cigar wants form a pretty accurate thermometer of their daily financial success. Then there is the comparatively large class who like to be different from others—take pleasure in producing an odd-looking cigar or new style of cigarette package from their pocket when with

friends. These are the men who buy new brands and packings on sight, and give many a dealer and manufacturer the idea that their goods are solidly going, when, in fact, no lasting impression has as yet been made. And so it is my opinion that a dealer can scarcely afford to lay down a hard and fast rule as to only handling certain lines of the merit of which he has assured himself. And yet, on the other hand, it looks like pretty poor policy to try to keep up with the long procession of new goods, brands and packings. In fact, few dealers could spare the room to stock them all, even if their capital was amply able to stand

The following Brands manufactured by

## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

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

OLD CHUM      MEERSCHAUM  
                    OLD VIRGINIA.

CIGARETTES . . .  
                    HIGH ADMIRAL  
                    SWEET CAPORAL      DERBY

### YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

## POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

**BOBS is well advertised.**

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

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

Made by

## THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# The 5c. "Pebble"

My five-cent "Pebble" Cigar never, never, never disappoints the smoker. It is made to-day as I have always made it—on honor. Sales were never so large as right now.

I want you to try them. I will assume all the responsibility of your being satisfied. Send them back and get your money if they fail to suit.

**Payne's  
Cigars**

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

## Have You a Cigar Department?

If not, you should increase your annual profits by adding same, with the following brands as leaders:

**Harold H.  
Kim  
La Fama**

You will find that every customer who knows, knows this trio.

—Made by—  
**Brener Bros., London, Can.**

# Throwing Away Money—Yes!

But there's a positive pleasure in getting rid of your money when you get in exchange



## Tuckett's "Marguerites"

Swell Cigars for swell people, and good enough for anybody drawing the breath of life through a cigar.

**Tuckett Cigar Company, Limited, Hamilton.**

The  
Canadian Grocer

TOBACCOS AND CIGARS



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.

**Attention, Grocers!** Your wholesale house won't sell you **British Navy, King's Navy, U & I, and Queen's Navy.** It isn't the wholesale grocer's fault; it lies with **the Trust.**

The trust wouldn't rule against these brands if they were not worrisome competitors for public favor. Send me your address.

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

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

**The Erie Tobacco Co., Limited**

WINDSOR, ONTARIO.

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

## The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

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

# SOLD ON MERIT:

## CHEWING

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

## SMOKING

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

STRICTLY UNION MADE.

**McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.**

FACTORIES: TORONTO AND LEAMINGTON.

*all returned cigs  
see page 50*

# Pipes



The Largest Pipe House in Canada.

Write for Prices.



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

## Pitts, Wigle & Co.

...Dealers in...

### CANADIAN LEAF TOBACCO KINGSVILLE, ONT.

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

the strain. In this, as in many another important life question, it is probably the best to steer a middle course. Have regular lines of what you consider to be the best goods for the money, and make these your main sellers. But for the benefit of that large majority who pant and seek for the new and novel, oftentimes regardless of quality or worth, endeavor to provide an occasional item. It will please many, and assist you in developing new trade.

#### SUGGESTIONS FOR WINDOW DISPLAY.

In dressing windows during the summer months it is always advisable to display just as few goods as is consistent with an attractive showing. The reason for this is: pipes and mouth-pieces, especially rubber, are damaged and spoiled to a greater or less extent by being displayed in the strong light or sunlight in the show window, and there is no line of goods carried by the tobacconist that does not deteriorate more rapidly in the summer displays than during the winter months. There is more dust in the summer, and no matter what precautionary measures are adopted, it will find its way into the window, and in the case of open boxes of good cigars it will work its way down through the goods. It is, therefore, well to use as few goods for display as it is possible

to bring about the desired attractive and artistic appearance of the window. A crowded effect is always to be guarded against.

While Mr. Dooley is supposed to be "the greatest man the country ever knew," it may be well to make use of a play on his name, which, accompanied by an appropriate illustration of the gentleman, will no doubt attract considerable attention when used in the form of a show card in the window. For instance: Procure a rough card, make a rough sketch on one side of the accepted pose of Mr. Dooley with the inevitable pipe in his mouth and a newspaper before him, and the wording of the sign as follows: "Mr. Dooley would not smoke a pipe if he knew these choice smokes were but five cents each."

#### LONDON TOBACCO NEWS.

Business has been particularly good during all this month with the manufacturers in London, Ont. As the readers are no doubt aware, the fiscal year ends June 30, and all are anxiously looking forward to the returns to learn who came out on top as regards getting out the largest quantity of goods.

Following we give the monthly returns for May, which may be of interest to some:

Foreign Leaf.	
Cigars, ex factory.....	\$ 9,078 78
Cigars, ex warehouse.....	5,727 27
Mfd. tobacco, ex warehouse.....	1,582 75
Raw leaf tobacco for use.....	4,624 46
Malt and Spirits.	
Malt.....	5,620 80
Spirits, ex warehouse.....	5,497 73
Licences.....	3,750 00
Other revenue.....	48

We have not the figures for the corresponding month last year at the moment but believe the above shows a slight decrease.

One reason for business being, as we have said, particularly good this month has been no doubt the presence of about two thousand volunteers in camp; who of course smoke cigars, whether purchased from the hotel or tobacconist.

It may not be generally known that some of the handsomest tobacco stores are right in London, Ont. Most of the proprietors are up-to-date young men of modern ideas and they vie with each other in an endeavor to have the most striking display.

The readers of this column will no doubt recall that London is the city supposed to have a cigar-makers' strike on. We have referred to same frequently in this column through the different stages. At this writing there is no material change, both manufacturers and employes appearing to remain firm in their determination to resist each other, but, as already stated, the manufacturers are not suffering any serious inconvenience as only a small proportion of employes from each factory went out.

#### NOTES OF THE TOBACCO TRADE.

YOU can buy a good smoke in Manila for less money than anywhere else in the world. A cigar, wrapped in foil, which would retail at 25c. here, can be bought there for \$4 per hundred.

Miller & Ballantyne, cigar merchants, Vancouver, B.C., have sold their business to Roberts & Broadhurst.

The W. H. Steele Co., 40 Scott street, Toronto, have received a large shipment of pipes this week, which they think worthy of the special attention of the trade.

A. G. Jamieson, representing The American Tobacco Co., was in Brandon, Manitoba, last week placing attractive signs on the stores of the handlers of their goods.

Many friends will hope to hear of the improvement in the condition of Mr. Isaac Blumensteil, Hamilton, who recently became suddenly ill while on a business visit to Dundas.

The consumption of Manila tobacco has increased at a rapid rate since the American occupation. While it is not such a high-grade tobacco as the Cuban product, it is cheaper and has found favor.

The cigar dealers of Winnipeg claim to have a grievance. They are required to pay a heavy license into the city treasury, and they complain that a very large quantity of tobacco and cigars is sold by vendors who have no license. It is said that the attention of the civic license inspector has been called to numerous cases where tobacco was sold without a license, but that none of the goods was confiscated or the salesmen prosecuted.

A curious cure for the excessive craving for tobacco has just been patented in the shape of a time lock for tobacco boxes, whereby the victim of this inordinate craving can adjust the torture of deprivation to suit his moral and physical limitations. Then, once he has made up his mind which is the longest period that he can abstain from the weed, he sets his gauge on the box and waits for the expiration of the predetermined interval of time before he smokes another pipe.

In Paraguay live the Kadiuco Indians, a strange and interesting tribe, which is fast dying out, and which is being studied by European ethnologists. The latter have discovered that the Kadiucos smoke pipes very different from the European or American sort. They are fashioned of various materials, clay being the most common, and are often richly carved and decorated. A few specimens recently found their way to Europe, and they excited so much attention that directors of several museums are now trying to procure others.

THE CANADIAN GROCER

**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.

BUY

**Star Brand**

**COTTON CLOTHES LINES**

- AND -

**COTTON TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS  
In Europe and America

**Walter Baker & Co. Ltd.**

The Oldest and  
Largest Manufacturers of

**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**



Trade-mark.

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

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

**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.**

HEAD OFFICE: 1 Adelaide St. East,  
Toronto, Ontario  
Correspondence solicited.

**SPECIAL**

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

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

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

Packed in Barrels; barrels free.

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

**MILFORD SIPES & CO.,**

**COFFEE BROKERS,**  
48 Shelby St., Detroit, Mich.  
Selling Agents for above.

**FLOUR FEED CEREALS**

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

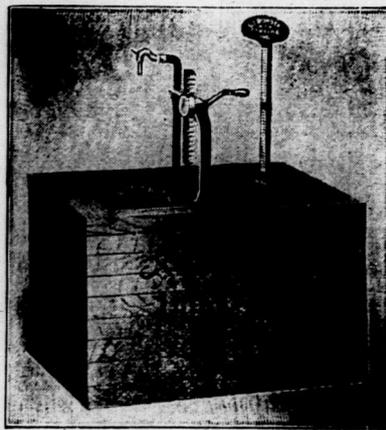
Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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.

**Come, Let Us Reason Together.**



FIRST FLOOR TANK

Suppose you should discover

**A HOLE IN YOUR CASH DRAWER**

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly. Everything about the place would come to a standstill, if necessary, until that leak was stopped. Why? Because it means

**A MONEY LOSS.**

This being the case, isn't it a trifle odd, knowing as you *must* know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as surely as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It *will* pay and you can do it by installing in your store a

**BOWSER 3 MEASURE  
OIL TANK SELF-MEASURING**  
GALLONS, HALF-GALLONS, AND QUARTS AT A STROKE.

NO WASTE, NO LOSS, NO SLOP, NO DIRT.  
NO MEASURES, NO FUNNELS, YOUR OIL  
IS WASTING; ISN'T IT TIME TO STOP IT?

Let Us Quote You Prices To-day.

Ask for Catalogue "B."

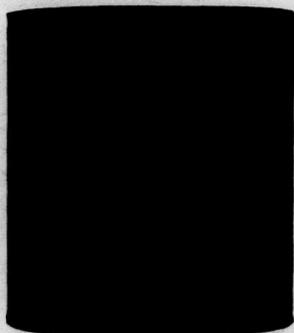
**S. F. BOWSER & CO.,** Factory,  
FORT WAYNE,  
INDIANA.  
65 Front St. East, TORONTO.

THE CANADIAN GROCER

Established 1845

Established 1845

# COFFEE



1 and 2-lb. Tins.

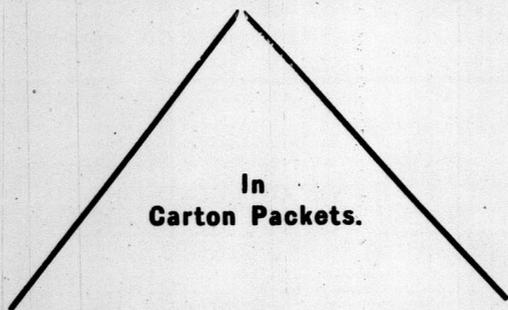
S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers 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.

## Tip-Top Soap Chips



In  
Carton Packets.

Send for sample  
packets for free  
distribution.

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main.

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

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

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

REQUIRE A SOLE WHOLESALE PURCHASING AGENT IN CANADA FOR

**BROMLEY'S  
COFFEE ESSENCES**

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

**DR LAING'S  
CREAM SAUCE**

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

**ONE OF OUR PRINCIPALS (MR. JAMES W. BROMLEY), WILL PERSONALLY VISIT  
CANADA IN SEPTEMBER, TO COMPLETE ARRANGEMENTS.**

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

**ALL APPLICATIONS TO BE MADE TO  
JOHN BROMLEY & SONS, BLOOMSBURY WORKS, LEEDS, ENGLAND,**

Stating what other English Agencies are held, if any.

# OLIVES AND OLIVE OIL

THE olive belongs to the natural order of oleaceae, and is taken as the specimen of that family. In its wild state the tree is quite different from what it is when cultivated.

## UNCULTIVATED.

The wild olive tree naturally does not grow to such large dimensions as the tree does when cultivated. It is small; it might even be called a bush—of straggling growth, with thorny branches.

The leaves are arranged opposite each other, and are oblong and pointed in shape; they are of dark greyish-green color above and hoary beneath with whitish scales.

The fruit is also small, and the fleshy pericarp is hard and comparatively thin.

## CULTIVATED.

When the tree is cultivated it acquires a more compact habit. The branches lose their spinous character. The leaves are always hoary on the under side, and are as a rule lanceolate in shape.

The fruit is larger than the wild, and is usually oval or nearly globular in shape. The fruit, when ripe, generally assumes a dark hue, but in some varieties it becomes violet, green and in some cases almost white.

## THE TREE.

The tree is slow in growing, but if allowed to develop in a natural way for several ages, the trunk will attain a considerable diameter; one which is thought to be seven centuries old has now a girth of trunk of 23ft.

When cultivated, the tree is very seldom allowed to exceed 30 feet in height, and is usually confined to a much more limited height by constant trimming.

In order to facilitate the hand picking of the olives, the tree is generally pruned in a dome or rounder form.

The olive tree is, as a rule, raised from slips, cut from other trees; but sometimes it is grown from seed.

The tree does not bear an equal amount of fruit each year, but generally bears abundantly at intervals of three or four years. The crop, especially on the old trees, is however, very precarious; it may be good one year and poor the next without any apparent reason.

The wood of the olive tree being very hard and finely grained, is of considerable value to cabinet makers. It is greenish brown in hue.

## WHERE FOUND.

The olive tree grows naturally in most of the countries around the Mediterranean

Sea, west to Portugal and east to the Caspian Sea, even occurring in Afghanistan; but it is now cultivated in many countries outside of these. The trees are very numerous in Greece and the islands of the Archipelago; they are also abundant in Syria, and in the maritime parts of Asia Minor.

In modern times the olive has been spread widely over the world. In Chili it flourishes as luxuriantly as in its native land. In Peru it is cultivated, but not with such success as in Chili. It has also been successfully cultivated in Mexico and in Upper California. Cultivation has been attempted in the southeastern states, especially Carolina, Florida and Mississippi, but with no very great success. The tree has been introduced into Persia and China, and the production now promises to be an important addition to the resources of Australia. Cultivation is said to be increasing very much in Upper Egypt.

From all appearances the above tree has a preference for calcareous soils and a partiality for the sea breezes.

The olive's old home, the Mediterranean district, still yields the chief supply. Italy still retains its old pre-eminence in olive cultivation, although France now excels in the production of the finer oils; but its fast improving culture may restore its old prestige.

There are very many different kinds of olives in France and Italy, there being at least thirty, but comparatively few are grown extensively.

## ENEMIES OF THE OLIVE.

In some years the olive production is greatly hindered by several enemies. Considerable damage has been done many plantations by a fungoid growth. Caterpillars sometimes strip the trees of leaves and the olive fly is a regular feeder on the fruit.

## HANDLING THE OLIVES.

To make the best oil the olives should be carefully handled. They are generally picked by hand, but in many parts of Spain and Greece and quite generally throughout Asia the fruit is beaten down with poles or shaken off the trees. Sometimes the olives are left until they fall, and then they are gathered up. However, these careless ways of gathering should not be practised, for olives so handled never make the best oil.

In picking by hand, care should be taken that the fruit has reached its en-

tire development, since just before ripening the bitter and astringent qualities of the fruit are at their height. The commonest variety of olive in its early stages, has a deep green tint: as it develops, the fruit becomes paler; and upon the approach of maturity, it becomes reddish, then violet red, and finally black. Maturity is not complete until the fruit has taken the darkest tint compatible with its variety.

The oil does not commence to form in the pulp until after the lignification of the kernel. The proportion of oil continues to increase until the complete maturity of the fruit, and is found both in the pulp and in the kernel.

The proper time for picking the fruit depends upon whether it is destined for pressing or preserving green. To be preserved green, the fruit should be picked—it is absolutely essential to pick it by hand—just before it begins to change color, that is while it still retains its deep green tint.

The best time to gather for oil making is just before it begins to drop off, having reached its entire development. The best oil is, however, obtained from the fruit when picked a little before maturity, but the quantity is diminished.

## USES OF OLIVE.

The product of the olive tree is used in two forms, namely in the fruit form and the oil form. The fruit is used as an article of dessert to enhance the flavor of wines. For table use the olives are generally put up in bottles or small barrels. After being pickled, the olives are plunged into a potash bath, the preparation of which differs considerably, and left there for five or six hours, the length of time varying according to the concentration of the bath and the size of the fruit. They should be removed when the potash solution appears to have permeated to the centre and the fleshy part of the fruit is easily detachable from the kernel. Upon removal from the bath, the olives are washed carefully and allowed to stand in clear water for three or four days, the water being changed frequently. The olives are then pickled in a solution of salt and water, in jars or barrels, as the case may require. The solution should consist of fourteen grams of water to one of salt.

In Homeric times the oil of olives was considered a luxury, chiefly prized as an article of toilet. Among the Greeks of later times the oil came to be considered

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**Flett's**

**Pickle  
Manufacture**

The best materials put  
together by people who  
know how, is what has  
given

**FLETT'S PICKLES**

their reputation for high quality.

**ROSE & LAFLAMME**  
Agents, MONTREAL.

MHS



**PATERSON'S  
CAMP COFFEE  
ESSENCE**

makes a most delicious  
coffee. It is a great  
seller at the picnic time  
of the year.

ROSE & LAFLAMME, Agents,  
MONTREAL.

**THE  
A1  
SAUCE.**

**A fine tonic and digestive.**

The peculiar, pleasing piquancy of  
this Sauce at once makes it a gen-  
eral favorite.

**A Rapid Seller** wherever introduced.

**Terms and Free Sample Tasters** on  
application to our agent,

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

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

**Grimble's**

**PURE MALT**



**Vinegar**

**Brewery: London, England.**

Agent:

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

## THE CANADIAN GROCER

as an important article of diet as well as for external purposes.

To the wealthy Roman people it was an indispensable adjunct of toilet, and in the luxurious days of the later empire, it became a favorite maxim that long and pleasant life depended on two things—wine within and olive oil without. The Romans also used it in preparing food.

In modern Italy the oil is used as a perfume, but there are not many in America who would care to use it in that capacity.

The high grade comestible oils play an important part in medicine. In treatment of skin diseases they are used as ointments. Olive oil now forms the basis of all medicinal oils and is some times prescribed as a laxative.

The most notable use of industrial oil is for the purpose of soap making. Olive soap is absolutely essential in the woolen and silk manufacturing trades: the oil being non-siccative, the product does not break or warp the thread; hence its value. For toilet purposes no daintier article is conceivable than the pure lettuce colored olive oil soap. It foams less freely under the hand than the ordinary types of soap, but this quality detracts not at all from its cleansing properties.

### EXTRACTION OF OIL.

The olive contains four different oils, extracted from the outer pellicle, the pulp, the stone and the kernel within. However, for practical purposes they are only divided into two, designated virgin oils and ordinary oils.

The virgin oil results from the lightest pressure applied to the pulp, and the ordinary results from the second pressure. The virgin oil has great value in delicate mechanical arts such as watch-making.

In manufacturing on a large scale there is a temptation to crush the whole fruit at once, instead of first submitting the pulp to a slight pressure to obtain the virgin oil, and then crushing the remaining part for ordinary oil.

### PRESENT FEATURES.

In 1902 there was a failure of the olive crop in Italy, Morocco and the Levant, and also in California and other experimental points. However, on account of the very heavy production in Spain, the market was not affected to any great extent. The Italian crop was again a failure this year, and the crop in view is also small. A fair average crop is expected in most other places.

Parson—"Ah, my man, I'm afraid you're a hard drinker."

Soldier—"Hard drinker! Why it's the easiest thing I does!"

## NEW IDEA IN GROCERY STORES.

Chicago is the home of an innovation in the grocery line, made so by the recent incorporation of the Consolidated Grocers of America by the Secretary of State.

The new concern is capitalized at \$1,500,000, and the head offices are at 90 Wabash avenue. The officers are: Flavel Shurtleff, president; N. Kawin, vice-president; P. Kawin, secretary. The company has opened a warehouse in Randolph street, from whence all goods and supplies needed in their retail stores will be sent.

Their business method has never been experimented with. Flavel Shurtleff, president, said:

"We will buy all the goods, with the exception of those we manufacture ourselves, direct from the manufacturer and by train-load lots. These goods will be stored at our Chicago warehouse and then

sent forward to the retail stores as needed. We intend to open 25 or 30 retail stores in Chicago, and will branch out until our chain of stores reaches almost every city of any size in this and others States."

The Consolidated Grocers of America have four stores in Chicago, two in Peoria, and one in Galesburg. It is understood that negotiations pending will result in the establishment of retail stores at Rockford, Rock Island and East St. Louis.—Chicago Inter Ocean.

## CROP OF JORDAN ALMONDS.

Mail advices from Malaga, Spain, referring to the coming crop of almonds, state that prospects favor a normal crop of Jordans, the first since the season of 1899. The estimates give a probable output of 100,000 boxes.

## DO NOT GO HUNTING ALL OVER

**CHRISTENDOM** when you want steel stamps, stencils, stencil inks, burning brands, name plates for manufactured articles, machines, etc., brass labels for lanterns, tinware, etc., Pew number plates, hotel key tags, hat badges, police badges, time checks, badges for railroads, baggage checks, etc., but send to the

## HAMILTON STAMP & STENCIL WORKS, Hamilton, Ont.

We are the manufacturers, and will give you the best service.



## 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.



There is a Juicyness,  
Tenderness and Tasti-  
ness in

## Clark's Cooked Lunch Tongue,

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

AND

**Win New Trade.**

## 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.**

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**GOOD BIRD SEED**

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free.

**NICHOLSON & BROCK, TORONTO.**



**Figure it Out**

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

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

**WEESE & CO., 54 Yonge Street, - Toronto.**

**Taylor & Pringle Co., Limited, Owen Sound**

Manufacturers of

**QUEEN QUALITY PICKLES, BULK PICKLES, PURE TOMATO CATSUPS.**

Our goods have a reputation. **MADE IN CANADA**

Do you use the best wrapping paper in

**Your Store?**

If your paper is not strong, durable and reliable, send us an order for our brown and manilla. It always gives satisfaction.

**Canada Paper Co., Limited**

TORONTO and MONTREAL.

**BUTTER PARCHMENT PAPER.**

**BUTTER TUBS.**

Prompt shipment ex Factory or Warehouse.

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG.

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

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

Are the standard goods for purity and excellence.

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



**Maple Syrup**

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

**The Canadian Maple Syrup Co., TORONTO, Canada.**

**"ACME" TABLE SALT**

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

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

**Modern Merchandising**

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



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

**WELFORD BROS.,**

LONDON, ONT.  
MANUFACTURERS OF

**Brooms AND Whisks**  
**ROPE, LEATHER AND WEB Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

**Want Ads.**

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

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

**TEA.**

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



We challenge the grocery trade to show a better selling article or one more generally satisfactory than



There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.



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.

## Current Market Quotations for Proprietary Articles

June 25, 1903.

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

### Baking Powder.

Brand	Per doz.
Cook's Friend	84 40
Size 1, in 2 and 4 doz. boxes	2 10
" 10, in 4 doz. boxes	0 80
" 2, in 6 "	0 79
" 12, in 6 "	0 45
" 3, in 4 "	3 00
Pound tins, 3 doz. in case	2 40
12-oz. tins, " "	14 00
5-lb. " "	

W. H. GILLARD & CO.

### IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 25
1 doz.	2 1/2-lb.	10 50
1 doz.	2 1/2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

### MAGIC BAKING POWDER.

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

### JERSEY CREAM BAKING POWDER.

Size	5 doz. in case	Per doz.
4 "		\$0 40
3 "		0 75
2 "		1 25
2 "		2 25

103  
New art  
arrived to  
take its  
place.

### OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz. in a case	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	50
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1/2 lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78
Freight paid, 5 p.c. 30 days.	

### Blackening.

HENRI JONAS & CO.

Jonas' "Blackening" Per gross	\$9 00
Fronnets " "	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 1/2 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

### Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED.	Per doz. net.
Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 "	3 35
" " C, 3 "	3 70
" " D, 3 "	3 50
" " E, 3 "	3 20
" " G, 3 "	2 95
" " I, 3 "	2 60

### Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

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

### Canned Goods.

HENRI JONAS & CO.

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

### French Peas, Delory's

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

### French Sardines

1/2 Rolland	9 50 10 00
1/2 Delory	10 50
1/2 Club Alps	2 50

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case	3 00
Tilson's Oats, 2-lb. pkgs., per case	3 00

### Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	1 80
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" 6's	0 42

Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 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-lb. " "	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., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.

Cocoa essence, 3-oz. packages	per doz. \$1 65
Mexican Chocolate, 1/2 and 1-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.

Premium No. 1 chocolate, 12-lb. boxes	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, 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

# STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. Don't be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S**

and **INSIST** upon getting it

**NOTE OUR PRICES.**

The **EDWARDSBURG STARCH CO'Y, Limited**  
**ESTABLISHED 1858**

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box 3 00  
Soluble chocolate (hot or cold soda) 1-lb. cans 0 42  
Vanilla chocolate wafers, 48 to box, per box 1 65

**Cocoanut.**

L. SCHEPP & CO. Per lb.  
1-lb. packages, 15 and 30-lb. cases \$0 26  
1-lb. " " " " 0 27  
1-lb. " " " " 0 28  
1 and 1-lb. packages, assorted, 15 and 30-lb. cases 0 26 1/2  
1 and 1-lb. packages, assorted, 15 and 30-lb. cases 0 27 1/2  
5c. packages, 4 doz. in case, per doz. 0 45

**Condensed Milk.**

Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. 4 65



Borden's Condensed Milk Co.

Eagle brand \$1 65  
Gold Seal brand 1 30  
Peerless brand evaporated cream 1 02



"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

**Coffee.**

THE EBY, BLAIN & CO., LIMITED.

In bulk— Per lb.  
Club House 0 32  
Royal Java 0 31  
Royal Java and Mocha 0 31  
Nectar 0 30  
Empress 0 28  
Duchess 0 26  
Ambrosia 0 25  
Fancy Bourbon 0 20  
High Grade package goods—  
Gold Medal, 2-lb. tins 0 30  
Gold Medal, 1-lb. tins 0 31  
Kin Hee, 1-lb. tins 0 30  
Cafe Des Gourmets, ground only, 1-lb. glass jars 0 30  
English Breakfast, ground only 1-lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca 30 32  
Damascus 0 28  
Cairo 0 20  
Sirdar 0 17  
Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java 30 25  
" " Mocha 0 25  
"Condor" Java 0 30  
" " Mocha 0 30  
15-year-old Mandehling Java and hand-picked Mocha 0 50  
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20  
Madam Huot's coffee, 1-lb. tins 0 31  
" " 2-lb. tins 0 30  
100 lb. delivered in Ontario and Quebec.

**Cheese.**

Imperial—Large size jars... per doz. \$8 25  
Medium size jars 4 50  
Small size jars 2 40  
Individual size jars 1 00  
Imperial holder—Large size 18 00  
Medium size 15 00  
Small size 12 00  
Roquefort—Large size 2 40  
Small size 1 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted. 4c. 4 1/2c.  
100 to 500 books 3 1/2c. 4c.  
100 to 1,000 books 3c. 3 1/2c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books 3 cents each  
5 00 books 4 " "  
10 00 " 5 1/2 " "  
15 00 " 6 1/2 " "  
20 00 " 7 1/2 " "  
25 00 " 8 " "  
50 00 " 12 " "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.  
Clothes pins (full count), 5 gross in case, per case \$0 60  
4 doz. packages (12 to a case) 0 75  
6 doz. packages (12 to a case) 0 95



The Davidson & Hay, Limited, Toronto

**Cleaner.**

Per doz.  
4-oz. cans \$ 0 90  
6-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

Wholesale Agents:

**Extracts.**

HENRI JONAS & CO. Per gross.  
4-oz. London extracts \$ 6 00  
2-oz. " (no corkstoppers) 5 50  
2-oz. " " 9 00  
2-oz. Spruce essence 6 00  
2-oz. Anchor extracts 12 00  
4-oz. " " 21 00  
1-oz. " " 36 00  
1-lb. " " 70 00  
1-oz. flat " 9 00  
2-oz. flat bottle extracts 18 00  
2-oz. square bottle " 21 00  
4-oz. " (corked) 36 00  
8-oz. " " 72 00  
Per doz.  
8-oz. " glass stop extracts \$3 50  
8-oz. " " 7 00  
2 1/2-oz. round quint essence extracts 2 00  
4-oz. jockey decanters 3 50

**Food.**

Robinson's patent barley 1-lb. tins \$1 25  
" " 1-lb. tins 2 25  
" " groats 1-lb. tins 1 25  
" " 1-lb. tins 2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.  
Frank Magor & Co., Agents.  
Orange marmalade \$1 50  
Clear jelly marmalade 1 80  
Strawberry W. F. jam 2 00  
Raspberry " 2 00  
Apricot " 1 75  
Black currant " 1 85  
Other jams \$1 55  
Red currant jelly 2 75

T. UPTON & CO.

Pure Fruit Jams—  
1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2  
5 and 7-lb. tin pails, 8 and 9 pails to crate 0 06  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Pure Fruit Jellies—  
1-lb. glass jars, 2 doz. in case, per doz. 0 95  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Home Made Jams—  
1-lb. glass jars (16-oz. gem.) 1 doz. in case 1 50  
5 and 7-lb. tin pails 0 09  
7, 14 and 30-lb. wood pails 0 09

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (36 or 50 sticks) per box 1 25  
"Ringed" 5-lb. boxes... per lb. 0 40  
"Acme" pellets, 5-lb. cans... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" " 20 5-lb. cans... 1 50  
"Purity" licorice 10 sticks... 1 45  
" " 100 sticks... 0 73  
Dulce large cent sticks, 100 in box...

THE CANADIAN GROCER

E. D. MARCEAU, Montreal,

Lye (Concentrated).

GILLETT'S PERFUMED.

1 case of 4 doz.	Per case.	\$ 3 60
3 cases		3 50
5 cases		3 40

Mince Meat

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	\$ 1 40
" 1-lb. tins		2 50
" 1-lb. tins		5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar		0 25
F. D., 1-lb. tins	per doz.	0 85
" 1-lb. tins		1 45

HENRI JONAS & CO.

Per gross.

Pony size	\$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes

1-lb. tins	per lb.	\$ 0
1-lb. tins		0 35
1-lb. tins		0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars		0 35

"Old Crow" 12-lb. boxes

1-lb. tins	per lb.	0 25
1-lb. tins		0 23
1-lb. tins		0 22 1/2
4-lb. jars	per jar	0 70
1-lb. jars		0 25

Olive Oil.

Barton & Guestier's quarts

per case	\$ 8 00
pints	4 00

Orange Marmalade.

THE EBV. BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	per doz.	\$1 50
quart gem jars		3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	\$ 0 95
Home-made, in 1-lb. glass jars		1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock

10-oz. glass jars, 2 doz. case	per doz.	\$1 00
16-oz. glass jars, 2 doz. case		1 50
Quart gems, 1 doz. case		3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

cement stoppers (pints)	per doz.	\$ 2 30
Corked		1 90

Soda.

COW BRAND.

DWIGHT'S SODA

Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box,	\$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box,	\$3 00.
Case of 5c. pkgs. (containing 96 pkgs.) per box,	\$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case,	\$2 70.
Case 96 10-oz. pkts. (60 lb.), per case,	\$2 80.

"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages	per case.	\$ 2 75
No. 2, " 120 1-lb. "		2 75
No. 3, " { 30 1-lb. "		2 75
" { 60 1-lb. "		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors	per gross	\$10 20
black		15 30
Oriole soap		10 20
Gloriola soap		12 00
Straw hat polish		10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—

No. 1 White or blue, 4-lb. carton	per lb.	\$ 0 06
" " " 3-lb. "		0 06
Canada laundry	3-lb.	0 05
Silver gloss, 6-lb. draw-lid boxes		0 07 1/2
Silver gloss, 6-lb. tin canisters		0 07 1/2
Edward's silver gloss, 1-lb. pkg.		0 07 1/2
Kege silver gloss, large crystal		0 06 1/2
Benson's satin, 1-lb. cartons		0 07 1/2
No. 1 white, blbls. and kegs		0 05 1/2
Benson's enamel	per box 1 25 to 2 50	

Culinary Starch

Benson & Co.'s Prepared Corn	0 06 1/2
Canada Pure Corn	0 05 1/2

Rice Starch

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

BEE STARCH.

Cases, 64 packages, 48's	5 00
1/2-Cases, 32 packages, 24's	2 50
Packages 10c. each	

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Star hes

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch	
Boxes of 45 cartons, per case	3 40

Culinary Starches

Challenge Prepared Corn	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED Ontario and Quebec.

Culinary Starches

St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2

Laundry Starches

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. hbl.	0 05 1/2
" 100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07 1/2
" 1-lb. fancy, 30 lb.	0 07 1/2
" large lumps, 100-lb kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2

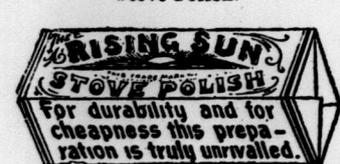
OCEAN MILLS.

Chinese starch,

4 doz., \$4. less 5	per cent.
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Stove Polish.



Per gross.

Rising Sun, 6 oz. cakes, 1/2-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2-gross boxes	10 00
Sun Paste, 5c. size, 1/2-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case

Plain tins, with label	per case.	\$2 40
2 lb. tins, 2 doz. in case		1 90
5 " 1 " " " " " "		2 35
10 " " " " " " "		2 25
20 " " " " " " "		2 10

(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's	\$0 20	\$0 25
" 1/2's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	\$0 19
" 1/2-lb.	0 20
Blue Label, retail at 30c	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 55



Cases, each 60 1-lb.

" 60 1-lb.	\$0 35
" 30 1-lb.	0 35
" 120 1-lb.	0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's	\$0 18 1/2	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	\$0 65	\$1 00
" No. 1	0 50	0 70
" Special	0 42	0 60
" No. 2	0 35	0 50
" No. 3	0 30	0 40
" 30c.	0 22	0 30
" No. 4	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/4-lb. packets.

Ceylon Greens—

No. 1	\$0 35	\$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1s	0 19	0 25

Japan Teas—

"Condor" 1 40-lb. boxes

" II 40-lb. boxes	\$0 40
" III 80-lb. "	0 37 1/2
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27 1/2
" XXX 80-lb. "	0 23 1/2
" XXX 30-lb. "	0 24 1/2
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 30

Black Teas "Nectar" in lead packets—

Green Label	retails 0 26	at 0 20
Chocolate Label		0 25
Blue Label		0 30
Maroon Label		0 45
Fancy tins—Chocolate, 1-lb.		0 32 1/2
" " " " " "		0 42 1/2
" " " " " "		0 50
" " " " " "		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, 1/2's, 1/4's and 1/8's	retail	0 25	at 0 20
Grey Label, 1/2's, 1/4's and 1/8's		0 30	at 0 23
Yellow Label, 1/2's and 1/4's		0 35	at 0 36
Blue Label, 1/2's, 1/4's and 1/8's		0 40	at 0 30
Red Label, 1/2's, 1/4's and 1/8's		0 50	at 0 34
White Label, 1/2's, 1/4's and 1/8's		0 60	at 0 40

Black Teas "Old Crow" blend

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2		0 30
No. 3		0 25
No. 4		0 20
No. 5		0 17 1/2

LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1-lb. packages)	\$0 35
" (25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 1-lb. packages)	0 29
" (25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 1-lb. packages)	0 23
" (25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 1-lb. packages)	0 35
" (25 1-lb. "	0 34
Green Ceylon, No. 2, (50 1-lb. packages)	0 29
" (25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2's, 5's and 10's	\$0 39
Amber, 8's and 3's	0 60
Chewing—Stag, bars, 1 oz.	0 38
" Bobs, 5's and 10's	0 39
" " 1 1/4 oz. bars, 5's	0 39
" Currency, 1 1/4 oz. bars, 11's	0 42
" " 6's and 11's	0 42
" Old Fox, narrow, 11's	0 42
" Snowshoe, 1 lb. bars, sp'd 6's	0 46
" Pay Roll, 6's	0 47
" Fair Play, 7's and 12's	0 48

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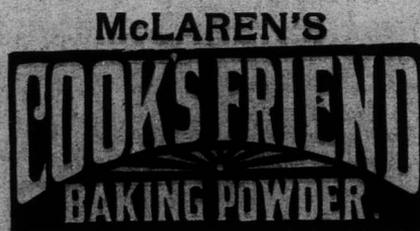
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