

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, JULY 1, 1904.

NO. 27.



Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

CAMPERS' MIXED

This is not a mix-up of campers,
but an assortment of staple bis-
cuits put up especially for camp-
ing and picnic parties. If you
want something that will please
your customers, get a trial ship-
ment from us.



Christie, Brown & Co., Limited, Toronto and Montreal.

GLADLY LIST OF ADVERTISEMENTS ON PAGE 25.

ADOLPHE E. SMYLYE HENRY ROWLEY H. W. PETHERBRIDGE
 President Vice-Pres't Sec'y and Treasurer

NATIONAL LICORICE CO.



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

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

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

**THE AUER
 GAS LAMP.**

"TURNS NIGHT-TIME INTO DAY-TIME."

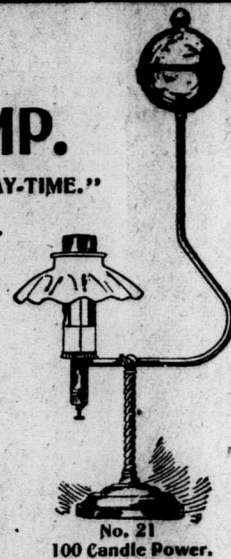
New Styles. Lower Prices.

Do you want a lamp which
 won't tire your eyes?

Do you want a lamp which
 makes sewing or reading
 a pleasure?

Do you want a lamp which
 gives more light than
 half a dozen kerosene
 ones for less money?

Do you want to sell the best lamp on the market?



— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

**Crosse & Blackwell's
 PEELS**

Lemon Orange
Citron AND Mixed
 (Light and Dark)

New Season's prices are
 right.

Special discount for large
 quantities.

Quality this year unusu-
 ally fine.

C. E. COLSON & SON, AGENTS, MONTREAL

July 1, 1904

THE CANADIAN GROCER

Has stood the test of every climate.



HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

| | | | | |
|-------------------------|---|-----------------|---|------|
| Industrial Exhibition | - | Toronto, Canada | - | 1903 |
| Provincial Exhibition | - | Halifax, N. S. | - | 1903 |
| Provincial Exhibition | - | Victoria, B. C. | - | 1902 |
| Pan-American Exposition | - | Buffalo, N. Y. | - | 1901 |
| Paris Exposition | - | Paris, France | - | 1900 |
| Trans. Miss. Exhibition | - | Omaha, Neb. | - | 1898 |
| World's Fair | - | Chicago, Ill. | - | 1893 |

S. Products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE ADAPTABILITY for all the purposes of fresh milk.

and Address:

ES, ILL., U.S.A.

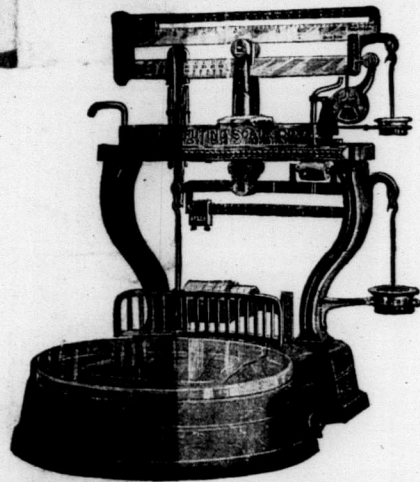
Correspondence and Trade orders solicited.

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

EARN THEIR COST

while you pay for them.

ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

You Sell Confectionery?

"SMALL'S"

MAPLE CREAMS have taken all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork.

"SMALL'S"

MAPLE CREAMS are the healthiest and most delicious confections made.

Did you ever think how easy it is to sell them, and how profitable?

Write for Samples and Particulars.

Canada Maple Exchange
Montreal

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND
EVAPORATED APPLES.

Tillsonburg, - - Canada.

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETT GREEN TEA** than India, Ceylon, or China.

"Brain Work, or Science," does not count when Japan knows how to make Tea right and clean. For cleanliness **JAPAN TEA** stands above all others. **JAPAN TEA** is not picked by dirty Chinamen or darkies of India and Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that "cleanliness is next to godliness," consequently

JAPAN TEAS

are always

**PURE,
CLEAN**

and

HEALTHY.

CORKS—

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

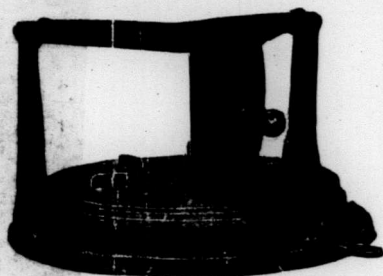
S. H. EWING & SONS Toronto Branch, 59-61 Front St, East

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522

TELEPHONE MAIN 1961

Telephone orders receive prompt attention.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

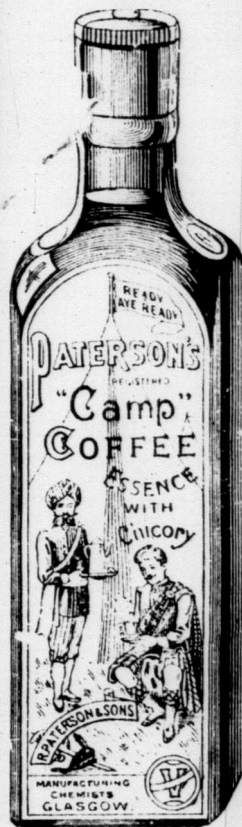


"IMPERIAL" BRAND MAPLE SYRUP

"The syrup that sells on sight—and quality."

Can
Pro
to au.

ROSE & LAFLAMME, Agents, MONTREAL.




PATERSON'S CAMP COFFEE ESSENCE


Sells easily at a good profit—and that's about all any grocer wants.

ROSE & LAFLAMME,
Agents, Montreal

Facts About Ceylon!

Ceylon has lakes of great beauty; and excellent canals made by the Dutch, a provision against drought.

There is no country that compares with Ceylon for the cultivation of tea. Climate and soil seem to be destined by the God of nature for its propagation. 

Ceylon Teas are cured black or green, and commend themselves to tea-drinkers because of their flavor, strength and economy 

Persons
kindly m
vertiseme

Say !
sell So
profit-
dollars

The
P. O. B.



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



Say! Mr. Grocer. Yes, YOU. You sell Soap? Send for a copy of our profit-sharing agreement. It means dollars in your pocket.

The Duncan Company
P. O. BOX 292. Montreal



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day book. Throw out your day books and other time-wasting devices, and adopt the modern **Allison Copon System**.



TEA.
AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply.
"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

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

Every Housewife...



BURLINGTON CANNING CO.,
Burlington, Ont. Limited.
We are sellers of **QUALITY**
Gallon Apples, FIRST
Spies,
Baldwins,
Greenings.
PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.
The best are the cheapest.
Why not have the best?
WRITE FOR QUOTATIONS.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

Want

Something
Cool
to
Drink

Let no one suppose that the summer season will count out.

You may be sure of it and the wise tradesman will anticipate his customers' summer needs

The Grocers' Favorites

- Lime Fruit Juice
- Lime Juice Cordial
- Raspberry Vinegar

These are favorites with the grocer because favorites with the public. Make sure you are well stocked and with the "Lytle" Brand.

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

In Store

A Complete Assortment of

"ZOEKO" BRAND

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

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

R. LEHMANN & CO., Ltd.

Write for Prices and Full Information to

J. H. MAIDEN
Canadian Agent MONTREAL

The BEST Laundry

fit!

SALMON

The run is on now and our correspondents from the coast wire us that it will be very small indeed.

THERE WILL BE A BIG RUN

on the popular brands, and especially those which can be sold to you with full

DELIVERY GUARANTEED

That's what we are now offering, and we will deliver every single case we sell. Don't take any chances at all; and you don't have to, as we are not going to charge any extra price. We made our purchase months ago of

CLOVER LEAF—Talls and Flats

ARROW—Talls

The former is specially fancy packed Fraser River Sockeye. Every tin wrapped in tissue paper. Arrow is best quality of Red Sockeye Salmon.

OUR PURCHASE THIS YEAR

of Clover Leaf and Arrow

IS MORE THAN DOUBLE

the quantity ever sold before in one year in the whole of Toronto, which shows the

INCREASING POPULARITY

of these brands. Order now. We bought a lot of these fish but they will soon be all sold.

We also have all grades of cheaper fish to offer.

CANADA BROKERAGE CO., LIMITED

WHOLESALE GROCERS

9 Front St. E., Toronto

PHONES

MAIN 870

" 2222

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

| | | |
|-------------------------|----------|------------------|
| 2-lb. tins, cases, each | 24 tins, | \$1.90 per case. |
| 5 | " | " |
| 10 | " | " |
| 20 | " | " |

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.

"His Money's Worth."

A commercial writer puts the case as follows:

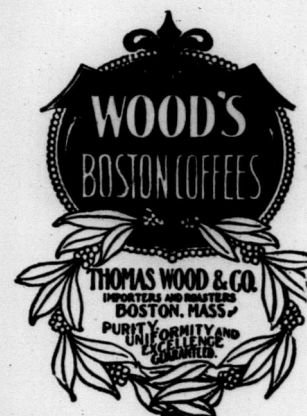
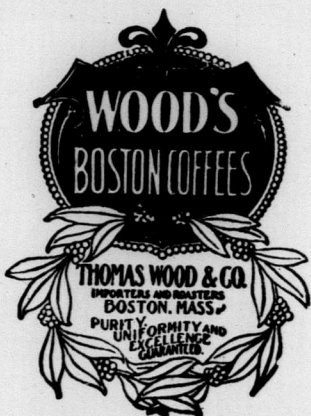
"The very essence of successful trading is now recognized to lie in the fair exchange, which secures to each successive purchaser 'his money's worth' by giving him what he wants, rather than in exacting more than your due out of his need."

That is strongly illustrated in the history of WOOD'S COFFEES, which for 25 years have given every purchaser "his money's worth" and are now more largely sold than ever before.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



It's a Decided Advantage

to have goods that are their own recommendation.

You do not have to "talk them up."



BOECKH'S BRUSHES AND BROOMS AND CANE'S NEWMARKET WOODENWARE

Speak for themselves. They are the best line of goods any grocer can carry. Once used they are always asked for.

UNITED FACTORIES,

LIMITED

Head Office: 80 York St., TORONTO, Ont.

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.

REPRESENTATIVE CANADIAN GROCERS

J. C. McKerchar, of Winnipeg.

THE oldest and one of the most prosperous grocers doing business in the City of Winnipeg to-day is J. C. McKerchar, and well it may be said does he deserve that distinction. Opening up in the grocery business over twenty years ago, when he and his partner, Mr. Pickworth, conducted a small grocery store on the east side of Main street, a few doors north of Market street, under the name of Pickworth & Co., after being one year in this place the property was sold and they were obliged to move to the corner of Main and Higgins streets, several blocks north on the same side of the street. They had only been in their new quarters three months when another unfortunate turn of things brought business to a sudden crisis, for here they were burned out early one evening shortly after closing up the store for the night.

Mr. McKerchar, acting with a prudence such as one would expect in a man of his calibre, immediately turned his attention to a consideration of his customers and their conveniences. How was he going to retain his hard worked for and well established trade? He at once arranged with a friend of his who was in the grocery business near by to fill all orders for his customers, and meanwhile by personal letters to every one of them he stated the circumstances and that he would be ready to welcome them back in a short time to a new store which he had secured a few doors north. Here he stayed for over 18 years, up to the time when he moved into his new store, a splendid three-storey brick block a few doors south of Logan street.

On Mr. McKerchar's books to-day may be seen the current accounts of customers who purchased their first bill of goods when he opened up in the year of 1881.

Nature of Trade.

The nature of his trade is both rural and urban, as he does an extensive mail order business, shipping goods to all parts of Manitoba and the Northwest Territories. In Winnipeg he largely caters to the family trade, but in addition he has a large custom from the leading hotels throughout the city.

The stock carried by Mr. McKerchar is well assorted, and all lines are of the very finest grades obtainable, as he is particular when buying never to pur-

chase inferior goods. A special line that he carries is jams, jellies and marmalades manufactured by the R. W. Scott Co., of Carlisle, Scotland, for which he has the sole Canadian and United States agency. He also makes a specialty of a brand of baking powder known as the "Maple Leaf," so called after his store and expressly put up for his own trade.

Credit Business.

In conversation with a representative of The Grocer Mr. McKerchar stated that the credit system was both essential and beneficial. "Where you have a cash business," said he, "a customer is very likely to purchase numerous small groceries at other places more conveni-



Mr. J. C. McKerchar, retail grocer, Winnipeg.

ent to his residence. This arises owing to the fact that the payment of bills rendered is usually out of the question any oftener than monthly on account of the greater number of business firms paying salaries on the thirty day system. Thus the impracticability of conducting a city grocery business on a cash basis is easily seen."

Trade Journals.

In speaking of trade journals, Mr. McKerchar said he regarded The Canadian Grocer as an invaluable medium of information for the retail grocer. It touched on all points of interest regarding the trade. He himself had been a constant reader of The Grocer for

years. Should a grocer desire to ascertain the latest news concerning the tea market, the sugar situation, or the canned good trade, all that was necessary was to refer to The Grocer, which contained concise and detailed reports which were indispensable to the tradesman wishing to purchase his goods on the best margin.

Window Display.

In window displays Mr. McKerchar is very particular. In his opinion the most careful attention should be given to the dressing of windows, as an attractive window is a splendid advertisement and acts as an index to a store's interior.

In 1879, when he was but a boy, Mr. McKerchar entered the employment of Wishart & Roy, retail grocers in the City of Winnipeg, who have since gone out of business. After two years experience his ambition persuaded him to strike out for himself. In 1881 he entered in partnership with Mr. Pickworth. This partnership was shortly afterwards dissolved, however, and Mr. McKerchar was left the sole proprietor and owner of the business.

Mr. McKerchar says the school of experience has taught him many useful maxims as he has gone along, for instance: "Pay as you go, meeting all papers when due in order to secure your discounts." "Buy sharp and buy the best that can be had." "Keep a's details under your personal hand in regard to the management of your business." "Give special attention to the interior appearance of your store and the arrangement of the stock." "See that all orders sent out are satisfactory and that they meet with the approval of your customers."

New Premises.

The splendid three-storey brick block that Mr. McKerchar erected last Summer is a decided acquisition to the business section of Winnipeg. The interior of the store is very pleasing with its massive counter extending from end to end of the spacious floor. The well constructed shelves which face the two side walls from ceiling to floor are well stocked with neatly arranged and assorted goods of all lines which will always appeal to the artistic eye of the casual observer. The regularity and systematic way in which all orders are taken and dispatched by the large staff of efficient and obliging clerks is, in itself a drawing card.

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.

JAPANESE TEA REPORT

From Our Own Correspondent.

Kobe, June 6, 1904.

AT the beginning of the new tea season this year all the foreign firms adopted a cautious policy, hesitating to operate. At the time many of the principals were absent in Yokohama or elsewhere, studying the market and future prospects, and the consequence was unusual quietness in the market. Thus, the few transactions which occasionally transpired between the Japanese were at a much lower rate than last year, so much so that holders in many instances found it to their advantage to reship consignments to Yokohama.

The first business of the season took place on May 2, when a sample lot of four piculs changed hands at 36 yen, and on the following day the Japan Tea Company commenced purchases which they continued for several days at 20 per cent. to 25 per cent. lower than during the corresponding period last year. As prices at Yokohama gradually advanced, transshipments to the northern port rapidly increased. The result was a steady advance in values in Kobe. As soon as the heads of tea firms arrived on the scene they began to operate, thus putting additional life into the market; prices in consequence advanced at one bound yen 2.00 per picul. The activity imported to the market was such that as soon as cargoes arrived from the interior they were eagerly taken up to replenish the bare markets. In order to avail themselves of the active market

and favorable prices prevailing, producers in the interior also hurried their preparations and sent their tea to the market with all possible despatch. This has unfortunately brought about a reaction.

Cargoes accumulated and prices dropped; holders subsequently made further concessions in prices, which fell as low as y6 to y7 per picul from the highest point. These conditions continued until the end of May.

The unexpected advance in prices ruling at one time was due to the prices having gone up in sympathy with the Yokohama market, where exporters were obliged to buy on account of having engaged freight for outgoing steamers. The rise was in no way attributable to favorable market conditions in America. Directly, however, the immediate demand had been satisfied, the inquiry suddenly subsided, causing considerable drop in prices, as above stated.

There is a scarcity of superior leaf, the growth of which was rather rapid owing to rainfalls at the picking season. Another reason for the scarcity is the great haste displayed by producers who neglected to sort superior leaf from common stuff.

This is why the price of superior quality is maintained at a comparatively favorable level, in spite of lower grades undergoing a heavy drop in values. It is a pity when producers in their eagerness to take advantage of a favorable market forget to exercise ordin-

ary care and attention in producing a desirable quality. The tendency is in the direction of the production of undesirable leaf in larger quantities than is prudent to maintain equilibrium, with a collapse in prices the inevitable result. Producers have too often been deceived by unsolicited advice volunteered by self-styled experienced tea men, who, boasting of their practical knowledge of the American markets, at one time declare that Americans want tea for price, while at another they advise the production of superior quality alone. In the face of such conflicting opinions, it is no wonder that producers are more inclined to follow the actual market and avail themselves of every opportunity to secure a favorable price.

According to the returns of the Agricultural and Commercial Department the total export of tea during 1903 was about forty million catties (400,000 piculs), valued at some y14,660,000. It is expected there will be no material decrease in this year's production, though it is likely there will be a serious shrinkage in the value of tea.

The high price that at one time prevailed, as above stated, is alleged by an old tea man to have been due to eager purchases made by foreign firms in anticipation of a war tax on tea. Fortunately, or unfortunately, this has not materialized so far. The market is demoralized and foreign firms are disinclined to operate unless for a bargain.

The total quantity of tea brought to Kobe from various districts was 51,108 packages, a decrease of 3,293 packages as compared with arrivals in May, 1903, Japan tea is exported in the ratio of 60 per cent. from Yokohama, and 40 per cent. from Kobe; the quality also of

TALKING ABOUT GOODS

Do you stock our "EMPIRE" lines? Quality unquestioned, profit good.

EMPIRE SALMON
 (a real Fraser River Sockeye Salmon)
 EMPIRE BAKING POWDER
 EMPIRE COFFEE
 EMPIRE EXTRACTS

EMPIRE MUSTARD
 EMPIRE RICE
 EMPIRE SYRUP
 EMPIRE TEA
 25c., 40c., 50c. packages, etc., etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Selected Valencias AND Filiatra Currants

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

JAMES TURNER & CO.
 BRANCH CANADA GROCERS LIMITED
 HAMILTON

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

"TARTAN" BRAND

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

at fair price and Quality so superior.
 —Labels so attractive.
 —and Made in Canada.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers . . . **HAMILTON.**
 LONG DISTANCE ONLY, No. 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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



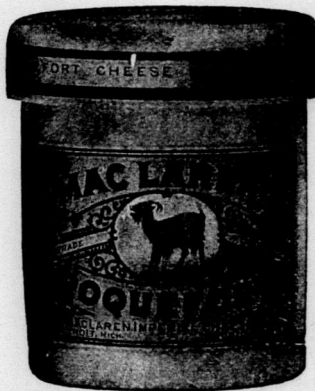
There are
Three Kinds
of
Jar Cheese

MacLaren's Imperial
MacLaren's Roquefort

and

The "Just as Good" Kind

It's a pleasure to sell the first two,
but the others don't "wear."



A. F. MACLAREN IMPERIAL CHEESE CO.,
LIMITED,

MANUFACTURERS AND AGENTS

51 Colborne St., Toronto, Ont.

that shipped from Yokohama being superior to the Kobe leaf.

In consequence of the poor results obtained from the Government subsidy in the American markets, an exploitation of the Russian market was tried, with the most sanguine results. Several trial shipments of Japan black tea were made at the close of the last year, and would have continued in increased quantity this year had not the war broken out.

NEW STEAMSHIP SERVICE.

GREAT interest is being taken in Montreal just now in the probability of a new line of steamers being placed on the Atlantic service by the Canadian Lines, Ltd. This company is already doing business between Havre and Rotterdam, and Quebec and Montreal, and among their vessels are the steamers Halifax and Quebec. Last week the Elder-Dempster steamer Lake Simcoe, a large passenger vessel, was chartered by this company for this trade. There is a likelihood also of the well-known liner Lake Erie being added to the fleet. It is understood that Sir Alfred Jones, president of the Elder-Dempster Co., is extensively interested in this new movement. Many ideas have been discussed, referring to the possibility of expanding the service to Bristol, and to other well-known ports, in order to meet the requirements of the rapidly increasing Canadian trade.

ADVERTISING PAYS.

Archdale Wilson, of Hamilton, reports that he has contracted for space in over 400 papers in Canada to advertise Wilson's Fly Pads, and that his list, when complete, will run up to 480. The result has been very largely increased sales.

MOLASSES

Barrels, Half Barrels, 3-lb. and 2-lb. Tins.

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE stock of A. Abe, general merchant, Glen Robertson, has been sold at 41c on the dollar.

W. A. Dack, grocer, Cobden, has been succeeded by F. Allen.

The Sovereign Oil Co., Comber, have obtained a charter.

The Union Tobacco Co., Leamington, have obtained charter.

W. E. Hayward, grocer, London, has gone out of business.

J. Taylor, grocer, Toronto, has sold out to W. J. Swain.

Lusty Bros., grocers, Rodney, have sold out to Dugald Leitch.

W. McDonald, grocer, Barrie, has assigned to Thomas Beecroft.

The Dominion Supply Co., Ottawa, have gone into liquidation.

F. M. Pearson, general merchant, Orland, has been burnt out.

The Thamesville Canning Co., Thamesville, have obtained a charter.

G. F. Dean, general merchant, Lobo, has sold out to H. J. Marsh.

T. S. Durham, grocer and baker, Sault Ste. Marie, has sold out.

The Frankford Canning & Packing Co., Frankford, have obtained charter.

Patterson Bros., bakers and confectioners, Thornbury, have been burned out.

Mooretown Salt Co., Mooretown, have advertised their manufacturing plant for sale.

B. Heise, grocer, Toronto, has sold out to F. Lee, who has sold out to J. Taylor.

The W. H. Steele Co., wholesale tobacconists, Toronto, have offered to compromise.

T. H. Pelow, dealer in groceries and liquors, Kingston, has assigned to N. E. O'Connor.

Spencer Bros., confectioners, etc., St. Thomas, have sold their east end store to T. H. Duncombe.

Sushack & Yerick, general merchants, Wilno, have assigned to E. A. Larmonth; meeting of creditors advertised for June 29.

QUEBEC.

J. P. G. T. Buist, general merchant, Ste Tite, is dead.

L. H. Chouinard, general merchant, Matane, has assigned.

J. Honsey & S. Koorra, fruit dealers, Montreal, have registered.

J. L. Racicot, grocer, Montreal, has assigned to A. Desmarteau.

G. Patterson, general merchant, Wakefield, has suffered loss by fire.

J. S. Going & Co., hay and grain exporters, Montreal, have registered.

J. W. Piche & Frere, millers, St. Ephrem D'Upton, have registered.

W. Lafortune & Co., grocers and liquor dealers, have dissolved partnership.

A. Barsalo, grocer and liquor dealer, Montreal, has sold to O. T. Fernet.

S. Girouard, grocer and liquor dealer, Montreal, has sold to J. A. Vaillancourt.

Kent & Turcotte have been appointed curators to J. L. Mathieu, grocer, St. Roch.

The assets of J. L. Sequin, general merchant, St. Simon, are advertised to be sold.

G. Tate, grocer, Montreal, has assigned to Bilodeau & Chalifoux; meeting of creditors on June 30.

The assets of J. Perron, general merchant, St. Paul's Bay, were advertised for sale on June 30.

J. Fisher & Co., general merchant, Jonquieres, have appointed V. E. Paradis curator; assets to be sold on June 30.

The assignment of Arthur Saucier, produce merchant, Montreal, has been demanded; consent of assignment has been filed.

James Scott & Co., wholesale hay and grain dealers, Montreal, have suf-



Upton's

Pure Fruit
Jams, Jellies and
Orange
Marmalade

"are the goods." We are now shipping this season's Strawberries.



ferred loss by fire; loss covered by insurance.

P. Colozza, general merchant, Chicoutimi, is asking for an extension of time. Miller & Gagnon, grocers, Quebec, have registered.

Cardinal & Bedard, grocers and liquor dealers, Montreal, St. Henry, have assigned; V. E. Paradis, provisional guardian.

A meeting of the creditors of Bigonnesse & Sequin, general merchants, Labelle, was announced for June 23; assets to be sold on June 30.

NEW BRUNSWICK.

W. L. Mallory, general merchant, Perth, is dead.

O. B. Akerley, grocer, St. John, is selling off stock to close business.

G. B. Johnston, general merchant, Araganca, has sold out to A. M. Brown.

The stock of F. L. Worden, grocer and meat dealer, has been seized under bill of sale.

Vanwart Bros., grocers and meat dealers, St. John, have been succeeded by J. W. Vanwart.

Mann & Ayer, general merchants, Petitcodiac, have dissolved partnership; there is a new co-partnership of D. S. & F. Mann.

MANITOBA AND N.W.T.

S. Greenberg, grocer, etc., Winnipeg, has had meeting of creditors.

Code & Crozier, general merchants, Olds, have sold to Logan & Brown.

G. Hon, liquor dealer, Neudorf, has been succeeded by Hon & Ellerman.

S. Feinstein, general merchant, Herbert, has sold out to A. E. Penne.

G. Olaison & Co., flour and feed merchants, Winnipeg, have been burnt out.

Gouia & Dube, general merchants, Montmartre, have dissolved partnership.

Balkind & Balkind, grocers, Winnipeg, have dissolved partnership, L. Balkind continuing in business.

W. J. Robertson, of McKenzie & Co., grocery and hardware dealers, Winnipeg, has retired from business.

Reid & Spence, general merchants, Parr's Siding, have sold their hardware stock to W. V. Stevenson.

The stock of the estate of W. J. Heaslip, general merchant, Minto, was advertised for sale by auction on June 28.

BRITISH COLUMBIA.

Wilson & Barclay, general merchants, Silvertown, have dissolved partnership.

S. Hagen, general merchant, Mount Sicker, has been burned out; loss covered by insurance.

NOVA SCOTIA.

Bezanger Bros., manufacturers of boneless fish, Seal Harbor, have registered.

"PROTECTION AND PRICES"

"and the Farmers' Home Market" is the title of an octavo volume of 250 pages, issued by Watson Griffin of Toronto. It is a collection of a number of editorial articles on protection and kindred subjects appearing in "Industrial Canada," the official organ of the Canadian Manufacturers' Association during the year 1903, and the first five months of 1904. That the first edition reached a circulation of 78,000 and that the present or second edition has already reached 20,000, speaks well for this interesting series of articles on the industrial conditions existing in Canada for the past two or three years. It will prove especially acceptable to those holding protectionist views, as it gives within small compass a reasonably complete and readable review of this aspect of the situation.

A JAPAN TEA MERCHANT.

FRESH from the Orient, Mr. J. H. Craven, a Japan tea merchant, arrived at the Windsor Hotel, Montreal, this week, on his way to New York and London. He stated that he had been in Japan since the war broke out, and that trade had not been disturbed to any material extent by the war. There was a slight delay in the shipment of up-country teas, owing to the railways being occupied by war transport service. He visited Hankow, the great Chinese tea market, just before leaving the East. He mentioned the distance from the coast to Hankow as being 600 miles, and stated that the railway now under construction from Hankow to Peking, was well under way. About 280 miles of the line had been completed. He referred in passing to the great fertility of the country, on both sides of the Yang-tse-Kiang River, emphasizing that it was easy to grow two crops of rice and wheat there. In referring to the war, he was confident of a Japanese victory all along the line.

NEWS FROM THE BAHAMAS.

LAST week Montreal was visited by the Hon. Anton Bertram, Attorney-General of the Bahama Islands. He is a well-known English barrister, and resides in Nassau, the capital of the islands. He is anxious for an extended trade relationship between Canada and the Bahamas. He touched upon the fact that the preferential clauses of the United States, in favor of Cuba, had

worked against the Bahamas, and it remained to be seen how seriously the pineapple trade with the United States would be affected. Another industry which was occupying attention in the Bahamas was the preservation of the sponge beds. Another great asset of the Bahamas was sisal, which was so much used in the manufacture of binder twine. In this Canada was vitally interested. There might be much further development in sisal shipments to Canada, if greater attention was paid to it. Trade in flour could also be extended. Canadian flour had been much appreciated in the Bahamas. He was glad to say that large numbers of Canadian tourists visited the Bahamas Islands, but he was sorry to state that they did not tell much about what they had seen. Improvements were being made at the harbor of Nassau, which would enable larger steamers to call there.

NEW SALT COMPANY.

A company for the manufacture of salt from the wells of the Cleveland-Sarnia Sawmills Company's mills is being formed in Sarnia. The new company will be known as the Empire Salt Co., and will be capitalized at \$50,000. J. L. Carter will be the manager. It has entered into a contract with the Cleveland-Sarnia Sawmills Company to operate the salt block at the mill property and will have a plant with a capacity of 50 barrels per day.

RUSSIAN CUSTOMS LAW.

SOME regulations in the Russian customs law governing fines imposed on foreign imports will be of interest to Canadian exporters in connection with the drawing up of invoices for Russia, as the strictest accuracy in the statements contained in invoices is essential to the avoidance of these fines.

Fines are imposed upon imports that do not correspond with invoices as follows:

1. For either discrepancy or excess in weight exceeding five per cent. and not caused by dampness or dryness during transportation, allowances being made in either case, a fine of double the regular duty is charged.

2. For difference in quality a fine of two-thirds the regular duty is charged.

3. For difference in quantity—i.e., number of pieces—a fine of double the regular duty is charged.

4. In case of attempted fraud in the consignment of goods the goods are confiscated and the fine charged in addition.

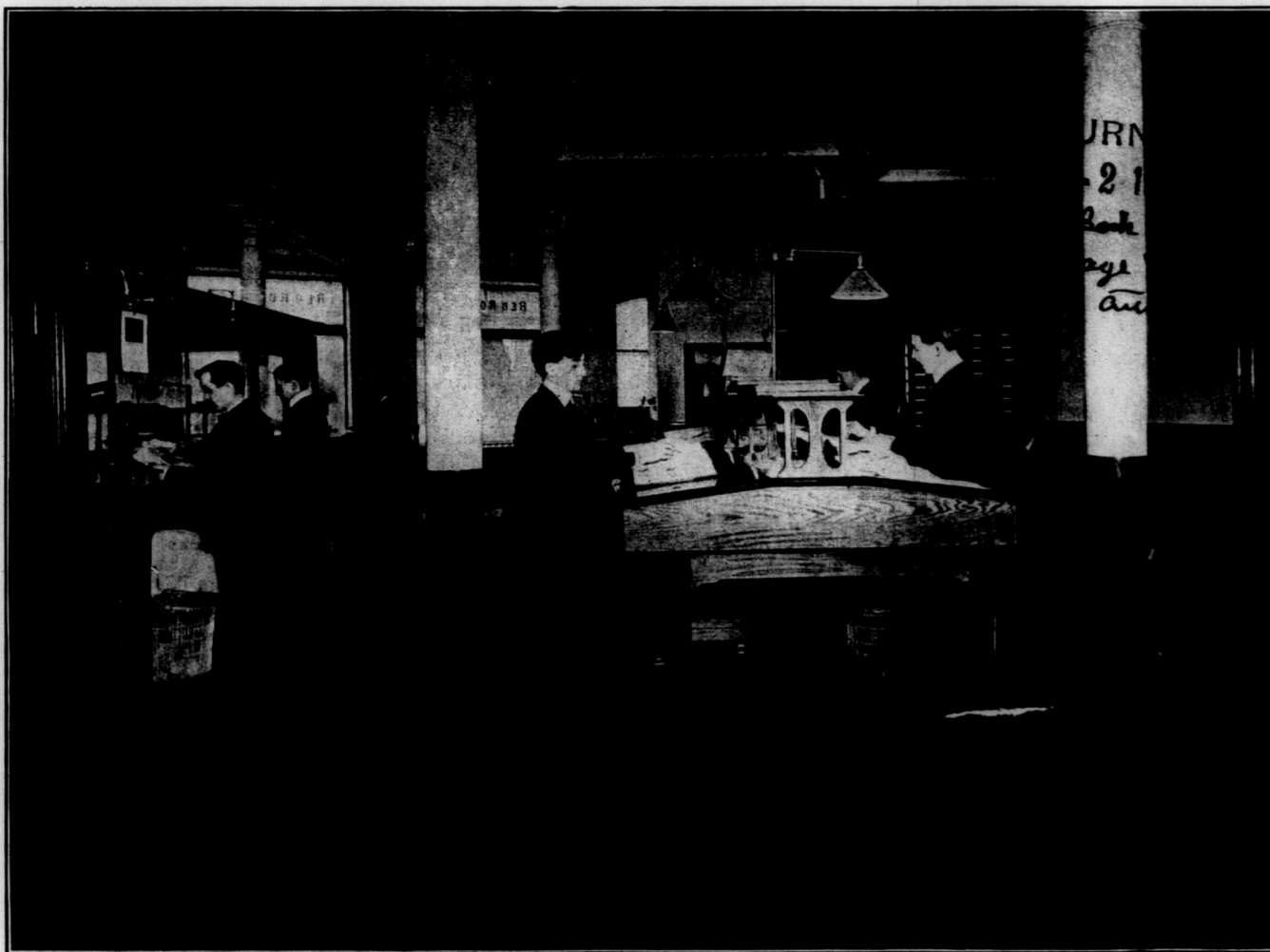
Appeals can be made against these charges and decided by an expert commission.

Interior Views

Red Rose Tea Warehouse

**THE LARGEST AND BEST EQUIPPED
BUILDING OF THIS KIND IN CANADA**

Views showing the offices, shipping and blending departments and machinery will be published in the "Grocer" from week to week, for several weeks hence, and will convey a very good idea of how a modern tea business is conducted.



GENERAL OFFICE. 50 FEET BY 22 FEET.

This office is occupied by the Cashier, Ledger Keepers, Order Clerks, Collection Clerks and Typewriters.

A printing plant will soon be in operation in connection with this office and will assist greatly in the prompt execution of the clerical work.

T. H. ESTABROOKS

Branches
TORONTO WINNIPEG

Tea Importer and Blender, ST. JOHN, N.B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Bacon vs. Heavy Pork.

SEVERAL years ago Canadian farmers produced heavy pork almost exclusively. This was before Canadian bacon had won its present enviable reputation in foreign provision markets. Then Canada exported little or no animal products, its yearly supply being required to feed the numerous lumbering and mining camps dotted here and there over the entire Dominion.

To-day the tables are reversed. Canadian farmers have been educated to grow the bacon hog for export, and that the change has brought money into their hands may be readily gathered from a minute's conversation with any Canadian exporter of provisions. At the same time, an epicurean tendency has taken possession of Canadian lumbermen and miners. Instead of long clear bacon and fat, dry pork, they're satisfied now with nothing less than the lightest ham and breakfast bacon, with other delicacies to correspond. A dinner in an up-to-date Canadian logging camp in 1904 is quite equal to the same meal served in an eastern hotel ten years ago.

In certain districts of Canada—the Ottawa Valley, for instance, there is still a demand for heavy meat. Ten thousand barrels of American mess pork are sold to one of the lighter articles as grown in Canada, and as a matter of fact it is the importation of American mess pork to Canada that causes a comparison of American exports in provisions to the United States and American importations to Canada to favor the States. Canadian farmers have decided that it pays better to raise light hogs, and are unable to supply the home demand that exists for heavy pork, the result being that the United States have entered this market.

English Provision Markets.

Latest reports of the London, Eng., provision market say the butter market is improving at advanced prices for some descriptions. Bacon has been in slow demand, and quotations have been gen-

erally reduced, while hams are in more request. In lard, trade has been dull for bladdered, pails, and boxes of all kinds. Eggs in best sizes are firm, while all sizes are in less request. In cheese the market is quiet and prices are irregular.

"Dairymen Favor 'Preference.'"

THE Eastern Townships Dairymen's Exchange, Quebec, has passed the following resolution:

"That this exchange expresses its appreciation and hearty sympathy with the stand which the Hon. Joseph Chamberlain is taking in Great Britain for an Imperial preferential tariff, whereby the low-priced dairy products of foreign countries shall not be allowed to compete on equal terms with the higher grade article exported to Great Britain from her colonies, of which Canada is proud to be one;

"It is furthermore resolved, that, in the opinion of this exchange, a surtax on all foreign dairy products would be beneficial to the colonies, which to-day play such an important role in affairs of the British Empire."

In seconding this motion, A. J. Brice, a prominent exporter, declared that Chamberlain's hands should be strengthened by the colonies, whom he was aiding, and that, since Canada was soon to receive great remuneration through the supply to England, not only of all her cheese and butter, but also from the great and growing Northwest, of all her bread, she must be prepared to assume certain obligations in the nature of naval and military support.

Waxed Cheese.

A large English cheese importer who has been paying close attention to waxed cheese arriving on the English market from various sources, gives the following as his opinion:

"The only advantage derived from waxed cheeses so far as I can see is, that they have a cleaner appearance when

turned out of the boxes, and being practically hermetically sealed, do not lose the weight; in fact, in many cases I have seen them turn out over the weight marked on the boxes.

"In my opinion, in all cheese there is a natural evaporation of water and certain gases, which improves the cheese when kept some months and which is natural maturing, whereas in the waxed cheese this does not go on, but all the water, etc., is confined in the cheeses. These when kept any length of time, instead of becoming matured, are worse than they would have been if sold new. The water is secreted mostly around the sides, top and bottom, as though trying to find a way of escape, and when these cheese are tried they are usually found to be quite soft and watery."

Market for Canned Goods in England.

The commercial agent of the Dominion Government stationed at Leeds and Hull, Eng., reports a growing demand for canned goods (fruits, vegetables, etc.), and that as the freight from Montreal to Liverpool is only \$1.25 per ton of 2,240 lbs., a large and lucrative business ought to be done in that market by the Canadian manufacturer.

Cool-Curing in New Zealand.

RECENT New Zealand papers mention the installation of an extensive plant for the cool-curing of cheese by the Dalefield Dairy Co., said to be the largest cheese factory in the world under one roof. The management of this factory have carefully watched the results obtained by cool-curing at the Government illustration stations in Canada and at the American experimental stations, and in consequence have been the first in New Zealand to adopt the new system. The machinery alone in the Dalefield cool-curing room cost nearly \$2,500, and the proprietors expect that this outlay will be amply repaid. Canadian factory owners cannot afford to let their competitors in the sister colony get ahead of them in the matter of factory equipment and up-to-date methods of management.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

GLASS JARS

FOR

Sliced Bacon Sliced Beef

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

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

Special discount to bona fide Wholesale Grocers.

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

BEECHNUT



BRAND

Hot Weather Meats.

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

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

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

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

Write us for Special Prices.

The Park, Blackwell Co.,
PORK AND BEEF PACKERS, LIMITED.
TORONTO, ONT.

LONG CLEAR BACON

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

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

**ROYAL
YEAST
CAKES**

MOST PERFECT MADE.

**SOLD AND USED
EVERYWHERE.**
E.W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

We are buyers of

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

A reminder to you that we carry the best assorted stock of

CANNED GOODS in Canada.

Look over your stock—make out your list of wants,—send us your order and we will satisfy you. We GUARANTEE the packer, quality and DELIVERY. Order promptly.

Tomatoes,

Corn,

Peas, _____

Beans, _____

Baked Beans, _____

Pumpkins,

Asparagus,

Succotash,

Spinach.

Cherries, Red and White Pitted.

Strawberries, Heavy Syrup.

Raspberries, Heavy Syrup.

Apples, 3s. and Gallons.

Lawtonberries,

Gooseberries,

Sweet Wrinkle, Early June, Champion, Standard, Marrowfat, English Garden, Sifted, Extra Faultless, etc., etc.

Refugee, Wax.

Plain, In Chili Sauce, In Tomato Sauce.

Pineapples, Sliced, Grated, Whole.

Peaches, Yellow.

Pears, Bartlett, Yellow.

Plums, { Lombard,
Green Gage,
Egg, Heavy Syrup.

Salmon—are going to be high. Be wise, order now. We can sell you—
VICTORIA, Horse-Shoe, O-Wee-Kay-No, Clover Leaf (tall or flat.)

Laporte, Martin & Cie.

Wholesale Grocers, and Wine and Spirit Merchants,

Montreal.

(We close on Friday, July 1st—Dominion Day.)

Of especial interest—

to all good grocers are our two special offerings this week—

NEW SEASON'S
MAY PICKINGS

Japan— TEAS

BOXES 40 LBS.

— DUE TO ARRIVE NEXT WEEK —

The advance samples have arrived per express and show them to be exceptionally pleasing in both style and draw—

OUR QUOTATIONS ARE RIGHT

We have made arrangements with the packers whereby we are enabled to offer the celebrated

“Judge” brand Salmon—

IN PORCELAIN LINED TINS—

as a 25 cent retailer—

This fish is packed fresh and clean from cold salt water, in porcelain lined tins, thus insuring perfect freedom from any deleterious effects of tin—

THE BEST VALUE IN CANNED SALMON
ON THE MARKET TO-DAY—

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

cheese sold at 7 1-4c, a drop of half a cent in a few days. At that price, 8,000 boxes changed hands.

The exports for the season so far have fallen off as much as 44 per cent.

The arrivals of cheese in the city were for last week 101,046 boxes, against 118,833 for the same week a year ago. For the season to date, or to June 28, they have been 415,383, as against 494,785 in the last year.

St. John, N.B.

Provisions—In barreled pork and beef, while there are fair stocks held, there is very little business. Prices in both lines are firmer, there being quite a little advance in pork. In pure lard, merchants advise limited sales. They are carrying full stocks, and while last lots were bought lower than ever, the market in the West seems firmer, and considering the exceptional low prices, it is thought still there is a fair chance for a good profit on the basis of these late prices. Refined and compound lard find but little sale. In fresh meat, particularly in beef, markets are firm. Beef is quoted for both domestic and western at quite an advance on the late prices. Lamb is still high, receipts being low. Mutton seems to be perhaps the one dull feature, although there is but a limited demand for pork. Veal commands full figures.

| | | |
|------------------------|---------|---------|
| Mess pork, per bbl. | \$16.00 | \$17.00 |
| Clear pork | 17.00 | 19.00 |
| Plate beef | 12.50 | 14.00 |
| Mess beef | 10.00 | 12.00 |
| Domestic beef, per lb. | 0.07 | 0.08 |
| Western beef | 0.09 | 0.10 |
| Mutton | 0.07 | 0.08 |
| Veal | 0.08 | 0.09 |
| Lamb, each | 3.00 | 3.50 |
| Pork | 0.06 | 0.07 |
| Hams | 0.12 | 0.14 |
| Rolls | 0.10 | 0.11 |
| Lard, pure, tubs | 0.08 | 0.08 |
| “ pails | 0.08 | 0.08 |
| Refined lard, tubs | 0.08 | 0.08 |
| “ pails | 0.08 | 0.09 |

Butter—The market is fully supplied, and except for best quality sales are light, even at the present low prices. There is still some little western butter being received.

| | | |
|-------------------|------|------|
| Creamery butter | 0.20 | 0.21 |
| Best dairy butter | 0.17 | 0.18 |
| Good dairy tubs | 0.16 | 0.17 |
| Fair | 0.14 | 0.15 |

Eggs—These are hardly as firm, although quite full prices are still obtained. There is a good steady demand, with better receipts.

| | | |
|--------------|------|------|
| Eggs, henery | 0.18 | 0.20 |
| case stock | 0.14 | 0.15 |

Cheese—Domestic made are now entirely supplying the market, and are being freely offered. Prices are fairly firm. In the local market there is no particular demand outside of the regular steady sale.

| | | |
|-----------------|------|------|
| Cheese, per lb. | 0.10 | 0.11 |
|-----------------|------|------|

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

| | |
|----------------------------|------|
| Lard, 50 lb. pails | 4.80 |
| “ 20 “ in cases | 1.91 |
| “ 10 “ “ | 6.05 |
| “ 5 “ “ | 6.15 |
| “ 3 “ “ | 6.25 |
| “ Compound, in 20 lb pails | 1.75 |

Cheese—The market continues firm, and the demand is good, and cheese is now quoted at 8 3-4c a lb.

Butter—The market situation is about the same. The demand is heavy, and stock is much easier. We quote the following prices:

| | |
|-------------------|------|
| Creamery, per lb. | 0.22 |
| Dairy, per lb. | 0.19 |

Cheese Storage on Sea-board

According to a report received by the Extension of Markets Division of the Department of Agriculture, a shipment of Canadian cheese was recently landed at London, England, in a heated condition, due to being carried across the ocean from Montreal in a poorly ventilated part of the ship. The Department points out that as the warm weather has now begun further complaints of a similar character are liable to be received unless the practice of stowing cheese in parts of the ship having no means of ventilation is stopped. In order to protect their own interests cheese exporters should insist that their cheese shall only be stowed in holds well equipped with ventilating apparatus.

Fresh and Cured Fish

RETAIL FISH TRADE OF MONTREAL.

THE retail fish trade of Montreal is confined to a small area. One large concern appears to dominate, while four or five others of considerable importance appear as comparatively small establishments. Montreal is distinctly a fish eating city, which may be explained partly by the fact that three-quarters of the population are Catholics, who during the Lenten season consume fish alone. Outside of this, however, there is an immense consumption of not only the commoner grades of fish, but of high-class southern products, such as butter fish, pompino, king fish, sheepsheads, porgies, red snappers, blue fish, etc., all of which find ready sale amongst the wealthy classes. In fact, it is to Montreal's credit that there is in the city a wholesale and retail dealer in fish, oysters, game, etc., who declares he is not only the largest in Canada, but in his own retail way claims that there is no other place on the continent with equal accommodation for storing and preserving fish, oysters and game.

Haddock is the standard fish, in fact it has been called the people's fish. Rich and poor buy haddock, and it is the handiest breakfast fish on sale. Certain dealers may change their price for haddock from time to time, but the high-class dealer maintains only one price, so that rich and poor receive the same grade of fish. Ask a fish man about haddock, and he will invariably shake his head. "What kind of haddock?" he will reply, with a knowing glance in his eye, at the same time sizing you up as he looks you over. There is the difficulty of pleasing everybody with even one price haddock. 'Tis a wholesome, easily cooked food, and is in steadily increasing demand all over the country. The next fish in popular demand is cod, which seems to increase in popularity daily. This fish, however, in no way interferes with the great lake favorites, trout and white fish. Their season lasts from the first of May until the closing of ocean navigation. During this period bass of all kinds, including the deep sea fish, dominate the market, and are consumed in large quantities.

White halibut is a much sought fish about this season of the year. It is expensive, too. It goes without saying that when certain Montreal firms prefer

to depend on their own shippers from the Pacific Coast, and are willing to pay as much as seven cents per pound express, with ice expenses in addition, that it pays to handle this species of fish. Most of the dealers in the east get their supplies of halibut, white and grey, from Boston. It may be mentioned that it can be obtained cheaper from Boston than from the west direct, owing to the immense quantities shipped in bond to Boston by large concerns, who have establishments in both places. The large Montreal fish firms decline to handle a fish like pike. They say pike is all right in its way, but it does not suit their customers, and it is a cheap fish anyway.

Outside of the so-called "swell" trade, the staple lines are the fresh water fish, such as lake trout, brook trout, white fish, dore, black bass, sturgeon, yellow perch. Just now mackerel is in season, and is a delicious fish that appeals to nearly all fastidious people. However, probably the most useful fish for all classes is the halibut. Sometimes halibut sells at from 15c to 20c per pound, and in contrast with haddock seems a very expensive luxury, when haddock can be bought for 12c. The contrast, however, is sensibly marked when it is remembered that these is no fish on which there is more waste than on haddock. Sometimes as much as one-quarter of the quantity bought will be wasted, whereas with the halibut every part is useful, and it is profit from beginning to end.

An immense trade is done in Montreal in lower port salmon, commonly known as gaspe salmon. On the opening of navigation it supersedes entirely British Columbia salmon. For instance, one large dealer purchased a hundred thousand pounds of fresh salmon during last season, having bought twenty thousand of this enormous quantity from one man. Other dealers, of course, handle large quantities, but not in such large volumes.

The expensive luxurious fish, such as were mentioned at the beginning, sell from 15c to 30c, and are imported direct from New York. They are southern fish entirely, and are bought in Montreal in small quantities, daily supplies being sufficient to cover the ordinary demand.

The season for shad roes is just over in Canada. Blue fish are still popular among the rich, and frog's legs sell at 40c to 45c a lb. Soft shell crabs are dear, and white bait, scollops, prawns, and boiled and live lobsters maintain a steady sale among connoisseurs. Oysters and little neck clams have a steadily increasing sale.

A unique feature of the Canadian fish trade is that Canadian smelts supply not only our own markets, but the New York markets as well. The season opens about September, and an enormous trade is done with different fisheries in the Maritime Provinces. In gathering little neck clams, large firms decline to tell where they get them. They have their own special beds, which are exclusive.

The retail fish trade in Montreal is probably on as high a plane as can be found in the Dominion.

An Eastern Opinion.

IN an interview with Mr. A. H. Brittain, representing Black Bros. & Co., Halifax, on the question of fish, Mr. Brittain expressed himself as surprised that the grocers of Canada had not in the past paid as much attention to this branch of the grocery trade as the merit of the goods warrant. "The grocers of Canada are entitled to this trade," said Mr. Brittain, "and it is only because they have not given it the attention they should have, that they do not control it. Retail grocers, as well as wholesale firms throughout the United States, have made the fish business a very large factor of their trade. They have realized that it is one of the staple articles of their business, and requires practically little care in handling. Grocers, as a rule, make a specialty of handling butter and cheese, and both of these lines, particularly the first mentioned, require just as close looking after, if not more attention than the handling of fish; besides there is a very good profit and ready sale for fish, particularly as the public during the past number of years have taken to requiring more fish, grain, and other light products, than meats. During the warm season a little more attention is necessary in handling the fish, but not enough extra work to deter a merchant from making it a part of his regular trade. Every up-to-date grocer, in order to properly cater to the requirements of his customers, should think of the great possibilities in the fish business for increased trade, as well as decidedly better profits."

A Delicious Meal

can be made quickly and satisfactorily with

Halifax Fish Cakes.

A product made from Atlantic codfish, caught near the Nova Scotia coast—the best fish in the world. There's money in them for the grocer who sells them.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S.
LAHAVE, N. S.
A. H. BRITAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, MONTREAL, P.Q.

Under Schiedam Authorities'
control

"Gold Finch"

Brand

Pure Holland GENEVA

HERMAN JANSEN, Distiller

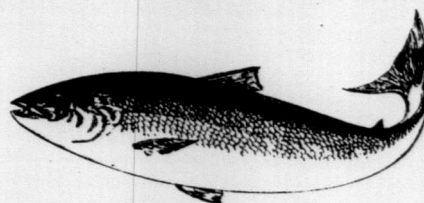
None genuine without the seal of the Authorities.

B. O. BELAND

Agent

1684 Notre Dame Street, MONTREAL

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

GREIG'S
WHITE SWAN
Cake Icings

ALL FLAVORS

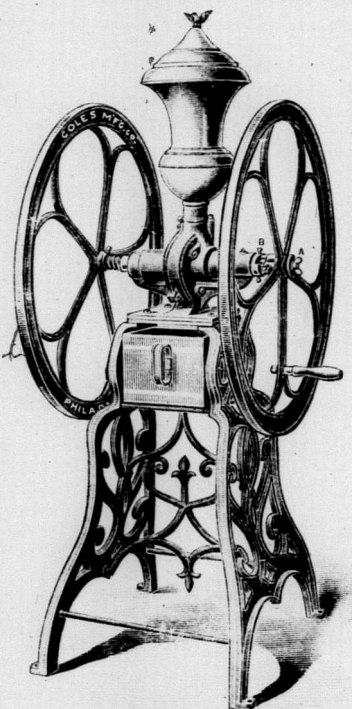
3 doz. in a box, 90c. per dozen.

The Best Yet

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



Coles
Coffee
Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

No. 17. List Price, \$40.00

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

Coles Manufacturing Co.
 PHILADELPHIA, PENNA.

Have you the following lines of goods in stock?

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

IDEAL AMMONIA POWDER

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

FOREST CITY
BAKING POWDER

The trade winner.

FOREST CITY CATSUP

Full Tomato flavor.

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

They will increase your trade, —and profits.

GORMAN, ECKERT & CO.
 LIMITED

London, Canada.

Importers and Roasters of Coffee.

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

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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.

The "Salada" Tea Co. report a big increase in their business for the first five months of this year. Their increase for the first five months of 1904 over the corresponding period of 1903 in Canada alone amounted to more pounds of "Salada" than the total business done by that company in the second year this tea was on the market.

The R. & J. H. Simpson Co., Guelph, are offering jam in 7 lb. pails at a special cut price.

A special run is being made by L. Chaput, Fils & Cie., Montreal, on Ubero coffees. Buyers will find it worth while to write for quotations and samples.

Friday, 24th, Hudon, Hebert & Co. will close their establishment, that being St. Jean Baptiste Day. Friday, July 1st also will be observed as Canada's national holiday, and business suspended.

"Judge" Brand Salmon, in porcelain lined tins, is selling freely with the Eby, Blain Co., Toronto, who are the sole selling agents in Ontario.

H. P. Eckardt & Co. are selling apricots at interesting prices.

J. H. Maiden, Montreal, calls attention of buyers to his ad in this issue of Zoeco brand of condensed cocoa and milk, coffee and milk, etc., for which lines Mr. Maiden has been appointed agent for Canada. These goods obtain a good sale in England, and their quality should interest the trade and consumers here.

Laporte, Martin & Co., Montreal, call attention of the trade to their large and assorted stock of canned goods, with the gentle hint that now is the time to buy.

New season's May pickings Japan teas are expected next week by the Eby-Blain Co., Toronto. Advance samples show these to be exceptionally fine goods.

Carlo Niemaek's Italian Olive Oil may be had from H. P. Eckardt & Co.

E. D. Mareau reports the arrival by steamer "Empress of China," now at Vancouver, of sixty packages of Japan tea, second shipment of his May teas. These include Condor III., IV., and EMD, AAA and AA half-chests and 40-lb. boxes. They are extra choice both in leaf and in liquor. See next week's ad.

Fraser River salmon packers have named a price on 1904 pack of \$5.75 per case, and the Pacific Selling Co., New York, have named the same price for their "Clover Leaf" brand. On first consideration this price seems high, as compared with last year, but in view of the probability of a very small pack it is a reasonable one.

McWilliam & Everist, Toronto, report the arrival of a shipment of California cantaloupes.

The Eby-Blain Co., Toronto, have made arrangements with the packers whereby they are enabled to offer the celebrated Judge brand salmon as a 25c

retailer, and they report a very large business at the new quotations.

Kelly, Douglas & Co., Vancouver, are just receiving in store another carload of Cow Brand baking soda in packages. This company are large buyers of Cow Brand. Never less than a carload at a time.

PERSONAL MENTION.

Mr. Henri Jonas, Montreal, sailed on Wednesday week for Europe. Mr. Jonas visits the continental markets yearly, paying particular attention to French, Italian and Spanish grocers' specialties, which line Mr. Jonas has made a specialty for over a quarter of a century.

Mr. Amos H. Baker, of the Old Homestead Canning Co., Picton, was a visitor to the Montreal jobbing trade last week. Mr. Baker has made arrangements for the sale of his company's products, and as the quality is of the highest and the labels bright and attractive, the Old Homestead brands will no doubt figure on many a grocers' shelves this year.

Mr. W. P. Downey, Montreal, is in Toronto this week calling upon the trade with Mr. J. H. Collett, of J. M. Collett & Co., Gloucester, Eng.

Mr. Wm. G. Goodhugh, 6 St. Sacramento street, Montreal, is representative for Allerton D. Hitch & Co., New York, who are extensive shippers to South Africa, Brazil, New Zealand, etc. Mr. Goodhugh is prepared to look after all consignments of Canadian produce to South Africa, and with his long established connection and experience in Montreal is in a position to satisfactorily attend to all commissions. Grocer. Provisions.

Mr. J. Lorimer, of Lorimer & Co., London, Eng., manufacturers of sauces, grocers' sundries, etc., paid the Toronto office of The Grocer a visit. Mr. Lorimer is being introduced to the trade by Mr. Greig, of the White Swan Mills, Toronto, who will in future have the sole agency in Toronto for the products of Lorimer & Co.

Mr. James Dawson, of the firm of Dawson & Co., grocers, Sault Ste. Marie, was married on June 23.

Mr. E. F. Eby, of the Eby-Blain Co., Toronto, left this week for a few days' fishing on the Trent River.

In last week's issue of The Grocer was chronicled the marriage of Mr. W. G. A. Lambe, of Toronto, to Miss Massey, of Westminster, London, S. W. The item should have read Miss Reid.

Mr. C. P. Hebert, senior partner of Hudon, Hebert & Cie., has removed, with his family, to Riviere Du Loup for the Summer.

Mr. R. Leacock, of the firm of S. P. Mussen & Co., large molasses and sugar merchants of Barbadoes, was in Montreal this week. He called upon the trade generally and was accompanied on his rounds by Mr. Goodhue, who is agent for the firm in Montreal.

Mr. Chas. Gyde, Montreal, leaves for British Columbia this week. Mr. Gyde, who is known as one of the oldest grocery brokers in Canada, represents many English firms, among others Rountree's, Cleaver's, Jos Terry & Sons, and J. Macintosh's toffees.

Mr. Frederick J. Lowe, manager J. H. Wethey, Limited, condensed mince meats, St. Catharines, Ont., was a caller at the Montreal offices of The Grocer this week. Mr. Lowe is enthusiastic on the future of condensed mince meats, and with their increased facilities in their new factory, says the public will be well and amply supplied with the original and genuine Wethey's mince meat.

Mr. A. H. Brittain, of A. H. Brittain & Co., is making a trip to Halifax, Gloucester, Boston, and other eastern fish centres this week.

FRUIT REPORT.

THE following report, dated June 8, 1904, has been received from C. Whittall & Co., Smyrna: The sultana production of 1903 has proved the largest ever recorded in the country, far exceeding all provisions and estimates.

We are now able to give the returns, district by district. These figures have been obtained from thoroughly reliable sources. We also place against the same the estimated result for the coming season.

| | Production 1903—Kintals. | Estimates 1904—Kintals. |
|-------------------------------------|-----------------------------|----------------------------|
| Smyrna District..... | 77,970 | 60,000 |
| Vourla and Sivrihissar | 41,460 | 60,000 |
| Ceste District..... | 45,300 | 17,000 |
| Tireh, Daindir and Odemish | 10,730 | 18,000 |
| Scala Nuova..... | 1,100 | 3,000 |
| Menemen..... | 35,090 | 30,000 |
| Magnesia and Caraog- lanli..... | 228,780 | 100,000 |
| Cassaba..... | 236,500 | 80,000 |
| Axar..... | 98,715 | 40,000 |
| Nymphio..... | 174,860 | 100,000 |
| Sahihli..... | 51,520 | 35,000 |
| Alascheir..... | 22,960 | 15,000 |
| Pergamos, Bozdaghan, etc..... | 32,477 | 20,000 |
| Sokia, Aidin, etc..... | 20,800 | 15,000 |
| The Imperial Farms.. | 22,000 | 15,000 |
| Carabourne..... | 37,850 | 15,000 |
| Total, kintals.... | 1,136,112 | 623,000 |
| Total, tons..... | 62,596 | 34,265 |

Stocks of old fruit remaining in the country may be put down at about 7,500 tons inclusive of at least 1,200 to 1,500 tons which, owing to low quality or deterioration are only fit for distilling purposes.

Reports now being received from various parts of the interior are, on the whole, of a somewhat unsatisfactory nature, and the tendency is to reduce estimates. We may say that we have given the maximum estimates for next season, the forecast most generally favored by the majority of dealers and by the principal shippers not exceeding kintals 500,000 to 550,000.

The following comparison of yields and shipments to the United Kingdom for the years 1899 to 1904, may be of interest:

| Year. | Tons. | Total shipmts. to U.K. | B/s. |
|-------------------|--------|---------------------------|---------------------------|
| Total yield. 1899 | 42,000 | " | 1,421,588 |
| " 1900 | 18,500 | " | 782,926 |
| " 1901 | 28,000 | " | 848,030 |
| " 1902 | 37,000 | " | 1,198,647 |
| " 1903 | 62,500 | " | " |
| | | | to May 30, 1904 1,765,975 |

N. B.—The above figures are inclusive of fruit for transshipment to Canada, but exclusive of shipments for America. About 80 B's sultanas equal a ton of 20 cwt.

IN TEN YEARS a good many package teas have made a bid for the **GROCER'S FAVOR** and that of the public. How many remain?

What one **STANDS FORTH** an acknowledged **GOOD TEA**?

Blue Ribbon Ceylon Tea

The RED LABEL at 40c., worth 50c., is suggestive.

VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Ammonia

Gorman,

Baking F

Gillett, E

Gorman,

Maiden,

McLare,

Baskets,

Oakville

Bird See

Nicholso

Biscuits,

Browne

Christie,

Lamont,

McGreg,

Mooney

Mott, J

Nations

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CLASSIFIED LIST OF ADVERTISEMENTS.

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Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakley, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougal, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B., & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa-nut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Commission Merchants & Brokers.
Beland, B. O., Montreal.
Canada Brokerage Co., Toronto.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.

Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

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

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.
Todd, J. H., & Son, Victoria.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O., & W. Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Hilborn & McLachlan, Leamington, Ont.
Hudson, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.

Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudson, Hebert & Cie, Montreal.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton's.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Chaput, L., Fils & Cie, Montreal.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakley, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Verret, Stewart & Co., Montreal.

Scales.
Wilson & Co., Toronto.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Snowdon, Forbes & Co., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup—Rsee & Laflamme, Montreal.
Rattray, D., & Sons, Montreal.
Snowdon, Forbes & Co., Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Assn.
Chaput, L., Fils & Cie, Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H., & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Japan Tea Traders' Assn.
Kinneer, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

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“Where the Honey is

there are the bees.”

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—*quality is remembered long after price is forgotten.*

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystalline—it is the Salt that doesn't cake. “Where the honey is, there are the bees”—you can trust the high-class grocer *to find out just where the honey is.*

Windsor Salt

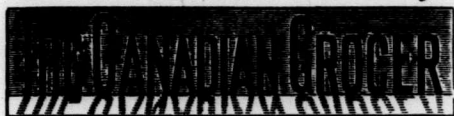
The Canadian Salt Co., Limited, Windsor, Ont.

100 per cent. profit

Is not worth the price of disappointing a good customer. Good customers have level heads and bumps of appreciation. A fair and reasonable profit is always made on **Chase & Sanborn's** Coffee, and, what is of more importance, your trade will stay.

Chase & Sanborn

The Importers, Montreal.



President:

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

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CUTTING PRICES IN SUGAR.

THE evil of price-cutting is one so detrimental to successful business that one wonders why business men employ the principle. It is an evil not confined to any one class of trade, but, injurious as it is to all, the business that can least afford to indulge itself is that of the grocer. In the dry goods, clothing, hardware, fancy goods, and kindred trades, the margins of profit are, comparatively speaking, so much larger that an occasional digression from set profits is productive of no very serious effects, but the keen competition and the perishable nature of a large part of a grocer's stock, combined with the constant introduction of new dietary products, many of them ephemeral in nature, make it a risky thing for the grocer to cut his none too large margins. Judicious shading is at times allowable, and there are grocers who have the faculty of doing so with success

and increased business, but the indiscriminate cutting of profits on all lines which has during the past decade seemingly been entered upon by grocers, is bound to bring evil effects upon themselves.

It has been a mystery to us, this price-cutting. Why grocers should cut the price of sugar and vie with each other to see how many more pounds for a dollar they can give than their neighbors passes comprehension. The market fluctuations on this necessary staple are so small, varying rarely more than from 15 to 50c per barrel in a month, or even three months, that a moment's reflection on the grocer's part will show him how absurd it is to divide this profit with his customers. Why not retain it for himself? The consumer is not watching the fluctuations of the market daily, and if he were, the reductions would strike him as so small as to be worthy of little thought. The evil of cutting, it may be said in extenuation of the habit, if it is worthy of an apology, is, no doubt, fostered in the larger centres by the departmental stores, whose glaring ads in the large dailies are baiting the public constantly to the counters where the goods that bear the profits are displayed. The grocer, unfortunately, has not so many profitable counters to fall back upon, and when he cuts he cuts to his loss. The instance of cutting on such a staple as sugar is given for the reason that from now until the end of September or October the consumption of the article will figure as the heaviest item in the grocer's business. The preserving season has started, and as we are blessed with a fairly large crop of fruit in Canada, and more of it is being "put down" every year, the grocery trade should see that a profit is made adequate to the outlay of money, time and labor. There is no grocer but what will admit that the selling of sugar is one accompanied with more labor, worry and expense than almost anything he handles. Many grocers who do not look closely after the weighing out of this article often do not come out on the right side; every grocer

knows the value of close weighing, and that unless sugar is weighed out like gold the "down-weight" is bound to result in loss, or at least in no perceptible profit. Even that wonderful and vigilant "guardian of the weights," the computing scale, cannot guarantee the grocer against loss if he does not use his judgment in fixing his living profits.

The only safe rule to follow is to allow for a profit on everything handled, and to be particularly careful on such a heavy item in turn-over as sugar. The jobbing trade of Canada found it was doing its sugar business for many years, if not at an actual loss, then at an insignificant margin, considering the volume of business done. As a result, wise counsels and concerted action produced a practically uniform selling basis, and though the profit is still considered small, it is at least a decidedly great improvement on former trade conditions. It is to be regretted that the retailer cannot be persuaded to take action along similar lines. Although not so easily done as in the case of the wholesale grocer, it only requires the leadership of a few prominent retailers to stop setting the pace in cutting prices.

BUSINESS MEN HONORED.

IN the honors which have been conferred on George A. Drummond and Hugh Montagu Allan, of Montreal, Canadian business men naturally take pride. It is doubtful if better representatives of Canadian commercial interests could have been selected for the King's honors. Both men have contributed of their wealth and their energies towards the extension of Canadian trade and the upbuilding of Canadian industries. In addition, they have been good citizens both of their home city and of Canada, engaging in social, educational and philanthropic work, which will long cause their names to be held in honored remembrance.

The Grocer voices the congratulations of the business interests of Canada in wishing long life and prosperity to the two new Knights.

A TARIFF BENEFIT.

ONE industry that has especially benefited by moderate protection is that of tobacco growing. It is now six years since the moderate protective duty was imposed on leaf tobacco, and as a result the use in factories of Canadian leaf tobacco has grown from 474,000 lbs. to 4,921,000 lbs. In other words, there has been an increase of over 900 per cent. This means that a great deal of money that was formerly spent outside of the Dominion is not being kept at home, and that Canadian farmers are turning their attention to a new kind of crop, which promises to be even more profitable in the future than it has been in the past. Quebec Province is essentially a gainer by this duty. Probably no where in the Dominion outside of Essex County, in Ontario, is there more tobacco grown than in the Province of Quebec. Bonsecours market, Montreal, is notable alike to the tourist, and to the average citizen, for its amazing piles of tobacco on sale. In the very heart of the most prosperous industrial district of the province, Granby, Quebec, the Empire Tobacco Co. have an enormous factory. In Quebec City, the Rock City Tobacco Co., now known far past the confines of the province itself in influence, utilizes immense quantities of French-Canadian tobacco, so-called.

As for the popularity of the weed itself, rich and poor alike testify to its harmlessness and pleasing flavor. In fact, some of the richest men in Montreal and Quebec, after being induced to smoke Quesnel, and other high-class brands of Canadian tobacco, have become so attached to the home-grown tobacco that they scarcely ever use any other. Aside from politics, it is a very gratifying fact to Canadians generally, to know that home industry is being benefited by Government action. It may also be mentioned that other forces have been at work which have affected the price of tobacco, yet the whole conclusion may be summed up in the statement that the home market for the home producer is much to be desired. It encourages home industry, without increasing the price.

Mr. Brodeur, in speaking on this question in the House of Commons last week, expressed fully and forcibly just how the tobacco industry has profited by the change. His exact words are as follows:

"In spite of the increase of 10c on raw leaf, tobacco is selling to the consumers to-day at a lower price than before. I find by the reports of the Department that in 1895-96 the number of tobacco factories of foreign leaf was 27, while only 10 were engaged in the manufacture of domestic leaf. At the end of last year the number of factories engaged on foreign leaf had fallen from 27 to 23, but on the other hand, the number of domestic and mixed tobacco had increased from 10 to 30. And what is the result in the number of pounds manufactured? In 1895-96, under the Conservative regime, we manufactured 9,669,183 lbs. of foreign leaf tobacco, that is to say, the whole consumption was of foreign leaf tobacco. In fact, we only manufactured and consumed in that year 474,205 lbs. of Canadian tobacco. Now I am glad to inform our friends opposite that this policy has been so fruitful and has produced such good results that to-day, instead of consuming 9,000,000 lbs. of foreign leaf tobacco, we manufactured last year 7,726,316 lbs.; and instead of consuming only 500,000 lbs. of Canadian leaf, I am glad to announce to the House that last year we consumed nearly 5,000,000 lbs. of Canadian leaf tobacco, or to be exact, 4,921,181 lbs. And that result, I claim, is entirely due to the progressive policy of this Government."

CROCKERY SPECIAL.

The mid summer season is pre-eminently the time for the retail grocery trade to lay in stocks of china and crockery for the coming Fall and Winter trade. In anticipation of the needs of the grocer and in order to give him the benefit of the latest information on crockery, The Grocer is issuing on July 8 a Crockery Special. This number will be largely devoted to crockery, china, lamps, etc. No pains have been spared to make it interesting and serviceable to the retail grocery trade. The newest ideas in crockery at home and abroad

have been gathered up by our representatives throughout the country, and in addition the possibilities of the crockery trade in the grocery store have been thoroughly investigated, the results of which will be comprehensively dealt with in next week's issue of The Grocer.

TROUBLES OF THE EGG DEALER.

WITH the price of eggs at thirteen cents, the egg dealer is risking everything in purchasing. Much as he has hoped for lower prices, at which he has a chance of making a cent or two next Winter, there now appears to be little chance of a drop. And to add to it all, he is forced to stand the "shrinks" of bad eggs. In his own words, "the country merchant controls everything."

In the United States there are regulations agreed to by all dealers in the cities of New York, Chicago, Philadelphia and Boston, by which eggs received must come up to a certain standard or the shipper stands the loss. The first grade is called extras, and calls for 80 per cent. reasonably full, strong-bodied eggs, with not more than one dozen loss to a case. All cases must be free from small and dirty eggs. A very small proportion of the receipts grades in this class.

The grade next below is called firsts, and even in this would be included but few of the cases received if a strict inspection were made. This class must be 65 per cent. full eggs, with a loss of less than a dozen and a half to a case.

Canadian dealers, by not working together, accept cases without question, even though some dozens be spoiled. The "shrinks" at the present time are numerous, and dealers stand to drop a great deal of money during the coming Winter. Competition is so keen, however, and so anxious are they to keep their customers, that they are paying prices which England has never yet paid, nor likely to pay.

DEMOCRATIC CANDIDATE FOR PRESIDENT.

An American friend who is in the confidence of the Democratic leaders writes *The Grocer* that the big chiefs of the party have decided on Grover Cleveland as the candidate of the Democracy in the approaching Presidential election. It remains to be seen whether or not the rank and file in convention assembled will endorse the choice of the leaders.

Ex-President Cleveland is said to be in the very best of health—never fitter for the arduous campaign from now to the fourth of November.

Cleveland would undoubtedly raise the contest to a high level and a battle between the Democratic veteran and Roosevelt would be watched by Canadians with intense interest.

GILLETT VS. LUMSDEN.

IN the Court of Appeal, Toronto, on June 29, before Moss, C.J.O.; Osler, Maclellan, Garrow, J.J.A.; Teetzal, J., the following decision was rendered, as reported in the *Mail and Empire*:

"Gillett v. Lumsden.—Judgment (E. B.B.) on appeal by plaintiff from judgment of a Divisional Court (6 O. L.R., 66, 2 O.W.R., 497), reversing judgment of Street, J. (4 O.L.R., 300; 1 O.W.R., 488), and dismissing the action, which was brought to restrain defendants from infringing plaintiff's trade mark and trade name. "Gillett's Cream Dry Hop Yeast," by selling yeast cakes under the name of "Jersey Cream Yeast." The Divisional Court held that the evidence did not show a case of passing off. Held, that the view of the Divisional Court was right, and per Moss, C.J.O., that there was no infringement. Appeal dismissed with costs. J. Bicknell, K.C., and A. Bicknell, for appellant; G. F. Shepley, K. C., and F. C. Cooke, for defendants."

IMPORTANT PURCHASE.

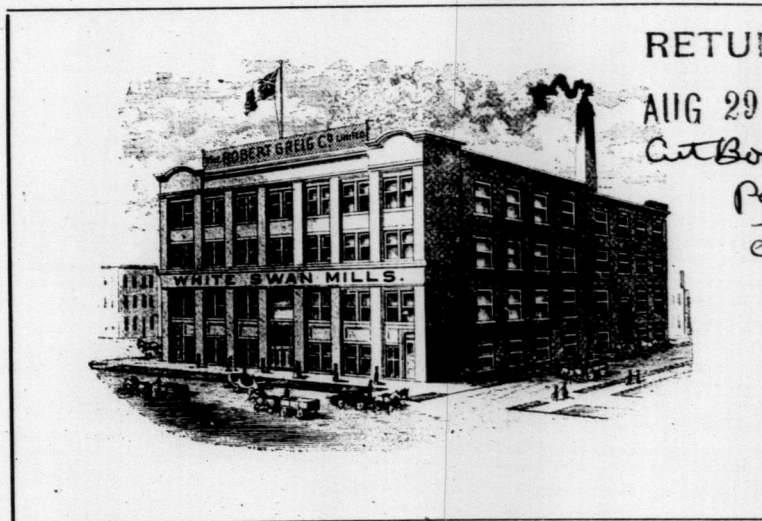
ONE of the most important business changes of the week is the purchase of the business of the Toronto Coffee and Spice Co. by the Robert Greig Co., Toronto, popularly known to the grocery trade as the proprietors of the White Swan Mills. The Robert Greig Co. have taken over the

entire connection, salesmen, etc., of the Toronto Coffee & Spice Co., and will continue to manufacture all their old brands and use their established trade marks. In order to accommodate the increased turnover, an extra plant is being installed which is the most modern and up-to-date obtainable.

The following salesmen, formerly with the Toronto Coffee and Spice Co., have been retained by the Robert Greig Co.: W. F. Robertson, whose territory has been the Maritime Provinces; J. Hodge, well known as an old standby in the spice trade, who will cover the Midland District of Ontario; R. A. Weiss, who will travel in eastern Ontario; A. D. Russell, their city traveler, and G. C. Thompson, managing director of the old firm, who will devote his attention to the jobbing end of the trade.

In addition the Robert Greig Co. have their own staff of salesmen, which in-

ing in Great Britain at the present time. "This," he said, "is largely South African war, the evil of which due to the South African war, the evil effect of which is still being felt. The principal cause of the depression in business, however, is co-operative competition, which has already assumed alarming proportions in the Old Land. In the district of Leeds alone there are approximately ninety-three grocery establishments, seventy meat shops, fifty drapers' shops, forty boot and shoe stores, besides chemists, fish, fruit and vegetable dealers organized as co-operative trading concerns. That such a formidable array of business establishments, combining the wholesale as well as the retail sides of trade should be viewed with suspicion and animosity, is not at all to be won-



RETURNED

AUG 29 1904

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Page 6

cus.

cludes J. L. Upham, for eastern Ontario and Townships; U. E. Clark, for the Niagara Peninsula; C. H. Jackman, for the Northwest Territories, the whole of which comprises not only a representative but large staff of traveling salesmen. The White Swan Mills are favorably known throughout the country, and their large and growing trade in cereals, spices, coffees, coconut, etc., will now be one of the largest in this country.


A VISITOR FROM ENGLAND.

THE *Grocer* had a pleasant visit this week from Mr. G. B. Suggitt, grocer, confectioner and wine merchant, of Leeds, Eng. Mr. Suggitt is also the secretary of the Leeds Grocers' Association.

In the course of an interview on trade conditions in England, Mr. Suggitt remarked on the dullness prevail-

dered at. Considerable difficulty, however, is being experienced in getting the individual retail grocer to comprehend the situation sufficiently to refrain from buying from the co-operative stores. As a matter of fact, the consumer does not save materially on the price of an article bought from a co-operative store, and in addition to the manifest injury the legitimate wholesaler and retailer suffers owing to co-operative competition, the Exchequer of the British nation loses millions owing to the fact that no income tax is levied on co-operative institutions."

Mr. Suggitt spoke enthusiastically over the Grocers' Federation Conference, which meets in Bradford, Yorkshire, during the coming week, and which will be attended by representatives from every grocers' association in the United Kingdom.

"On a Pedestal of Its Own" 



12,500,000.
PACKETS
SOLD
ANNUALLY
ON THE
AMERICAN
CONTINENT
ALONE
12,500,000.

Its vigorous devotion to the best interests of the trade and the public has formed a basis for progress unequalled by any other Tea concern on the American Continent, the great sale certifies this statement.

Black, Mixed, or } SEALED PACKETS ONLY.
Natural Green. } 60c., 50c., 40c., 30c., 25c. per lb.

Wholesale Terms on Application.

"Salada" Tea Co., Toronto and Montreal.



"Horse Shoe"
SALMON

For 25 years the standard in Canada.
 Every can guaranteed.
 The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY
J. H. Todd & Sons, - Victoria, B.C.



Brantford Prepared Corn Starch is a wholesome article of every-day use. It can be served in so many dainty dishes that it is often used on your customers' tables.

If you supply your trade with Brantford Prepared Corn Starch we know they will enjoy it and thank you for the suggestion. If you have never handled it, send in a trial order to-day.

BRANTFORD
PREPARED
CORN STARCH

THE BRANTFORD STARCH WORKS,
 LIMITED,
 BRANTFORD, CANADA.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 30, 1904.

Groceries.

THE grocery trade has been fair to quiet during the week, the proximity of the holiday season not having a tendency to increase the volume of business. The sugar situation, upon which so much depends, tends to become more settled, and as a result retailers are not so dubious about buying as they were. Just after The Grocer went to press last week there was an advance all around in Canadian refined of 5c per hundred lbs., and word has been received this week of a further advance of 5c in American refined, which will in all probability mean a similar advance on this side of the line. The statistical position in sugar would seem to favor further advances. Retailers' stocks throughout the country are reported to be light, and in view of the fruit season which has now begun, increased buying may be expected, although the lateness of the season and probable shortness of the crop will tend to check brisk business. Canned goods continue firm, but wholesalers are of the opinion that there will be no further advances in prices on 1903 pack. Tomatoes and beans are slightly firmer and corn is very scarce. The price for 1904 salmon pack has been announced on the Pacific Coast, quotations being \$1.10 per case higher than last year, namely, \$5.75 to \$5.85. Tea is quiet and Japans are easier by 1½c than last season, the result being increased inquiries. Coffee is also quiet and tends towards easier prices, but local prices have not as yet been affected. Tapioca has eased 5c per 100 lbs. in primary markets, and peppers are likewise easier. The foreign nut trade is quiet, but ruling prices are firm in view of unfavorable crop reports from the countries of growth.

CANNED GOODS.

The situation in canned goods continues firm, although there is not likely to be any further advance in prices from now until the new pack arrives. Corn is very scarce and firm. Tomatoes exhibit a firmer tendency as well as beans. Trade in canned fruit has been good, especially apples in gallon tins.

New pack lobsters and haddies are arriving freely. New pack salmon will not be on the market for considerable time yet, but quotations for futures have already been announced, namely, \$5.75 to \$5.85, which is an advance of \$1.10 per case on last year's prices. This will mean that Fraser River sockeye to show an adequate margin to the trade will have to retail at 20c per tin, which means that trade for the best kind of fish will tend to go after Rivers Inlet sockeye salmon, which will retail at 15c, and even so at a very small margin. The trade believe that comparatively little Fraser River sockeye will be sold.

The Anglo British Columbia Packing Co., which controls the greatest number of factories on the coast, outside of British Columbia, has not yet named prices, preferring to wait in the hope that the catch will enable them to name lower prices than those established by other canners, but without any implied promise in this direction, because should the catch not warrant they would not be in the market at a lower figure.

Advices from the United States say there is rather more inquiry for salmon although orders are small, buyers preferring to buy from hand-to-mouth in the face of the 1903 pack of Alaska being still withheld by the largest packers. Our quotations are as follows:

| | |
|---|-----------|
| Apples, 3s..... | 0 90 |
| " gallons | 2 20 |
| Asparagus..... | 3 50 |
| Beets, 2s..... | 0 90 |
| Beets, 3s..... | 1 00 |
| Blackberries, 2s..... | 1 50 1 70 |
| Beans, 2s..... | 0 90 1 10 |
| Corn, 2s..... | 1 25 1 35 |
| Cherries, red, pitted, 2s | 2 20 |
| " white..... | 2 40 |
| Peas, 2s..... | 1 00 1 45 |
| Pears, 2s..... | 1 45 1 60 |
| " 3s..... | 1 90 2 10 |
| Pineapples, 1½s..... | 1 50 1 60 |
| " 2s..... | 1 80 2 00 |
| " 3s..... | 2 25 2 40 |
| Peaches, 2s..... | 1 65 1 70 |
| " 3s..... | 2 60 |
| Plums, green gages, 2s..... | 1 10 1 40 |
| " Lombard..... | 1 00 1 30 |
| " Damsion, blue..... | 0 95 1 25 |
| Pumpkins, 3s..... | 0 95 |
| " gallon..... | 2 50 |
| Rhubarb, 3s..... | 1 80 |
| Raspberries, 2s..... | 1 40 1 60 |
| Strawberries, 2s..... | 1 47 1 67 |
| Succotash, 2s..... | 1 00 |
| Tomatoes, 3s..... | 1 12 |
| Lobster, talls..... | 3 50 |
| " 1-lb. flats..... | 3 50 3 70 |
| " ½-lb. flats..... | 2 00 |
| Mackerel..... | 1 00 1 25 |
| Salmon, sockeye, Fraser..... | 1 75 |
| " Northern..... | 1 65 1 75 |
| " Coho..... | 1 15 |
| Chums..... | 0 95 1 00 |
| Sardines, Sportaman..... | 0 15 |
| " Portugese..... | 0 23 |
| " P. & C. 1s..... | 0 08 0 10 |
| " P. & C. ½s..... | 0 25 0 27 |
| " Domestic..... | 0 35 0 38 |
| " Mustard, ½ size, cases 50 tins, per 100..... | 0 03 0 04 |
| " Mustard, 1 size, cases 50 tins, per 100..... | 0 09 0 11 |
| Haddies..... | 8 00 9 00 |
| Haddies, per case..... | 1 00 |
| Kippered herrings, domestic..... | 4 00 |
| " imported..... | 1 00 |
| Herrings in tomato sauce, domestic..... | 1 45 1 55 |
| " imported..... | 1 00 1 10 |
| California ripe olives, tins, per doz..... | 1 45 1 55 |
| Corned beef, 1s, per doz..... | 4 75 |
| " 2s..... | 1 50 |
| " 6s..... | 2 70 |
| " 14s..... | 9 00 |
| Lunch tongues, per doz..... | 20 00 |
| Potted meats, 1s..... | 3 00 |
| " ½s..... | 0 50 |
| " 1s..... | 1 00 |

SUGAR

There has been a decided change for the better in the entire sugar situation during the week under review, and prices of spot raws have advanced fully 10c per 100 lbs. to basis 3.94c duty paid New York for 96 test centrifugals. In addition there have been large sales for June-July shipment from Cuba totalling about 250,000 bags, practically all at 2½ c. and f. New York for 95 test which is equivalent to 4.02 duty paid. Some were sold at 2 11-16 c. and f. for basis 96, some at 2 9-16 for basis 95, which are equivalent to 4.05 and 3.99 respectively duty paid. From these figures it would be observed that the highest prices for the campaign so far have been reached, and the very large sales which have transpired are an in-

dication of how buyers view the article. As a natural result of these large sales the week commencing Monday, June 27, has been quiet and at the moment there are sellers but no buyers at current quotations. The present dulness is without significance, being entirely due to the indifference of buyers following the recent heavy purchases and to the near approach of the holidays, the New York markets being closed on Saturday, July 2, and Monday, July 4. As the refineries will be partially closed there will be a falling off in meltings, but after the holidays it is more than probable that meltings will be considerably increased owing to the reasonable demand for refined sugars, following upon favorable weather.

The advance in refined made by Howell as we went to press last week was not followed by others until Tuesday, 28th inst., when Americans advanced the list 5c per 100 lbs., which has had the effect of stimulating withdrawals and existing contracts.

Quotations for Canadian refined were advanced 5c per 100 lbs. Friday, June 23, and we revise list at foot accordingly. There has only been a moderate increase in the local demand as buyers were fairly well stocked in anticipation of a large consuming season. There are fears, however, that the Summer consumption will not be so large as usual owing to the small fruit crop.

Europe has advanced for the week 2d per hundredweight, and we now quote both June and July shipments at 9s 3¼d basis f. o. b. Hamburg, which is equivalent to a parity of 3.97c duty paid New York for 96 test centrifugals.

Receipts at U. S. Atlantic ports for the week ending June 22 were 46,057 tons, with meltings 37,000 tons, and total stocks 224,774 tons. Combined stocks of U. S. and Cuba were 394,774 tons against 669,406 tons last year, a decrease of 274,632 tons. Combined stock of Europe and America at latest uneven dates was 2,073,774 tons, or 300,582 tons less than the same time last year.

Grinding in Cuba is rapidly drawing to a close, latest advices being that there are now only 6 centrals in operation compared with 12 the preceding week and 4 the corresponding week last year. Rains seem to be interfering with the operations of the few factories still working, and reports received tell of the worst cyclone known in years in the district of Santiago, Cuba, which has destroyed villages, railways and bridges and interfered with cable communication. The effect on the plantations must be serious. We quote the following prices:

| | |
|---|------|
| Paris lumps, in 50-lb. boxes..... | 5 13 |
| " in 100-lb..... | 5 03 |
| St. Lawrence granulated..... | 4 48 |
| Redpath's granulated..... | 4 48 |
| Acadia granulated..... | 4 40 |
| Berlin granulated..... | 4 40 |
| Domestic beet, granulated, 1902 (off grade)..... | 4 18 |
| Phoenix..... | 4 38 |
| Bright coffee..... | 4 28 |
| Bright yellow..... | 4 23 |
| No. 3 yellow..... | 4 18 |
| No. 2..... | 3 98 |
| No. 1..... | 3 88 |
| Granulated and yellow, 100-lb. bags, 10c. less than bbls..... | |

Crop report on Peas specially reported for The Canadian Grocer by the BLOOMFIELD PACKING CO., Packers of Quaker Canned Goods.

"In peas the indication up to the last week pointed to one of the best pea crops ever harvested in this section. It is evident now that these expectations are not going to be fully realized, but to what percentage the shrinkage will be on the whole crop it is impossible to estimate at present. This curtailing of the very glowing prospects of a little earlier period is occasioned by fungus having struck a number of the fields, blighting and killing the vines completely. This is a disease that we have more or less trouble with every year, but this year it is more prevalent than usual. The eradicating of this pest appears to be impossible. Scientists have come here specially from the Guelph Agricultural College to try and solve the problem of how to eradicate it, but have so far failed to do so. It starts in a small spot in one part of the field, turning the vines yellow, shrinking and drying up the pods and gradually creeping over the field, until in about a week from its first appearance the whole landscape in that particular field is turned from green to orange in color.

"Fortunately, on account of an increased acreage compared with other years, this fungus will not prevent the farmers in this locality from supplying their usual quantity of raw material in the pea line. What is still better, the quality of the peas will be exceptionally fine. We have had ideal weather this season for growing peas, plenty of moisture, cool nights and moderately cool days, just the kind of weather required for maturing this article in perfect condition. While on the whole the pea crop will probably be an average one, it would not be any detriment to the canning business if it was from 40 to 50% larger, as with the quality so superior as it undoubtedly is, and with goods sold at the usual price, there is bound to be a large increase in consumption. Every retail grocer knows that with a high class of Canned Goods in stock, which can be sold at the usual prices, it is quite possible to increase his trade 50% compared with the usual ordinary goods. The foundation of high-class goods is in the raw material, and we believe we have in the pea line this season, just what is required to put up the finest pack of Quaker Peas this season we have ever packed since starting business."

BLOOMFIELD PACKING CO.
LIMITED.

Bloomfield, June 27, 1904.

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Peppers
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100-110s
90-100s
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Lemon
Orange

Tapnet
Natural

Californ

Californ

Fine Fl
Patras

Valenci

Sultans
Californ

Hallow
Sairs

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Peanut

Almon
Walnut

Filbert
Brazil
Cocoan

lbs. having been noted, although this has not affected prices locally. We quote the following prices:

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

SPICES.

The only change in the spice market for the week is a slightly easier tendency in peppers. Trade is quiet and last week's prices remain unchanged. Our quotations are as follows:

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

Foreign Dried Fruits

Trade in foreign dried fruits for the week has been quiet at unchanged prices. We quote as follows:

PRUNES.

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

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

APRICOTS.

| | | |
|---------------------------------|--------------|------|
| Californian evaporated. | Per lb. 0 12 | 0 15 |
|---------------------------------|--------------|------|

PEACHES

| | | |
|---------------------------------|--------------|------|
| Californian evaporated. | Per lb. 0 08 | 0 12 |
|---------------------------------|--------------|------|

CURRENTS.

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

RAISINS.

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

DATES.

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

FOREIGN NUTS.

A seasonable demand and quiet market at unchanged prices is reported for the week. Cable advices say there has been a further decline in Sicily filberts, and an advance of 3c in the price of Jordan shelled almonds in Malaga, but these changes have not affected the local market. Letters from the Pacific Coast 13c eggs than in a 10c price. The only look as gloomy, saying that there will not be as many as have been expected by the most conservative. Nonpareils will be particularly short, according to these reports. We quote the following prices:

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

Country Produce.

EGGS.

Dealers have now given up the idea of any lowering of the price and look forward to a sharp loss on their export trade. The price quoted is still 15c, and with the season so far advanced that level is likely to be maintained. And this in face of the fact that receipts have been large for some weeks. The country merchant is blamed for this in some cases, but he cannot be blamed for disposing of his produce at the best price he can get, and if some dealers offer it all the rest must do so. The cause of it all is the competition put forward by the smaller dealers, who thoughtlessly purchase at any price in order to get supplies. There is very little more money for the merchant in 13c egg than in a 10c price. The only thing is that he pleases his customers better by being able to offer the higher sum. The average price for the past three months in the four cities of the United States—New York, Boston, Philadelphia and Chicago—has been 18 1-5c, 1 3-5c higher than last year, in spite of a greater receipt of 177,665 cases. Four years ago the average price was 13c. A great deal of money was lost two years ago with eggs at 17 1-3c, and more will go this year. Yankee dealers are, however, better protected than Canadian dealers, since with them there is very large local consumption and very little export trade. Here it is the reverse, and England will not pay the prevailing price. "Shrinks" are very numerous now, and what little chance the dealer has of clearing himself is, in this way, denied him. In the four cities mentioned the money represented in "shrinks" in the three months was a million and a half dollars, a scarcely credible amount. The price is still 15c.

APPLES.

A fair trade is reported in evaporated apples at unchanged prices. Our quotations are as follows:

| | |
|------------------------------------|------|
| Evaporated apples, per lb. | 0 06 |
|------------------------------------|------|

BEANS.

The bean market has shown decided activity during the week under review. The demand is for all varieties and is general. One Toronto firm reports the sale of one-half carload of beans within the week, quite an unusual thing for this season of the year, which is usually very quiet. Prices have eased and recovered, and tend to become firmer. Telegrams from California report that the situation in dried lima beans is a very strong one, and that higher prices are looked for. Stocks are being gradually absorbed, and are now less than 130,000 bags, which are in few and strong hands. We quote the following prices:

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

HONEY

The honey market continues without special feature, and last week's prices continue unchanged. We quote the following prices:

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

Fish.

A good trade is reported for the week under review. The demand for white fish and trout still continues. Mackerel are off the market this week, and there is a great scarcity of herring. Prices remain unchanged. We quote as follows:

| | |
|--|------|
| Halibut. | 0 12 |
| Sea salmon. | 0 13 |
| Whitefish, fresh caught, per lb. | 0 09 |
| Haddock " per lb. | 0 06 |
| Cod, steak " " | 0 08 |
| Perch " " | 0 06 |
| Trout, lake, per lb. | 0 08 |
| Herring, lake, per lb. | 0 05 |
| Pike, per lb. | 0 05 |

Green Fruits.

A brisk trade is reported in green fruits for the week. The first of July trade has been particularly large this year. There has been a good demand for California late Valencia oranges and Mediterranean sweets, although Sorrento fruit is disappearing from the market, and California navels are out. The lemon trade is only fair, with last week's prices practically unchanged. Florida pines are off the market; the season is past its best, and the demand for pineapples is noticeably slackening. Bananas are in big demand at unchanged prices. New Tennessee apples are quoted on the market for the first time this week. Canadian cherries are coming more plentifully; the demand for them is improving, and prices are easier, having dropped to 40c per basket in the course of the week. Strawberries are arriving freely. Niagara stock is plentiful, and Oakville berries beginning to come. On Tuesday of this week supplies were so large that there was a slump in the market, and prices dropped to 5c per basket; quotations as we go to press are from 5 to 7c. By the end of this week or the first of next it is expected that full stocks will be arriving on the market. Mississippi tomatoes are 50c easier than last week. Cantaloupes from both California and Texas are arriving in considerable quantities, and are meeting with improved demand. The first Georgia watermelons were seen this week. Shipments of California fruit, including peaches, apricots and plums, are coming to the Toronto market daily, and will soon be arriving regularly by the carload. We quote the following prices:

Green Fruits.

| | | |
|---|------|------|
| Mediterranean sweets, per box. | 3 50 | 3 75 |
| California late valencias, per box. | 4 00 | 4 25 |
| Messina lemons, new, 300s, per box. | 3 00 | |
| " 350s, per box. | 2 25 | 2 75 |
| Sorrento lemons, new, 300s, per box. | 3 00 | 3 50 |
| Havana pineapples, per crate. | 3 00 | 4 00 |
| Bananas, large bunches. | 1 75 | 2 25 |
| Bananas, red, per bunch. | 1 50 | 2 50 |
| Apples, per bbl. | 3 00 | 4 00 |
| Apples, new Tennessee, half bushel baskets. | 1 00 | 1 25 |
| California cherries, per 10-lb. box. | 1 75 | 2 00 |
| Canadian cherries, per basket. | 0 40 | 1 25 |
| Limes, per box. | 1 25 | |
| Strawberries, Ontario, per box. | 0 05 | 0 07 |
| Mississippi tomatoes, per crate. | 1 00 | 1 25 |
| Watermelons. | 0 30 | 0 40 |
| Cantaloupe, California, per crate. | 7 50 | 8 00 |
| Cantaloupe, Texas, per crate. | 3 00 | 4 00 |
| Gooseberries, per basket. | 0 50 | 0 60 |
| California peaches, per crate (4 baskets). | 1 50 | 2 50 |
| " apricots. | 1 50 | 2 00 |
| " plums. | 1 75 | 2 25 |

Vegetables.

There is a brisk demand for all kinds of vegetables, of which there is a scarcity, the demand being greater than the

The Old Homestead Canning Company

are packing Fruits and Vegetables, whose quality is unsurpassed. **The Old Homestead Brand** is guaranteed. The label, in colors and gold, and embossed, is the richest yet seen on any Canadian Packer's goods. **The label, the name, and the quality** will win for **The Old Homestead Brand a sure preference.** Every retailer should insist upon having this pack. Order from your wholesale dealer, and if he can't or won't supply our brand write us direct. Just now it is

Strawberries and Peas

You should order Strawberries at once. As you are aware, the pack this year will not be large.

The Old Homestead Canning Company
Picton, Ont.

regular. Expert opinions state that coffee of the new crop in Brazil matured early, and the rain delayed the hulling. Latest reports show that the speculators are trying to intimate that coffee is going to be high, yet there is not an iota of truth in their prophecy. We quote:

| | | |
|---------------------|----------|----------|
| Good Calcuttas..... | 0 10 | 0 10 1/2 |
| Choice "..... | 0 11 1/2 | 0 12 1/2 |
| Jamaica coffee..... | 0 10 1/2 | 0 11 |
| Java..... | 0 18 | 0 22 |
| Mocha..... | 0 16 | 0 19 |
| Rio..... | 0 08 | 0 09 |

TEA.

There was a notable decline in the home market for Japan tea, when compared with the opening last season at this time. But the recovery has become as interesting as the decline. This applies to high-grade teas, which are dear, and this is occasioned by the keen competition and the fact that purchasers are looking forward to the scarcity of grades above 20c. Spot teas placed in the market now are of high grade from Japan shippers. The medium grades from 16c to 18c are on the way, and will likely be placed in a week or so. The later teas have been quoted as low as 12 3/4c, e.i.f., but of course such are not available until about the middle of July. Indian and Ceylon teas are firm and in good demand. We quote:

| | | |
|-------------------------------------|------|----------|
| Good to medium Japans..... | 0 18 | 0 24 |
| Fine to choice Japans..... | 0 25 | 0 35 |
| Ceylon greens..... | 0 16 | 0 20 1/2 |
| Indian greens..... | 0 18 | 0 33 |
| Japan style China congoes..... | 0 10 | 0 10 |
| Peaseaf and Pinhead Gunpowders..... | 0 23 | 0 40 |
| Coarse to good Gunpowders..... | 0 13 | 0 22 |
| Ceylon blacks..... | 0 14 | 0 30 |
| Indian "..... | 0 12 | 0 20 |

CANNED GOODS.

Canned goods of all descriptions are in excellent demand. The stocks of last year's salmon will be much appreciated now, and those who have any quantity will do well to hold them. Canned meats are selling freely, and a fine business is being done. The outlook for corn is very strong, as no weakening has taken place in the situation. No corn can be had under \$1.20, and very little is obtainable at that. The new pack salmon prices are as follows:

| | |
|--|----------|
| Fraser River salmon..... | 5 75 |
| Skeena "..... | 5 35 |
| River Inlet and Lowe Inlet salmon..... | 5 00 |
| Spring sockeye..... | 4 00 |
| Cohoos..... | 2 75 |
| Humpbacks..... | 1 05 |
| Tomatoes..... | 1 20 |
| Corn..... | 0 87 1/2 |
| Peas..... | 0 85 |
| String beans..... | 1 40 |
| Strawberries, preserved..... | 1 00 |
| Succotash..... | 1 10 |
| Blueberries..... | 1 47 1/2 |
| Raspberries..... | 1 57 1/2 |
| Lawtenberries, 2s..... | 1 42 1/2 |
| Raspberries, black..... | 1 63 |
| Gooseberries..... | 1 52 1/2 |
| Pears, 2s..... | 2 00 |
| " 3s..... | 1 63 |
| Peaches, 2s..... | 2 57 1/2 |
| " 3s..... | 1 35 |
| Plums, Lombard 2s..... | 1 47 1/2 |
| " Green Gage, 2s..... | 2 30 |
| Cherries, red pitted, 2s..... | 1 03 1/2 |
| Baked beans, 3s..... | 0 90 |
| 3-lb. apples..... | 2 20 |
| Gallon apples..... | 2 00 |
| 2-lb sliced pineapples..... | 2 40 |
| Grated pineapples..... | 2 40 |
| Singapore whole pineapples..... | 0 95 |
| Pumpkins, per doz..... | 1 00 |
| Spinach..... | 0 90 |
| Sugar beets..... | 0 90 |
| Salmon, pink..... | 1 40 |
| " spring..... | 1 50 |
| " Rivers Inlet red sockeye..... | 1 50 |
| " Fraser River red sockeye..... | 3 45 |
| Lobsters, talls..... | 4 00 |
| " 1-lb. flats..... | 2 25 |
| " 1-lb. flats..... | 2 25 |

| | | |
|----------------------------|------|------|
| Canadian Sardines, 1s..... | 3 65 | 4 00 |
| California asparagus..... | 4 50 | 5 00 |
| Asparagus tips..... | 3 50 | 3 75 |

Foreign Dried Fruits.

Business is dull in dried fruits, although the jobbers seem to be busy. Several more or less important lots of sultanas have been moved at full values, and a general hardening tendency has set in. This movement of stiffening is no doubt in sympathy with the primary market. Tarragona almonds are reported firmer. Valencia shelled are strong on spot. There has been a good demand for Naples walnuts, and the spot stock seems limited. We quote:

VALENCIA RAISINS,

| | | |
|------------------------------------|----------|----------|
| New, finest off-stalk, per lb..... | 0 06 | 0 06 1/2 |
| Selected, per lb..... | 0 07 | 0 07 1/2 |
| Layers..... | 0 07 1/2 | 0 07 1/2 |

FIGS.

| | | |
|---------------------------|------|------|
| Comadres, per papnet..... | 1 00 | 1 10 |
| Elemes, per box, new..... | 0 90 | 0 90 |

DATES.

| | | |
|-------------------------------|----------|----------|
| Dates, Hallowees, per lb..... | 0 03 1/2 | 0 03 1/2 |
|-------------------------------|----------|----------|

CALIFORNIAN EVAPORATED FRUITS.

| | |
|----------------------|----------|
| Apricots, per b..... | 0 12 1/2 |
| Peaches..... | 0 09 1/2 |
| Pears..... | 0 12 1/2 |

MALAGA RAISINS.

| | | |
|---|------|------|
| London Layers..... | 1 75 | 1 90 |
| "Connoisseur Clusters"..... | 1 00 | 1 00 |
| "Royal Buckingham Clusters," 1/2-boxes..... | 1 00 | 1 00 |
| "Excelior Windsor Clusters" 1s..... | 1 25 | 1 25 |

CALIFORNIAN RAISINS.

| | | |
|------------------------------------|----------|----------|
| Loose muscatels, per lb..... | 0 07 1/2 | 0 08 |
| " " seeded, in 1-lb. packages..... | 0 10 1/2 | 0 10 1/2 |
| " " in 12-oz. packages..... | 0 06 | 0 06 |

PRUNES.

| | | |
|---|----------|----------|
| 30-40s..... | Per lb. | Per lb. |
| 40-50s..... | 0 09 | 0 09 |
| 50-60s..... | 0 07 1/2 | 0 07 1/2 |
| 60-70s..... | 0 06 1/2 | 0 06 1/2 |
| 70-80s..... | 0 06 | 0 06 |
| 80-90s..... | 0 05 1/2 | 0 05 1/2 |
| 90-100s..... | 0 05 | 0 05 |
| Oregon Prunes (Italian style) 40-50s..... | 0 07 1/2 | 0 07 1/2 |
| Oregon prunes (French style), 60-70s..... | 0 06 1/2 | 0 06 1/2 |
| " " " 90-100s..... | 0 04 1/2 | 0 04 1/2 |
| " " " 100-120s..... | 0 04 | 0 04 |

CURRENTS.

| | | |
|---------------------------------------|----------|----------|
| Fine Filiatras, per lb. in cases..... | 0 04 1/2 | 0 05 |
| " " cleaned..... | 0 05 | 0 05 1/2 |
| " " in 1-lb. cartons..... | 0 06 | 0 06 1/2 |
| Finest Vostizzas "..... | 0 06 1/2 | 0 07 1/2 |
| Amalias..... | 0 07 1/2 | 0 07 1/2 |

SULTANA RAISINS.

| | | |
|------------------------------|----------|------|
| Sultana raisins, per lb..... | 0 06 1/2 | 0 08 |
| " 1-lb. carton..... | 0 09 | 0 09 |
| Shelled Walnuts..... | 0 19 | 0 20 |

Green Fruits.

The arrival of the new California fruit has stirred the trade slightly this week, and the sales of stock turned out well on Monday. Apricots sold at \$1.25 to \$1.85 per crate; peaches, from \$1.75 to \$2.50, and plums from \$2 to \$2.80. Pineapples have advanced slightly, and strawberries have dropped a couple of cents on all grades. Cabbages are getting cheaper, and other vegetables are gradually passing out of the luxury class. Oranges and bananas are steady, and with abundant supplies an easiness is anticipated for a while. We quote:

| | |
|----------------------------------|------|
| Cocoanuts, per bag of 100..... | 4 00 |
| Canadian apples, in bbls..... | 3 00 |
| Pineapples, 24 to case..... | 4 00 |
| " 30 to case..... | 3 25 |
| Bananas..... | 1 25 |
| Egyptian onions, per bag..... | 1 75 |
| New Messina lemons 300's..... | 2 75 |
| " 360's..... | 2 50 |
| Florida tomatoes, per crate..... | 2 75 |
| Cucumbers, per doz..... | 0 30 |

| | |
|----------------------------|----------|
| Asparagus, per basket..... | 1 00 |
| Radishes, per doz..... | 0 45 |
| Strawberries, doz..... | 0 08 |
| Peanuts, Bon Ton..... | 0 12 |
| " Sun brand..... | 0 11 |
| " Diamond G brand..... | 0 09 1/2 |
| " Coon brand..... | 0 07 1/2 |
| New Brazil..... | 0 13 1/2 |
| New potatoes, per bbl..... | 7 50 |
| Cabbage, per crate..... | 2 00 |

Fish.

A general scarcity of fish is noted, but there is, notwithstanding, a dullness in the market. This week upsets the fish market because of Friday, the only fast day of the week, being a holiday. All the big dealers will be closed, and then the demand has not been so good this last ten days. Gaspé salmon is selling freely at 13c. Halibut has advanced to 11 1-2c, and brook trout is still scarce and maintains a steady demand at 18c. Haddock has stepped up a half cent again, and is ruling strong at 4c. The half cent drop of last week on trout, whitefish, dore, etc., has been recovered, and they are all selling at 7 1-2c. We quote:

| | |
|---|----------|
| Haddies..... | 0 07 1/2 |
| Smoked herring, per box..... | 0 18 |
| Fresh haddock, per lb..... | 0 04 |
| Pike, " round and dressed..... | 0 06 |
| Halibut, fresh, per lb..... | 0 11 1/2 |
| Gaspé salmon, fresh per lb..... | 0 12 |
| Fresh B. C. salmon..... | 0 10 |
| Fresh steak cod..... | 0 05 |
| Lake trout, per lb..... | 0 07 1/2 |
| Whitefish..... | 0 07 1/2 |
| Dore..... | 0 07 1/2 |
| Fresh mackerel..... | 0 07 1/2 |
| Lobsters..... | 0 12 |
| No. 1 Labrador herring in 20-lb. pails..... | 0 75 |
| No. 1 Herring, Labrador, per bbl..... | 4 75 |
| " " half bbl..... | 2 75 |
| No. 1 Holland herring, per half bbl..... | 6 50 |
| No. 1 Scotch herring..... | 6 50 |
| " " per keg..... | 0 65 |
| Holland herring, per keg..... | 5 00 |
| No. 2 green cod bbls. 200..... | 1 60 |
| Salt mackerel, pail of 20 lbs..... | 0 06 |
| Boneless cod, 1 and 2-lb. blocks, per lb..... | 0 05 |
| " " loose, in 25 lb. boxes..... | 0 04 1/2 |
| Boneless fish, in crates 12 5-lb. boxes..... | 0 05 |
| Pure Georges cod, 40 lbs..... | 0 07 1/2 |
| Skinless cod, cases 100 lb..... | 15 00 |
| B. C. salmon, choice red, per bbl..... | 8 00 |
| B. C. salmon, 1/2-bbl..... | 1 40 |
| Marshall's kippered herring, per doz..... | 1 00 |
| Canadian kippered, per doz..... | 3 75 |
| Canadian 1/2 sardines, per 100..... | 1 30 |
| Canned cove oysters, No. 1 size, per doz..... | 2 25 |
| Canned cove oysters, No. 2 size, per doz..... | 1 50 |
| Standard bulk oysters, per gal..... | 1 75 |

Country Produce.

EGGS.

Eggs are likely to be cheaper. The receipts are heavy, there having arrived on Monday as many as 1,477 cases. The demand is still limited, owing to the warm weather, and the tone of the market tends to easiness all around. Straight new gathered stock was selling at 14 to 14 1-2c on Tuesday, and seconds at 13 to 13 1-2c per dozen.

BEANS.

The bean market is very steady, and little business is doing. Sales were made in a jobbing way of choice primes at \$1.35 to \$1.40 per bushel, and primes at \$1.35, while car lots of primes (choice) sold at \$1.30, and primes at \$1.25 per bushel.

HONEY.

Honey is very quiet, and prices are unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Little is doing in these lines just now, although splendid goods are on the market. We quote:

| | | |
|-------------------------------|----------|----------|
| Maple syrup, in wood, per lb. | 0 05 1/2 | 0 06 |
| Maple syrup, in large tins | 0 80 | 0 85 |
| Pure sugar, per lb. | 0 07 | 0 07 1/2 |
| Pure Beauce sugar, per lb. | 0 08 1/2 | 0 09 |

POTATOES.

The market for potatoes is slow just now, and the demand is light. Sales were made at 65 to 70c, ex-track, for good stock.

Flour and Feed.

FLOUR.

The flour position seems to be somewhat improved in sympathy with the stronger tone of the wheat market. Western millers are more hopeful, and the local men anticipate a slight advance before long. We quote:

| | |
|-------------------------------|------|
| Manitoba spring wheat patents | 4 90 |
| " strong bakers | 4 60 |
| Winter wheat patents | 5 10 |
| " strong bakers | 5 25 |
| Straight rollers | 4 85 |
| " strong bakers | 5 00 |
| Extra | 3 80 |
| Straight rollers, bags | 2 30 |

FEED.

The feed trade is moving slowly, and firmness has characterized every department. We quote:

| | |
|------------------------|-------|
| Ontario bran, in bulk | 19 00 |
| " shorts | 21 00 |
| Manitoba bran, in bags | 19 00 |
| " shorts | 20 00 |
| Mouillie | 26 00 |

OATMEAL.

A steady business has been done in oatmeal this week, despite the hot weather, and prices remain firm. We quote:

| | |
|------------------------|------|
| Fine oatmeal, bags | 2 06 |
| Standard oatmeal, bags | 2 90 |
| Granulated | 2 90 |
| Rolled oats, bags | 2 55 |
| " bls. | 5 30 |

NOVA SCOTIA MARKETS.

Halifax, June 27, 1904.

TRADE is only moderately active in this city. The falling off in business at Sydney, in consequence of the strike, has curtailed the business of Halifax houses to some extent. The 21st was kept as a holiday in the city, it being the natal day of Halifax, and the week's business suffered somewhat in consequence. The outlook for future trade is good. The Nova Scotia crops are coming along grandly, and never looked more promising at this date. Native strawberries have been on the market for a week, which is remarkably early. They seem quite abundant and retail grocers were selling three boxes for a quarter on Saturday night. Apples promise to be a big crop again this year. All branches of the fisheries are proving much more remunerative than last year, and a lot of money will be put in circulation next autumn.

The Halifax grocers, and perhaps some in the country as well, have been trying an experiment in the drug line that does not promise favorably at present. About a month ago a pleasant appearing young man canvassed the principal grocery stores soliciting orders for castoria. He said the manufacturers thought the drug trade was not using them right, and they had decided to place the produc-

tion in the hands of the grocers at a less price than they had been selling to the druggists. Good orders were secured and the goods were delivered in a few days, c. o. d. receipts being given on billheads of the Universal Drug Co., New York. It has since transpired that the article was a mere imitation of the well known proprietary article, and of uncertain value. In some cases the grocers paid more for the stuff than they could have bought the genuine article for in like quantities. The proprietors of Pitcher's Castoria are taking steps to prevent the imitation from being offered to the public, and altogether the position of the grocers who parted with their money for large quantities of the alleged castoria are likely to have an uncomfortable time of it.

A young man who formerly traveled for an Ontario cigar firm was arrested on Friday night in a farm house near Sydney, on the charge of obtaining money under false pretences. It is alleged that he made several drafts upon his house which he got the firm's customers at Sydney to endorse. These were returned unaccepted. It is said the man secured sums aggregating several hundred dollars.

There is not much change in the market situation. Barreled pork has been advanced, but the change is merely nominal, as the sales at present are very light. Dairy produce is depressed. The market is very much overstocked with dairy butter, and the price is extremely low at 15 to 16c in tubs, and 17 to 18c in prints. Creamery sells at 19 to 20c. Cheese is fluctuating. Just now the price is off a little at 8 1/2 to 8 3/4c at factory points. Eggs are not quite as firm as last week. Prices hold at 15c for Nova Scotia eggs, and 14c for Prince Edward Island. Flour is quiet. Some dealers believe that spot stocks in this province will be light by the first of August, and that prices will then be firmer than at present.

NEW BRUNSWICK MARKETS.

Officer of Canadian Grocer, St. John, N. B., June, 1904.

THE celebration to which we referred last week in connection with the Ter-Centenary of the discovery of the St. John River by Champlain, was successfully held. The weather was fine, and the city has seldom contained so many strangers. Of course from the standpoint of the wholesale trade, business was considerably interfered with, but there can be no doubt financially the city received very much benefit. It is impossible to report the feeling of our merchants looking forward to the Summer and Fall trade. The condition of the money market in the United States, of course, affects us considerably, but as yet there is no such depression here as there, and while there is a general feeling of caution very many are hopeful, and anticipate an equally good business to that of last year.

Merchants are trying to find in what relation they stand to the new tariff. Certainly we have never had such a measure of protection in Canada as the

Government have now given us. Importers, however, of certain lines view with almost consternation the fact that after paying duty on the price of goods in the United States, which may mean quite an advance over the price at which they have bought them, they have to pay the entire difference between the two prices as an additional duty. They feel it is protection with a vengeance, if not an interference with fair business conditions. There is also a feeling of uncertainty in regard to the outcome of the present investigation into the tariff as indicated by the Government.

In local markets there are no changes of wide importance. Several cars of Canadian cornmeal have been imported, owing to local prices being high, and our mills not able to compete. In spice the situation is largely unchanged, except that ginger is extremely low. This, of course, is a quiet season. Cream of tartar continues to hold at quite a full price.

Oil.

There has been no change in the price of burning oil since the low price was quoted after the change of duty. This, of course, is a season of light shipment. There is a fair business reported in linseed oil. While the local price continues low markets are firmer, and an advance in price is looked for. Of course it is also in these lines a quiet season. Turpentine is rather weak at the lower prices named a few weeks ago. Dealers have expected even lower figures, but holders of stock abroad seem able to keep the market from any serious break. There is, however, an easy feeling. In lubricating oils prices are unchanged. Sharp competition in these lines keeps prices at fair values. There is some interest in fish oils. There is no doubt we will see lower prices. There is some old oil still here, and dealers are not inclined to purchase new oil. The quantity offered so far is not large, but there will be every effort made to force prices down. In Newfoundland non-freezing cod liver oil prices have been about cut in two since last year. This, of course, is affected by the Norway product.

Salt.

In Liverpool coarse salt a cargo is daily expected of some 6,000 bags, and prices ex vessel will rule rather lower than present ex store figures. There is, however, no change in the market. There continues to be just a fair sale. There is a fair demand for factory filled, but quantity imported is not as large as in former years. In Canadian salt there is a good steady demand at even prices.

Canned Goods.

Prices on new salmon have been quoted by coast packers, and while our dealers anticipate higher figures they were hardly prepared for the full prices quoted, which are at least 25 per cent. higher than last Fall. There are quite a few still held, on which our trade are anticipating a nice profit. There has been during the season only a fair average business. In vegetables present stocks will carry dealers until new goods arrive, except it may be in corn. Prices are not yet quoted on new vegetables, but may be before this report is in print. The large proportion of the goods to be brought here will come through the consolidated. In canned straw-

berries and peaches full prices are anticipated, as advices from Ontario state the pack will be short. Local packers are now quoting gallon apples. In this line sale for the past two years has been light. Packers are trying to get a little better than last season's figures. In meats prices are held firm and business is quite active. In canned oysters full prices are still held, and there will be, it is expected, no change until another season. Domestic canned haddies are being freely received; prices are unchanged. This is a popular line, and with the increased population in the west a much larger demand is looked for. This is also the case with our other domestic lines, as sardines, kippered herring, and clams. In lobsters it is not possible to supply the demand.

Green Fruits.

Dealers are very busy. Bananas are coming to hand rather more freely, and are the line of chief interest. In oranges, owing to the season, prices are firmer. Californias are having good demand. Sorrento stock offered here is but fair quality. A few nice valencias are still offered, but price is quite high. Lemons are still low. In pines there is a rather better demand, but this is not a large market. Watermelons are offered, but this is also a line to which our dealers do not give very much attention. Ontario strawberries are being received, and are selling freely at quite full figures, where quality is good. Domestic rhubarb holds quite firm in price, and there is a full demand for all offered.

Dried Fruits.

In spot goods business is quiet. There is, however, a fair sale for seeded raisins, cleaned currants in cartons, and 90 to 100 prunes. Prices are low. Brokers are trying to interest the trade in new goods, but do not find very much snap to the market. The past season has not been particularly favorable, and not only are there fair stocks held, but present values are low. In peels the new prices show quite an advance in citron. Orange and lemon peel about as last year. There continues to be increased difference between these lines. New prices quoted on prunes are low, and should result in good business. This is a very poor market for apricots and peaches. This market is reported very firm in the west. In dates quite a full stock is held. Prices are low, and new goods are offered about as last year. In figs there seems a rather firmer market than last season, and advices, as so far received, would indicate a strong market. In foreign raisins very favorable reports are to hand. Evaporated apples are light sellers at this season, and the market is not particularly firm. In valencia onions season is getting late. Some nice stock is now held. There has been some effort to sell from Montreal. In peanuts prices are again slightly higher.

Sugar.

Holdings of stock feel encouraged owing to a slight advance during the past week, and a very firm market is reported. There continues to be a steady sale. Owing to the low prices which have so long ruled there is but light business outside of granulated sugar. The fair profit which is now being made

through the Grocers' Guild on this line is the chief bond which holds the guild idea firm, and tends to increase the number of lines sold under agreement.

Molasses.

Conditions in our market are now quiet. There are fair stocks held, particularly in Porto Rico. Prices are held quite firm, and in Barbadoes an advance is anticipated. Importers are finding one disadvantage in reference to the withdrawal of duty on this grade, as they now have to get their importation gaged themselves, in place of having the free service of the Government.

Fish.

Fresh fish continues to occupy the attention of the trade. Salmon are now quite freely received, and may be said to be at the height of the season. Quite firm prices are anticipated, as there is always a 4th of July demand from Boston. Of late years prices have been well maintained throughout the season, not going as low as formerly. It is rather surprising we do not send more fresh salmon to Montreal, and to Ontario cities,—it is our finest fish. In shad and gaspereau the season may be said to be over, although salmon fishermen still offer a few shad. In dried fish, while prices are rather lower, new goods come to hand quite slowly, and prices are still high. There are continued small receipts of smoked herring, but very full prices are still held. In pickled herring there is little demand. Prices are high, and it is yet too early to say anything in regard to the coming season.

Flour, Feed and Meal.

In flour there is steady business. Manitoba grades are unchanged. Dealers were somewhat surprised at the slight decline in Ontario brands. The market, however, is considered to be quite firm, and low prices are not anticipated. While in oats some shippers are quoting rather lower figures, oatmeal is held at full prices. There is but a fair sale. Cornmeal continues high, and several cars of Canadian cornmeal have been received. This is something entirely new for our market, as our local millers have usually been able to undersell the west. Beans are very dull, even at the low price. In barley and split peas there is little doing. In feed millers are holding prices quite firmly, not having very much to offer. There is, however, in this market but a light demand at this season.

MORE ON THE NEW TARIFF.

REFERRING to a series of interviews on the new tariff published in last week's issue of The Grocer, Mr. Wallace Anderson, of the Acadia Sugar Refining Co., wishes to state that it was not his intention to convey the impression that the continuance of the surtax on raw beet sugars from Germany was responsible for the increase in the sugar trade between Canada and the West Indies and British Guiana. As a matter of fact, the latter is the legitimate result of the aboli-

tion of European bounties and the operation of the preferential tariff. The effect of the abolition of bounties has been to increase the price of European beet sugar above the parity of cane sugars, and this combined with the preferential tariff, has made sugar from the British possessions the only desirable goods for Canadian sugar refiners to handle. All indications are favorable to a continuance of these conditions. The surtax being only applicable to sugars from Germany, it has really no effect on importations, and were other conditions favorable to imports of beet sugar, refiners could draw their supplies from Austria, Belgium and countries other than Germany, which would not be subject to any restrictions.

NOTICE OF INCORPORATION, ETC.

The Ontario Government has confirmed the by-law of the Canada Grocers, Limited, of Toronto, authorizing the directors of the company from time to time, on behalf of the company, with the funds of the company available for the purpose, to acquire or purchase such amount of the preference stock of the company as they may see fit, and to cancel the stock so acquired, and to reduce pro rata, according to the amount of stock so cancelled, any reserve set apart in respect of such preference stock so cancelled.

PERSONAL MENTION.

Mr. A. Reggio, of A. Reggio & Co., commission merchants, New York, was in Toronto this week, and was introduced to the trade by Mr. W. Anderson, of the Acadia Sugar Refining Co. A. Reggio & Co. represent Missir & Co., fig packers, Smyrna, as well as several well-known packers of walnuts.

Mr. J. J. Denman, traveler for the Canada Biscuit Co., Toronto, has been promoted to the management of their business in Manitoba and the Northwest.

Mr. W. Stanley Spark, of the Dominion Staff of Agriculture, leaves next week for the Argentine Republic, where he will inquire into the matter of improved trade relations between Canada and that country.

HINTS TO BUYERS.

H. P. Eckardt & Co. are offering special value in Japan rice.

H. P. Eckardt & Co. are selling Tomato catsup in quart bottles so that it may be retailed at 10c a bottle.

Apricots may be had from H. P. Eckardt & Co. at a low price.

NAPOLI MACARONI

PACKAGE OR BULK.

From a Case to a Carload. Quality better than that of any other Macaroni sold in Canada, whether of domestic or of European manufacture. Price considerably lower. Samples supplied free. Write for them and for prices. We can interest you.

NAPOLI MACARONI COMPANY

HAYTER AND TERAULAY STREETS, TORONTO

MANITOBA MARKETS.

Winnipeg, June 28, 1904.

SPLENDID growing weather has been experienced throughout the Northwest for the past week, and the most brilliant reports are coming in from the various points pertaining to the conditions of the grain crop. The markets are fairly steady, with the exception of flour, which is a little easier, and sugar, which is now quoted at an advance of 5c.

Sugar—The market has now advanced, and Montreal granulated is quoted at \$5.05 in barrels and \$4.95 in sacks and yellows at \$4.45. The market still quotes Wallaceburg in barrels at \$4.95, and sacks \$4.85.

Canned Strawberries—The market is firm; pineapples are still quoted 2 lb. whole at \$3.75 a case of two dozen; 1 3-4 sliced at \$3.75 a case of two dozen; 1 1-2 lb. sliced, \$7.20 a case of four dozen, and 1 3-4 lb. grated, \$7.60 a case of four dozen. The strawberry crop will undoubtedly be small this year, and canned strawberries will be rather high.

Evaporated and Dried Fruits—All lines are firm. Evaporated apples and apricots continue to be very scarce. California 1902 stock are just about off the market, and 1903 choice are quoted 13 1-4c to 13 1-2c. New goods will not be in before the first of July. Oregon prunes are about off the market. California prunes, the market quotes: 70 to 80 at 5 1-2c; 60 to 70 at 6c; 80 to 90 at 5c, and 90 to 100 at 4 1-2c.

Rolled Oats—The market is firm; 60 lb. sacks are quoted at \$2.25, 40 lb. sacks at \$2.30; 20 lb. sacks at \$2.35; 8 lb. sacks at \$2.65, and 5 lb. sacks at \$2.85.

Cornmeal—The market remains firm, quoting cornmeal 90c per half sack, and \$1.75 per sack.

Green Fruits—The market is firm. Late Valencia oranges are quoted at \$4.75 a case; sweets at \$3.50 to \$4 a case; pineapples, \$5 a case; bananas, \$3 to \$3.50 a bunch. Hood River strawberries per case, \$3.50. Messina lemons, \$3.75 a case. California cherries, black or red, \$2 a case. Florida watermelons, \$4.50 a dozen. Texas tomatoes, \$3 a case of four baskets. Onions, 30c a doz-

en. Radish, 45c a dozen. New cabbage, 4c a lb. Rhubarb, 2c a lb., and lettuce 40c a dozen bunches. Apples are practically off the market.

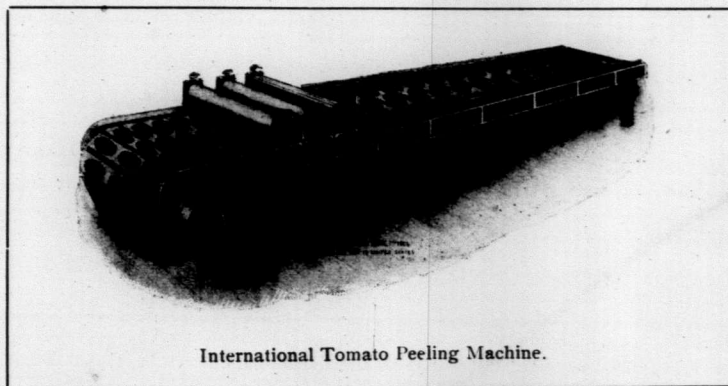
Flour—The market has declined. No. 1 patent is now quoted at \$2.45; No. 2 at \$2.30, and No. 3 at \$1.80.

Eggs—The market has advanced a little and eggs are now jobbing to the trade at 20c.

Canned Meats—The market in cured meats continues firm, with quotations as follows: Hams, per lb., 13 3-4c; shoulders, per lb., 8 3-4c; picnic hams, per lb., 9c; breakfast bellies, 13 1-4c; breakfast backs, 11 1-4c; large spice rolls, 10 3-4c; long, dry clear, 8 3-4c.

TOMATO PEELING MACHINE.

A SHORT time ago an employe of the Standard Canning Co., of Hamilton, of which Lumsden Bros., wholesale grocers, are the principal owners, devised a machine for peeling tomatoes, an operation which has heretofore been performed entirely by hand. The machine was patented and the Standard Tomato Machine Co., of Hamilton, formed to place it on the market.



International Tomato Peeling Machine.

Through the courtesy of Mr. Lumsden The Grocer is enabled to publish the accompanying cut, which gives a very fair idea of the principle of the machine.

The tomatoes are placed on the revolving platform over the disks shown thereon, and are pressed through by the grooved rollers shown in the foreground. The skin is at the same time removed and cut off by a knife.

Two machines, it is claimed, will take the place of 80 women, and will do the work much more rapidly and neatly than is possible under the old system. Six operators, with one machine, are enabled to peel from 600 to 900 bushels per day of 10 hours. The saving in wages can be easily calculated.

The machines can be inspected at the company's works at Hamilton, and are manufactured to order.

FINE COFFEE WINDOW.

HAMILTON BROS., departmental store proprietors, corner of St. Catherine and Windsor streets, Montreal, have in their corner window a magnificent display of Blanke's "Faust" brand coffees. The window is a very striking one; a typical life-size Mephisto occupies the rear centre of the window, while on each side in large papier mache lithographs are depicted Faust and Marguerite, while surrounding these on all sides are tiers and pyramids of cans of Faust Coffee. At the feet of the central Mephisto is spread out a mound of coffee berries. The window certainly is a most attractive one, and no doubt will leave an impres-

sion on the minds of the passers-by. of Faust Brand Coffee. Hudon, Hebert & Cie., wholesale grocers, Montreal, are agents in Canada for this coffee, which obtains such an immense sale throughout the United States, the citizens of which country are large consumers and critical judges of what is good in coffee.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., June 24.

A RADICAL change is to be inaugurated in the method of handling business in the Yukon, by the firms engaged in mercantile trade there. The two largest firms, the North American Transportation and Trading Co., and the Northern Commercial Co., have announced that in one month they will quit the credit business entirely. The policy inaugurated is one of the most sweeping changes in business since the Klondike was opened up. The rule is to be that every one of the miners in every camp in the country will have to pay spot cash for "grub" and other necessities, or go without. There is not the slightest chance of the numerous smaller firms or companies holding out the credit inducement, as they could not carry all the miners who would be seeking for credit when the big companies shut down on it.

It is estimated that fully 70 per cent. of the miners have been carried heretofore by one or other of the companies for eight months in the year, or from the time of the buying winter supplies until the clean-up in the following Summer. The new policy will force producers to keep money enough here to pay for the Winter supplies. It may seriously affect thousands of "laymen" whose only capital is muscle and a willingness to use it on a share-and-share basis on some claim. These men, as a rule, have no capital, and have no means of paying for grub until the clean-up makes available the results of their exertions.

Advices from Liverpool received by the secretary of the Fraser River Cannermen's Association, Mr. W. D. Burdis, are to the effect that the English market was better stocked with canned salmon at the end of the month than had been the case for a number of years past. In Liverpool on May 31 there were stocked 648,079 cases, as compared with 640,030 cases in May last year. In 1902, the May stock was 495,563; in 1901, 342,352 cases; in 1900, 286,843 cases. This count for Liverpool for May 31 did not include 70,000 cases of Alaskan salmon in the cargo of the ship Earlmount, now en route for that port.

The stock at Liverpool included 300,000 cases of salmon from Fraser River, Northern British Columbia waters, and Puget Sound, while there were 348,000 cases of Alaskan salmon. On May 31 the London stocks comprised 60,000 cases of British Columbia salmon and 260,000 cases of Alaskan, in store and afloat. The average monthly consumption of salmon in the United Kingdom last year was 58,968 cases; in 1902 it was 56,546; in 1901 it was 42,291, and 50,264 cases in 1900.

The active feature of the markets locally this week is in the movement of

fruit. And the active variety of fruit is the strawberry by all odds. And the strawberry is entirely of home production. A fortnight ago there were plenty of strawberries being imported from Washington and even some from Oregon. Now the berries are all of local production, and they are good. Besides being of excellent quality, the supply of the favorite berry is to all appearances unlimited. The fact was chronicled in my letter a week ago, that the week opened with a shipment of 700 boxes arriving on one train. Now it can be said that they not only arrive by carloads, but they are exported by carloads.

The quantity of strawberries sent to Winnipeg and other points in the Canadian Northwest is unparalleled. It makes the Manitobans stare, and they devote columns in their daily papers to describe the big shipments of luscious fruit from the Pacific Province. It is but a very few seasons ago that the attempt to send perishable fruits from this province to the markets of Manitoba and the Northwest was in a very small way only, and as an experiment. Now it is apparent to all that the future of the trade is as wide as the possibilities of raising fruit. And that is saying a great deal, seeing that such unlimited quantities have been produced now, when the industry is but beginning to wake up and develop.

Strawberries yesterday retailed at 5c per box for very fair quality of fruit; not the largest size, but still fine, well-formed berries. The large size of the berries grown in British Columbia is the prominent feature. There is no limit, apparently, to the size to which they will grow. It takes but few of some of the varieties to fill a box. The provincial fruit inspectors, Mr. R. M. Palmer and Mr. Thos. Cunningham, have this week been preparing samples to place on exhibition at Winnipeg at the Dominion Exposition, and they did not need to select large samples. They merely went down to a wholesale house and bought a few boxes at random, the whole lot was up to sample, and plenty good enough to make an exhibit from.

The berry season will perhaps last another fortnight, as the weather has kept cool and shady at times, with sufficient warm bright days to bring in the berries gradually. The crop would otherwise have been in with twice the rush it has come. Prices this week are down to \$1 a crate in a jobbing way, with \$1.25 for extra fine berries.

California fruits are coming in very liberally, and a much extended range is noticed. Peaches, Alexander and Hale's Early are being received regularly. The price is about \$1.50 to \$1.75 per crate. The first new apples from California, Astrakhans, arrived this morning. They were fairly well matured for such an early shipment. As they job at \$2.25, it is hardly likely they will displace the Tasmanian apples still in stock, the latter being fully matured and ripe

stock, choice selection, and quoted very little higher in comparison.

Several varieties of plums, Clyman, Green Gage and Tragedy prunes, have been received this week. The Tragedy prune is the first variety to come on the market, and this is the first shipment received this Summer. The price is \$2 to \$2.25 for prunes and plums. Apricots are coming in in very good condition; they sell at \$1.75 per crate. Cherries from California are nearly out. They are sold at \$1.65 this week. Local cherries are coming in very rapidly.

Groceries are moving slowly, northern shipments being light until after July 1, when the special through commodity rates come in force. There has been great activity displayed in buying sugar, the story having got around among the trade that the refinery price was likely to go up soon. There is, so far, no indication that a change is to be made, and it may be that the anticipation is caused by the fact that there is always a big demand in the preserving season.

In staple lines of groceries there is no change in prices to note. California evaporated apples are quoted higher than the Ontario variety, and, of course, do not sell, as the latter is infinitely the superior article. The clear creamy whiteness of the Ontario goods, with their full rich flavor and fruity texture when cooked, is away ahead of the dark-brown dried appearance of the California evaporated apple. Other lines of dried fruits are firm, but movement is light, owing to the heavy supplies of fresh fruit.

In produce lines, the supply of local fresh butter keeps up. There have been some receipts of Ontario butter this week, a car having sold out at 21 to 22c, and one or two other cars being heard of as on the way. No straight cars from Manitoba are being sent at present. The average price is as quoted, 21 to 22c. The stock is light. Local creamery is quoted at 25c yet. Eggs are being held at 22 1-2c for imported stock. Local fresh eggs are still worth 26 to 27c per dozen. There is little or no movement of produce north at present.

ASSOCIATION NEWS.

THE grocers of Brantford have arranged to join their Hamilton brethren again this year in their annual excursion to Niagara Falls on July 20.

At the last meeting of the Retail Merchants' Association of Toronto Junction the following officers were elected: President, W. J. Sheppard; first vice-president, R. J. Miller; second vice-president, T. Chapman; secretary, J. Bond; treasurer, A. Chisholm; T. Padget and G. R. Rogers were appointed delegates to the Toronto association. The picnic of the grocers' clerks of Montreal will be held in Waterloo on Sunday, July 3.



"Clover Leaf" Salmon

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

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

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

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

S. H. & A. S. EWING'S High-Grade SPICES

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

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



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.



The Drink for Summer.
 The Drink for Health.

HIRES' ROOT BEER

You can sell it freely
 if you carry it in stock.

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



"White Dove" COCOANUT

Absolutely the finest
 quality on the market.

The handsomest package and
 most ready seller for summer.

Write direct if your jobber does not carry it in stock.

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

GREAT MIDSUMMER CLEARING SALE

Of 1903 Crop Dried Fruits, in Perfect Condition.

| | |
|---|-----------------|
| California Seeded Seedless Raisins, CARNATION PINK Brand, boxes 45/12 oz. cartons..... | 4c. per package |
| California Choice Apricots, Armsby WHITE RIBBON Brand, 25 lb. boxes..... | 10c. per lb. |
| Pheasant Brand Oregon French Prunes, 60/70, 50 lb. boxes, | 5c. per lb |
| Pheasant Brand Oregon French Prunes, 80/90, 50 lb. boxes, | 4c. per lb. |
| Bevan's Three Crown Malaga Loose Muscatel Raisins, 50 lb. boxes..... | 6c. per lb. |
| Aranda Fine Off-Stalk Valencia Raisins..... | 5c. per lb. |
| Arguimbau Fine Off-Stalk Valencia Raisins..... | 5½c. per lb. |
| Trenor Fine Off-Stalk Valencia Raisins..... | 5½c. per lb. |
| Minerva Brand 4 Cr. Cleaned Sultana Raisins..... | 6c. per lb. |
| Segalerva Rideau Dehesa Clusters Malaga Table Raisins.. | \$1.50 per box. |
| Bevan Delectable Clusters Malaga Table Raisins..... | 1 50 per box. |
| Bevan Delectable Clusters Malaga Table Raisins..... | .60 per ¼ box. |

TERMS : F.O.B. Montreal, Net 30 Days, or 1 per cent. 10 days.

Hudon, Hebert & Cie.

MONTREAL.

The Most Liberally Managed Firm in Canada.

July 1
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**CANADIAN CANNERS, LIMITED,
AND THEIR SELLING TERMS.**

Editor CANADIAN GROCER :

In your issue of June 10, your editorial says that the system adopted by the canners in the government of prices by the allotment of a trade discount for the disposing of their pack for 1904 has not met the approval of the wholesale trade, and that clause 5 relating thereto has not been satisfactory in the past, as it binds the trade to give to them their undivided support as against outside competition.

In defence of the canners, it may be said that the system laid down is not a matter of choice or profit to them, but on the contrary, they have had to bow in submission to the will of the trade, as they very wisely claim that it is conducive to giving a uniformity of price and a steadiness to the market value, although the margin of profit allowed by the canners is small in consideration of the risks they run, as the real dispensers of the goods to the retail trade. Able and competent men have to be kept on the road to dispose of them. They have to meet losses in bad debts, and to provide storage, interest and insurance, and, notwithstanding the small margins of profit in it to them, the trade prefers it to the old form of disposing of canned goods, and it is claimed by those who have given it support to be a marked improvement over the old form of handling this staple commodity of food supply.

In the matter of the wholesale trade having to make a statutory declaration, this form is not peremptorily demanded, for the reason that the form of a discount is nothing more than a commission on sales, and so long as the goods are of a high standard and meet the approval of the consumer he cannot do more than give to the canners his undivided support.

It may also be here said that the Canadian Canners have not amalgamated their factories to be conducted under one executive head for the purpose of unduly advancing the price of food products to the consumer. Such a policy would in the end be suicidal to them. Their aim is to pack a better grade of goods at the lowest possible margin of profit consistent with cost of manufacturing same, and to bring them in reach of all classes so as to increase their consumption. The purchase of the additional factories which you speak of was not done to stifle competition, but owing to an agreement in the formation of the amalgamation of the different factories in existence at the time, all would be taken in at a fair valuation for their property.

It is not the intention to take in a single factory started since the amalgamation, and the amalgamated canners are willing to meet all comers in a spirit of fair play and a survival of the fittest. It is expected on the part of the canners to create a healthy competition among their own factories. In future every factory will stand on its merit as to quality and standard of its goods, and such merit, standard and intrinsic value will be recognized under its own label and where packed. This form will retain the individuality of the goods as in the past, and any factory on account of location or any other reason over which the manager has no control, that is not able to produce standard

Keep People Talking

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

Clark's Sliced Smoked Beef

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



CAPSTAN BRAND High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

| | | |
|--|--|--|
| <p>This design a guarantee of quality.</p> | <p>Manilla Paper</p> <p>SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS</p> <p>Samples and Prices gladly sent.</p> | <p>Fibre Paper</p> <p>THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF</p> <p>CANADA PAPER CO. TORONTO LIMITED MONTREAL</p> |
| | <p>Manilla Paper Fibre Paper</p> | |

goods, such goods will be sold on their merit and will come in competition with every factory in and outside the amalgamation.

It is not the intention of the Canadian canners to have a single objectionable feature in their mode of doing business, or to force any body of men to buy their goods if it is not their interest to do so. Their aim will be excellence of quality and low prices for good products.

It is to be regretted that in the first year of the canners' amalgamation an advance in price should have taken place, but such advance was not unduly made, and was owing to short crop and a large advance in the raw material, in addition to the higher price of labor, as also of packing cases and other sup-

plies. Supply and demand will always be a noted factor in regulating prices of canned goods, as in other commodities.

You admit that the canners have done a good deal in developing the trade. Yes, it would be well to think of the millions of dollars which would be lost every year in waste in apples alone. It has stimulated commerce to good cause in exports to distant lands, where such products are a luxury to the natives.

The twentieth century calls for increased output and a small margin of profit in all lines of manufactures, and we know of no industry in which progress has been so pronounced, and we are progressive enough to feel that that improvement in hermetically sealed canned goods will go on for a good many years to come. A NON CANNER.

1842

CLEARING SALE

1904

Before the holidays. Here is a list that will interest you:

"SMALL LOT OF PICKLES"

| | | |
|-----------|---|-------------|
| 56 | Cases "Williams Bros. Co." Sour Mixed, Imperial Qrts. | \$3.00 doz. |
| 30 | Cases "Williams Bros. Co." Chow-Chow, Imperial Qrts. | 3.00 doz. |
| 15 | Cases "Williams Bros. Co." Sweet Mixed, Amer. $\frac{1}{2}$ Gall. | 3.15 doz. |
| 50 | Cases "Williams Bros. Co." Sour Mixed, Amer. $\frac{1}{2}$ Gall. | 3.00 doz. |
| 9 | Cases "Williams Bros. Co." Sweet Gherkins, Amer. $\frac{1}{2}$ Gall. | 3.15 doz. |
| 25 | Cases "Williams Bros. Co." Mascot , 8-oz. Sour Mixed and Onions, | .75 doz. |
| 15 | Cases "Williams Bros. Co." Chow-Chow, Amer. $\frac{1}{2}$ Gall. | 3.00 doz. |
| 9 | Cases "Williams Bros. Co." Sour Gherkins, Amer. $\frac{1}{2}$ Gall. | 3.00 doz. |

209 CASES TOTAL.

"ANOTHER SNAP"

5,000 lbs. "UBERO COFFEE," 1-lb. Canister, Ground or Roasted, 25c.

1,000 doz. "WINDSOR CATSUP," Pts., 2-doz. Cases, - - 45c. doz.

LOBSTERS

**LOBSTERS
NEW PACK**

LOBSTERS

Now in store

ICE CASTLE, Talls, Flats, 1s, and
BEAVER, Flats, $\frac{1}{2}$ s.

PERCE ROCK Brand, Talls (best line in the market).

Ask for Samples. Correspondence promptly looked after.

We are sellers.

Prompt shippers.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers

Montreal.



**THIS SHOWS THE
"HALITUS"**

**THE FINEST VENTILATOR OR CHIMNEY
COWL MADE.**

It gives a **positive upward draft** under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates.

Read all about them in our catalog.

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

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

"I Want Brock's."

The Kind that Sells

Bird Fanciers know good seed and buy it. Then why stock others?

WE SEND SAMPLES

NICHOLSON & BROCK, - TORONTO

Gleaned from the Travelers

W M. WICKETT, of Port Hope, one of the leading grocers of that town, has sold out his business to his son, M. P. Wickett.

J. Jordan has bought out the butcher and grocery business owned by G. Stacey, of Port Hope, of which he has been manager for some time past. This is one of the oldest business establishments in Port Hope.

Campaign Bros., of Niagara Falls Centre, are commencing to build a block, consisting of four new stores, to meet the demand of their increasing business.

F. Cox, late of Hamilton, has opened a new grocery store on Queen street west, Toronto. He has a full line of all kinds of groceries, and his store presents a fine appearance.

C. F. Hambly, of Dundas street, Toronto, has within the past several weeks doubled the capacity of his store, the old one being too small to meet the demands of his customers.

Business at Port Arthur and Fort William has been flourishing during the past week.

Hill & Shields, grocers, Weston, are moving into their new store this week, which they were obliged to erect to accommodate their increasing trade.

Corrigan Bros., grocers and crockery dealers, of Lucknow, Ont., have sold out to M. Moody, of that town.

The late Frank Cain's business, Lucknow, Ont., has changed hands, having been bought out by W. W. Hill, of Mitchell.

W. Hay, grocer, of Kincardine, Ont., reports business as very good, and expects a big improvement in the near future.

F. T. Hill & Co., general merchants, of Markdale, Ont., report trade there as excellent. Some time ago this firm branched out into a new line, consisting of enamelledware, which they bought at prices below possible competition. Their purchase consisted of 8 cars of assorted goods, which they are now offering at a low figure.

McClarty Bros., grocers, Owen Sound, Ont., have made a big purchase of new teas, Japans and green Ceylons, for the Summer trade, and are in a position to meet all competition in that line.

S. Ballachey, general merchant, Paisley, Ont., has made a large addition to his store, which will allow nearly double the selling space. Business is reported to be good with this enterprising business man.

Gough & Kilgor have started a new business in Thorold, Ont. Their store is filled with a full line of all kinds of groceries, provisions, etc.

W. M. Misener & Sons, general merchants, Niagara Falls South, have recently made a large addition to their premises.

J. D. Mears, of J. D. Mears & Co., grocers, Niagara Falls, has been ill for some time past, but is now able to resume his business duties.

W. A. McLean, of Owen Sound, Ont., the sugar king of the north, made a big purchase in that line a few days ago.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

YEARLY CONTRACT RATES.

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

SITUATION VACANT.

A GOOD BAKER WANTED—At once. Joseph Gwatchmal, 22 Pegler St., London. f

BAKER'S HELPER WANTED—Apply after six, Hilton Bros., 615 Gerrard st. E. f

WANTED—Strong boy for bake shop. Apply 483 Broadview ave. f

SITUATIONS WANTED.

AS BAKER—Second-hand on baker. Address 17 Pembroke st., City. f

MERCHANTS—Read this—Young married man open for engagement as manager, bookkeeper, or salesman in general or grocery store; am the man you are looking for; write me today. Box 750, Trout Creek, Ont. f

FOR SALE.

FOR SALE—Good grocery business, including dwelling; a bargain. Address Box 147, CANADIAN GROCER, Toronto. (27)

FOR SALE—A first-class general store business; would rent or sell premises; good stand. The C. Beck Manufacturing Co., Limited, Penetanguishene, Ont.

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

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

HARDWARE AND METAL

Montreal Toronto Winnipeg

FOR SALE.

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

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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

Pure,
Pleasing,
Profitable.

MOTT'S CHOCOLATES

Made in Canada for the people of Canada; equal to any imported makes. **Mott's** Chocolates are for sale by every jobber in Canada.

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

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

Stewart's Fine Chocolates.

Do you demand quality ?

STEWART'S have quality.

Do you demand variety ?

STEWART'S provide variety.

Do you demand a high-art package ?

STEWART'S packages are beautiful.

STEWART'S FINE CHOCOLATES rank with the choicest makes of the most famous makers—at a much less price. The finest grocery and confectionery stores in Canada consider **STEWART'S FINE CHOCOLATES** their best goods.

WRITE US FOR PRICE LIST.

A. J. STEWART, Limited,
MAKERS,
TORONTO.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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



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Biscuits And Confectionery

Candy in the Grocery Store.

TO make the candy department a profitable one is a matter of considerable importance to every grocer, says an American exchange. Viewed from the standpoint of the manufacturer of candy, the grocery trade differs from other confectionery trade in that the grocer usually buys a cheaper grade of candy. Druggists will handle better grades without any difficulty; goods which not only pay them a better profit, but give them a much better reputation, and there is seemingly no reason why a grocer should not sell the same grade of candy that can be handled in a drug store.

It is fair to presume that the difference does not lie in the class of trade served by the two dealers—therefore, we must look elsewhere for the cause. Perhaps it is in the relative value placed on the candy department by the dealers. The druggist gives his candy a prominent display, has a well equipped case near the front of the store, while in the average grocery, the candy display is relegated to some convenient and secluded corner, where it can be found only by the child with a penny to spend, and does not come under the observation of the customers, who are thronging the store from morning to night.

There are notable exceptions to this rule in some grocery stores, where the candy is prominently displayed, with special attention given to its sale, and we find that where this is done, the better grades of candy are sold in considerable quantities, with sales largely exceeding that of a druggist, when well situated so far as location is concerned.

Candy buyers might be divided into three classes: First, the child, with a penny or nickel to spend, who desires simply to get the most for their money; second, the customers bent on other purchases with a strong inherent love for sweetness, strongly enough developed to cause them to look up the candy, even if it is not prominently displayed; third, and perhaps the largest and most profitable class, those who would buy candy if they see a tempting display, and someone ready to wait on them. This last class of buyers will be found just as numerous in the grocery as in the drug stores, perhaps more so, but their requirements are more nearly met by the druggists than by the grocers.

From this it follows that if the grocer will display his candy to advantage

in a prominent place, and see that clerks are always ready to supply promptly when wanted, and carry a good stock of well assorted candy, his sales will be largely increased, and his candy department will become one of the most profitable in his business.

Candy Department.

A branch of the grocery business that is very susceptible to producing good profits is the candy counter. With one exception, that is fresh fruits and vegetables, nothing in a grocery store is as susceptible to so much benefit through good display as is candy.

Candy in boxes, in trays, and in jars, in a corner of the window, or in an attractive show case, will sell itself with little trouble. Sugar is a sure drawer, and it not only attractive to flies but also to the human species, and they are as easily attracted to the candy counter as flies are to the molasses jug. It is good for all the year around and is featured by many of the best stores.

A Growing Concern.

THE Canada Maple Exchange, Montreal, who have for nearly twenty years been engaged exclusively in the maple syrup and maple sugar business, have added a new line. They have for some time past been manufacturing maple chocolate creams, maple confectionery, maple dust, and other maple sugar products used by the confectionery trade. Small's maple chocolate creams have not only a very high reputation in Canada, but their reputation has extended to Great Britain and Continental Europe.

It is the intention of the Canada Maple Exchange to still more extensively place their maple products before the public.

Mr. Small, who has been for so many years the head of this concern, is developing it in a manner to satisfy the requirements of their rapidly growing business, in fact, in conversation with a representative of The Grocer, he stated that the business had grown to an extent that was most encouraging. There is no product of Canadian manufacture in the confectionery line that is so healthful as pure maple sugar, and it has been the policy of this company to guarantee their products in every case. The reception by the trade has been very encouraging, and the future is looked to for very much increased trade.

Are YOU our Customer ?

We are so firmly convinced that every retail grocer in Canada should be a distributor of

PERFECTION CREAM SODAS

that we want to bring the matter home to you if you are not selling our biscuits.

Are *you* our Customer ?

The reason you should be, is that you will then be selling the *best* Sodas made.

There is a good deal in that.

3-lb. Cards or Tins.

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

**192 King Street East
TORONTO.**

U. S. FARM SURPLUS.

A REPORT on the farm surplus of the United States, for 1903, issued by the Department of Agriculture, gives \$4,500,000,000 as a conservative estimate of the value of the farm products not fed to live stock. The value of the exported farm products was, in 1903, \$878,479,451, and the highest value reached during the last eleven years was \$951,628,331, in 1901, due chiefly to cotton. The value of the exported farm products is concentrated mostly in a few principal products. Of it, in 1903 cotton constituted 36 per cent., grain and grain products 25 per cent., meat and meat products and live animals 24 per cent., these products equaling over 85 per cent. of the exports of farm products last year. Adding tobacco, whose exports were valued at over \$35,000,000; oil cake and oil cake meal, \$19,839,279; fruits and nuts, over \$18,000,000, and vegetable oils, over \$16,000,000, gives a total of eight classes of products, each with an export value of over \$10,000,000, that comprise almost 96 per cent. of the entire farm exports of 1903.

The report also takes up the matter of competition of the United States in foreign markets, showing that they furnished 32 per cent. of the United King-

dom's imports of farm products. The United States has a lead over its competitors as a purveyor of meat and meat products and live animals, is likewise conspicuous in the United Kingdom's imports of cereals and cotton, but is far behind its competitors in dairy products. In German imports the United States leads with 22 per cent. in all farm products, 58 per cent. in cereals, furnishes barely three-quarters of one per cent. of dairy products, contributes the principal portion of imported maize, two-fifths of the oil cake and oil cake meal, but is exceeded in wheat flour supply by Austria-Hungary, and makes a bare showing in barley and only a little over 2 per cent. in fruits.

INQUIRIES FOR CANADIAN TRADE.

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

87. The names of the leading Canadian fish curers and importers of salt have been asked for by a London house.

89. A West of England firm is prepared to receive consignments of Canadian-made cider to sell on commission, or to purchase outright.

92. Inquiry is made for names of wholesale dealers in Montreal and other leading centres, handling provisions, groceries or domestic stores, with a view to the placing of an agency for matches.

The following trade inquiries have been received by the commercial agent

of the Canadian Government, Manchester, Eng.:

45. A Lancashire brewery firm is desirous of obtaining samples and prices of barley from Canadian exporters.

46. A number of Manchester firms can handle casein and would like samples and prices from Canadian makers.

47. A Liverpool firm with connection throughout Great Britain, invites from Canadian manufacturers of wood churns, descriptive catalogue and prices.

48. A Manchester manufacturer of a patent tobacco pipe wishes to appoint an agent in Canada.

49. A Manchester firm desires quotations from Canadian shippers of maple syrup.

50. Manchester firms request descriptive catalogue and prices from Canadian manufacturers of whisks and whisk brooms.

51. A firm of Salford brewers ask for samples and prices of malt from Canadian exporters.

The following inquiry relating to Canadian trade has been received by the curator of the Canadian section of the Imperial Institute, London, Eng.:

55. A firm outside of London which can handle large consignments of flour, fruit, cheese and other produce lines, invites correspondence from Canadian shippers.

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

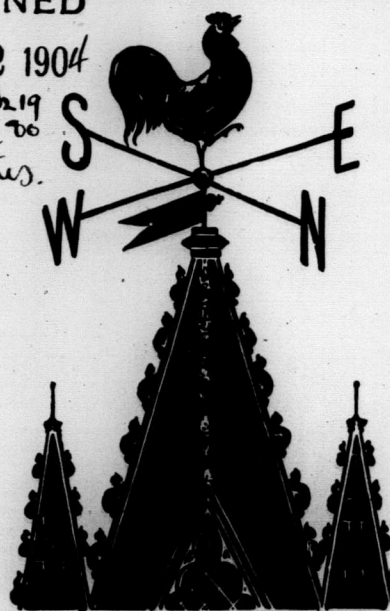
Trade Winds.

How is the business wind blowing with you? Is it bringing in large sales, good profits, and a record business year generally? We are manufacturing lines that are bringing in good business wherever they are shown. We have taken great pains to have our products the acme of saleability. It is safe to say if we did not have the plant, machinery and facilities we have, our goods would cost you a third more, and be worth it, because all our endeavors are directed to turning out better goods, regardless of the cost to ourselves, than can be bought elsewhere at the same figure.

RETURNED

JUL .2 1904

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THE OZO CO., Limited
MONTREAL.

JAMS
JELLIES
MARMALADES

VINEGARS
PICKLES
SAUCES

**REMEMBER
GEL-O**

When you are ordering Jelly Powder.

Send for Free Sample

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Made in Locle Travers Valley,
SWITZERLAND

Klaus's

famous
Swiss Milk Chocolates
for eating and drinking

Write for Samples and Prices to

Canadian Swiss Trading Co.

Wholesale Depot for the Dominion of Canada:

17 ST. JOHN ST.,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot lose.

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

Sovereign Lime Juice

is refined and bottled by

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

McWILLIAM
Mc. AND E.
EVERIST

Say People!

You know as well as we or any person that because an article costs little it's not necessarily cheap, nor yet dear if high priced. Though we realize that you know this, yet it might be inconvenient to give a ready instance. If so, here's one, and a good one:

Our "GOLDEN ORANGE" brand California late Valencia is the highest priced, and without doubt the CHEAPEST Orange on the market—it's the acme of Orange Culture—it's the one Summer Orange that gives satisfaction.

We have an inviting price-list for the 12th.—See it.

The _____

DAWSON

Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

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

Pineapples Tomatoes

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

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 8428.

GREEN FRUITS

B. C. Fruit for Winnipeg.

THE fruit jobbers of Winnipeg have been receiving a great deal of correspondence from British Columbia fruit growers lately, with reference to handling their output. These letters offer to contract for the shipment of anywhere from 10 to 40 tons of various kinds of fruit throughout the season as they come in.

Shipments of British Columbia strawberries have been attracting a great deal of attention. The berries are very fine, and in color they are quite equal to the Hood River fruit, while in flavor they are, if anything, superior. There is considerable variation in size, although all the berries are large.

The packing, however, leaves much to be desired. The boxes used are the shallow square ones, and they are not full enough and the berries are not faced. This not only increases the chance of injury to the fruit, but takes considerably from the appearance of the packages when opened, which are 5 lbs. lighter in weight than the ordinary case. It is a question whether the shallow square box is a desirable package, and it is worthy of note that the Hood River berries, that have gained such a hold on the Winnipeg market, always come in the old time square deep box, slightly smaller at the bottom than the top. The Hood River people have reduced the shipping of berries to a science, and the B. C. people could not do better than take a leaf out of their book. The square boxes are not fitted tightly enough into the case, thus leaving room for the movement and shaking of the fruit, which of course is highly injurious. These are matters of detail that can very easily be overcome if the fruit is to be popular on the Winnipeg market.

A proposition is now before the B. C. fruit growers to put on a number of the Clarke cars. These cars are cooled by the circulation of air and have proved admirable for the carrying of soft fruits. It is understood that should the B. C. fruit growers be in a position to ship a sufficient amount of fruit these cars can be put on inside of a week or ten days. Cars of this kind would do away with all the difficulties of icing, and being dryer than the ordinary refrigerator car would be much better for the B. C. fruit, which is moister and consequently

softer than the California or Oregon fruits.

New Fruit Brokerage Business.

TRADE circles will be interested in learning of the inauguration this week of a new fruit brokerage business at 61 Front street east, Toronto, under the management of W. B. Stringer, formerly of McWilliam & Everist, fruit and commission merchants, Toronto.

Mr. Stringer has been associated with McWilliam & Everist for the past twelve years, having served them in the capacity of office manager. Here he acquired valuable experience in the fruit trade, which will be of inestimable service to him now that he is launching out in business on his own account. Mr. Stringer is well and favorably known to the fruit trade throughout Canada and the United States, every member of which join in wishing him success in his new undertaking.

For the present Mr. Stringer will confine his efforts to the fruit brokerage business, paying particular attention to country orders. Later on he may enlarge his business and incorporate a fruit and commission department. The Grocer has much pleasure in wishing Mr. Stringer a successful continuance of an already successful business career, and has no hesitation in predicting big things for him in the field he has chosen. Toronto is rapidly becoming an important fruit distributing centre for western Ontario, and the possibilities in the fruit trade are promising in the extreme for the right sort of men.

European Fruit Crop.

The Fruit Division, Ottawa, has received from Champagne Freres, the largest fruit dealers in Paris, the following report: "From special information that we have taken all over Europe, it appears there will be very heavy in France, Germany, Bohemia, Austria, Switzerland, etc., which will no doubt injure to a great extent the sale of your Canadian fruit."

Garcia, Jacobs & Co., London, Eng., say that the prospects for the English fruit crops are not as good as at first reported. The apple crop is doubtful at present, cold winds having affected the fruit. The best late pears are said to

CANADIAN FRUITS

Our market is in full blast. Large arrivals daily of
Strawberries, Cherries, Gooseberries, etc.

Prices this week are very reasonable. Don't leave your preserving orders too late. Crop of strawberries rather short this year.

WHITE & CO., Wholesale Fruit
and Produce

64 FRONT ST. EAST,
TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

"HOW PLEASANT AND SATISFACTORY IT IS TO RECEIVE MY ORDER COMPLETE."

I Attend all Auction Sales . . .

Quotations Cheerfully Furnished

I Invite Your Enquiries . . .

These can be your words by forwarding to me your **FRUIT ORDER**. I will visit any or all warehouses until order is filled.—You'll receive in one shipment.—If it's in Toronto I'll get it.

CITY GROCER.—Your time may be limited.—I will buy for you at the market or auction.—Call me at Main 3350.

W. B. STRINGER

OFFICE PHONE MAIN 520

61 FRONT STREET EAST, TORONTO

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

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON OWEN SOUND

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

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

WRITE FOR OUR PRICES

FRASER GROWS FRUIT

Write and tell him what you want.
All telegrams promptly transmitted
by phone.

ADDRESS

J. D. FRASER, Leamington, Ont.

Goods we ship are grown by us, always fresh
gathered and carefully packed.

When you want **CHOICE CUCUMBERS,
GREEN PEPPERS, TOMATOES, MUSK
MELONS, SWEET CHERRIES or PEACHES,**
try us. **PEACHBLUFF FARM,
HILBORN & McLAGHLAN, - Leamington.
Phone No. 44.**

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.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Rasp-
berries, Blackberries, Early Tomatoes, Cucum-
bers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

be a failure, with common fruit fairly good. Early pears are falling rapidly and promise only a light crop. The plum crop will not be as good as expected; some districts will have a fair yield, in others it will be an entire failure.

Fruit Crop of Canada.

LATEST reports on the fruit situation say that the Ontario plum crop will be very light all through the province, and in some sections the trees have been so badly injured by frosts that they are being taken out. Apples promise to be a good crop generally, although some of the tender varieties have suffered severely by the frosts. Strawberries are a light crop, and the damage in the northern section of the country is greater than was at first thought. Peaches will also be a light crop. In Essex, Kent and Brant counties there will be practically no yield at all, while in Welland and Lincoln counties the crop will be much reduced.

The strawberry crop in British Columbia is larger this year, and of a better quality than ever before. All through the strawberry districts the crops are splendid. Reports from South Vancouver, East and West Burnaby and Richmond tell of good crops in perfect condition. Port Hammond, Mission and all along the Fraser River also report good strawberry crops with very large shipments.

The cherry crop is a fair one this year. Italian prunes are bearing very lightly this season, and the crop will be an exceedingly small one. The other varieties of plums have fruited well, however, and the promise is excellent. The apple crop is an exceedingly heavy one throughout British Columbia province.

Fruit Prospects.

ONE of Montreal's leading west end grocers, in the person of Ald. N.

Lapointe, returned a week ago from a business trip to the Niagara peninsula. He visited some of the largest fruit growing districts around Winona, and surrounding points. Ald. Lapointe stated to The Grocer that from his personal observation, he believed there would be a good crop of pears, grapes, raspberries, and apples. He was also convinced that strawberries and peaches were likely to be failures, at least short crop. He attributed this to the severe winter, and pointed out that heavy frosts had seriously damaged the roots of these important fruit producing trees.

Fruit Notes.

G. W. Hunt, of Ottawa, president of the Ottawa Fruit and Produce Exchange, has opened a branch of his business in Winnipeg, and intends making a specialty of handling Canadian fruit, both Ontario and British Columbia.

FLOUR AND CEREAL FOODS

Grain Situation.

THE grain crops in Ontario and Quebec are feeling the benefit of the improved weather conditions existing during the past week. In Quebec the great quantity of rain is producing a phenomenal promise of hay. Winnipeg telegrams say that crop reports from every part of the west are favorable in the extreme. The average height of the grain is from 8 to 15 inches. The outlook was never brighter in the west, and if weather conditions continue favorable the grain crop will be one of the most abundant in the history of the country. The southern part of Manitoba shows the best average though there are points in the main line of the C. P. R. which report higher. There has been an abundance of moisture, and although there has not been as much warm weather as could be desired, experienced farmers are of the opinion that cool weather while the grain is "stooling" out will result in a heavy crop.

The recent continued coolness in the states east of Mississippi was unfavorable, but west of the Mississippi the temperature has been favorable to the growth of crops. As a whole, corn has not made rapid growth in the principal corn states, although a good growth is reported from Oklahoma and Kansas. Winter wheat has suffered no unfavorable conditions, and a general improvement is indicated in nearly all districts. Harvesting is now in progress in the southern part of Kansas and Missouri. Last week no wheat had been cut east of the Mississippi, or north of the Ohio Rivers. Harvesting is about to begin in Illinois. On the north Pacific coast Winter wheat still continues in promising condition, and it is heading in Oregon. The grain crop in California, where harvesting has begun, is light in most sections. In California Spring wheat is making rapid growth, and promises to turn out well. Less favorable reports are received from Missouri, where the oat crop is heading short, while in Michigan and Illinois it is in need of rain and warmth. Elsewhere the general outlook is promising.

The visible supply of grain on the American continent on June 27, 1904, was as follows: Wheat, 11,652,000 bushels; corn, 5,434,000 bushels; oats, 4,779,000 bushels; rye, 834,000 bushels; barley, 1,-

212,000 bushels; a decrease in wheat of 1,691,000 bushels for the week; an increase in corn of 311,000 bushels, and a decrease in oats of 160,000 bushels. Grain on passage to the United Kingdom, including wheat and flour, were 30,640,000 bushels, and to the continent 15,120,000 bushels, or a total of 45,760,000 bushels; a decrease for the week of 2,800,000 bushels. A year ago this total was 32,240,000 bushels, and two years ago 35,440,000 bushels. The total amount of wheat in sight, consisting of the amount on passage, and the visible supply in Canada and the United States, was 60,412,000 bushels, against 64,903,000 last week, 49,699,000 last year, and 55,200,000 in 1902. The total amount of corn in sight was 18,914,000, against 15,443,000 last week, 21,167,000 last year, and 20,007,000 in 1902.

During the same week Russia shipped 3,376,000 bushels, against previous week 2,848,000 bushels, and 3,448,000 bushels a year ago. Total since August 1, 122,348,000 bushels, against 113,767,000 bushels a year ago. Shipments of wheat from the Argentine were 1,504,000 bushels, against 1,224,000 previous week, and 1,016,000 bushels a year ago. The total exports since 1st January, 56,664,000 bushels, against 43,221,000 bushels in 1902. Indian shipments, 1,488,000 bushels, against 2,136,000 bushels a week ago, and 127,000 bushels in 1902; total, 17,540,000 since April 1. Danubian shipments 544,000 bushels against 936,000 bushels a week ago, and 320,000 bushels in 1903; a total of 76,692,229 bushels against 68,610,000 bushels a year ago. Australian shipment, 296,000 bushels, against 344,000 bushels last week; total since August 1, 22,423,000 bushels, and none the previous year.

The report of the Canadian Government places the total Canadian wheat crop this year at 99,500,000 bushels, against 80,500,000 bushels last year and 98,654,000 bushels two years ago, which it is claimed will give 51,000,000 bushels for export. This is about 20,000,000 bushels more than the largest records from Canada, which were from the big crop year two years ago, and there is no good reason for expecting larger exports this season than that. The exports so far this year are about 25,000,000 bushels.

Argentine—The President of the republic, in the opening of Congress estimated the export surplus of wheat this year at 92,000,000 bushels, and flax at 29,000,000 bushels. The exports of wheat so far have been about 56,000,000 bushels.

The British trade returns for May show some curious results. Imports of wheat have risen from 8,345,061 cwts. in May, 1902, and 6,618,295 in May, 1903, to 8,842,900 in May, 1904. From the United States and Canada there has been a great falling off. In 1902 the United States headed the list with 4,792,688. Canada came next with 1,164,895, and Argentine third with 1,006,630. Next year the United States had fallen to 2,725,069, and Canada to 731,399, while the import from Argentine had been doubled. In May, 1901, the import from the United States was only 495,900, and from Canada 303,200, while Argentine sent 2,650,000; Russia, 2,056,000; India, 1,709,000, and Australia, 1,398,000.

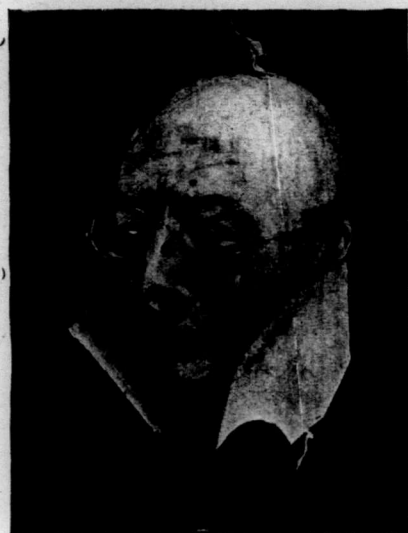
The Rice Market.

Mail advices from Kobe, Japan, under a recent date, say: "Since our last the movement of troops, munitions and provisions continues, to the upsetting of the ordinary railway traffic, but now that people have got used to delays the inconvenience is not so much felt. Towards the end of April the rice-cleaning operations for army purposes were completed, and the mills were able to give some time to orders for export; the high prices asked were paid by continental buyers to the extent of about 1,000 tons. At the close another large army order has been placed, and a slight weakness that was observable in the market has, of course, disappeared; all the mills are occupied for some weeks to come, and it will be necessary to work day and night, as the order is an urgent one. The import of Rangoon rice continues, and we understand that 350,000 tons had been purchased by the end of April for Japan. The article is liable to severe fluctuations; bad news, such as the reports of disasters in the navy, which has lately been received, has the effect of knocking the price to pieces at once. It is announced that a second treasury loan for one hundred

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“Force-thoughts”

BY SUNNY JIM

IX.

I THINK living properly, which means living towards success, is simply a sum in arithmetic. Mental work consumes nitrogen and phosphates—which are hard words, but mean simply energy and brains. Foods contain nitrogen and phosphates—some foods.

¶ But I don't know where you can get so much available nitrogen and phosphates as in a package of “FORCE.”

For “FORCE” is all that's fit to eat of the wheat-berry—the world's best food since time began.

Brain-workers thrive on “FORCE.”

That's plain arithmetic, and so simple that you don't have to look in the back of the book for the answer.

Be Sunny.

Yours truly,

Sunny Jim

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto.

“BE SUNNY.”

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, “The Gentle Art of Using Force” Free for the asking

good sellers all the year round, but the Best sellers in hot weather.

Summer is the time when Milk goes wrong.

Summer is the time when

Borden's
“Eagle” Brand
Condensed Milk

OR

“Peerless” Brand Cream

should be sold to your customers.

Think this over—It's true.

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

ERB & RANKIN
Halifax, N.S.

SCOTT, BATHGATE & CO.
Winnipeg, Man.

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

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

THE

“VAMPIRE”
Spiral Flycatcher

A good FLYCATCHER and a good money-maker for the retail merchant.

Write for prices and terms.

It will keep in any climate. No bad stock as it will keep from one year to another.



5cts
each

Labels and Directions in English or French.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

million yen is shortly to be floated; in the meantime, the foreign loans that have been made have been adversely criticized in all the native papers. A very large area has been planted this year with wheat and barley, and in some districts the crop promises well, but in others the result is not satisfactory, owing to amount of late cold weather that we have had; also during this month we have had a lot of unseasonable rain, which may be found to have done damage, but the result will not be known for another two weeks, when the harvest begins."

Seed Growers.

The following executive of the Canadian Seed Growers' Association has been elected: J. W. Robertson, of Ottawa, president. The directors include W. Simpson of Prince Edward Island, T. A. Peters of Fredericton, N.B.; F. L. Fuller of Truro, and F. D. Albright of Sussex, N. B.

Large Exhibit.

The Frontenac Cereal Co., Kingston, whose Orange Meat Breakfast Food has been so favorably received by the trade and public, have had a very imposing and magnificent display on St. Catherine street, Montreal, in the windows of John Robertson & Son, during the past two weeks.

Trade Promoter in Canada.

WITH a view to studying agricultural conditions and manufactures in the Province of Ontario, Mr. Geo. A. Bishop, chief of the Agricultural Department of Bermuda, and an official in the employ of the British Government, was in Montreal last week. He stated to The Grocer that he had been granted \$5,000 by the British Government, which would be devoted to the fostering of a trade in onions and potatoes between the Dominion of Canada and the Bermudas. This was the second grant which had been given him, owing to the previous success of the expenditure of a similar amount. Mr. Bishop was very sanguine as to the possibilities of Canadian trade, and hoped for a still greater expansion with the Bermudas. After an extended trip through Ontario, Mr. Bishop will visit Washington, where he intends discussing trade matters with the U. S. Government.

New Milling Industry.

The Empire Elevator Co., Winnipeg, with capital stock of \$2,000,000, has

been incorporated to carry on an elevator, warehouse, grain, milling business, etc.

United States Will Investigate Seed Trade.

The Rural New-Yorker, of June 25, mentions that "Congress has instructed the Secretary of Agriculture to collect samples of grass and clover seeds such as are sold in the open market, and examine them for adulterations." This line of investigations is identical with that undertaken in the Spring of 1902 by the Seed Division, Ottawa. The publication of the results of hundreds of tests has awakened Canadian farmers to the danger of using inferior seed, and there is now a rapidly increasing demand for the best grades. The United States Department of Agriculture evidently expects to do similar educational work in that country.

Grain Inspection Bill.

THE discussion on the Grain Inspection Bill still continues. On June 23 a number of the less contentious clauses were adopted, among them being a concession of great importance from the transportation standpoint, namely, that reinspection at Fort William be made optional instead of compulsory. This will save many days in handling the grain at Lake Superior. Another clause was amended to provide that "the inspector shall at all times keep careful watch on all grain received into terminal elevators, and if he finds any grain being received which has been systematically reduced he shall at once notify the chief inspector, who will make an investigation forthwith and take action accordingly." An additional amendment was made, providing that "where wheat has gone out of condition or become deteriorated in quality the facts shall be endorsed on the face of the original grain certificate, but under no circumstances shall the grain be mixed or re-graded." One of the questions which still remains unsettled is, "whether grain once inspected shall be liable to be reinspected at the seaboard." The controversial question whether the grain survey board or the chief inspector should be the final arbiter as to the grade of any grain is still unsettled. The opinion of the majority of the committees seems to be that the system in the east and west should be uniform, and that the grain survey board should be the final court of appeal.

Remember Mrs. Dooley's Laundry Soap

when you give your next order to your wholesaler. The best soap made—contains borax—and lower-priced by about 10%.

| | |
|--------------------|--------|
| 1 Case (100 bars), | \$3.70 |
| 5 " lots, | 3.60 |
| 10 " " | 3.50 |
| 25 " " | 3.40 |

Freight paid on orders for 5 boxes and upwards.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.



THIS PACKAGE

is the symbol in the eyes of thousands of the perfect breakfast food—ORANGE MEAT.

ORANGE MEAT is a ready-for-serving cereal, and retails at 15c.

Order a case from your wholesale grocer.

36 Packages, \$4.50.

THE FRONTENAC CEREAL CO.,
Limited

43 Scott St., Toronto.

Flett's
A Pickle Pointer.

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another" kind. Not the kind that you have to work hard to make every sale and then your customer isn't satisfied. Sell **Flett's Pickles**—the pickle of quality.

ROSE & LAFLAMME
 Agents, MONTREAL
 MS

BATGER'S

NOW'S THE TIME
 WHEN YOU SELL
SUMMER BEVERAGES
 WHY NOT HANDLE BATGER'S
LIME JUICE AND
LEMON SQUASH ?
 MAKING
PROFITS AND
SATISFIED
CUSTOMERS

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

The goods to sell are the goods that please !

Sell **"Bee" Starch**

In the hot weather its pliable stiffness stands the heat better than any other starch on earth.

YOUR CUSTOMERS WILL THANK YOU FOR RECOMMENDING IT.

SNOWDON, FORBES & CO.,
Montreal.

FINANCE AND INSURANCE

TWENTY years ago the annual premium income of British life assurance societies was only £14,766,000, representing an annual saving of only 8s 4½d per head of population, or £2 1s 10d per family of five persons. Ten years ago the premium income reached to \$22,283,000, an annual saving of 11s 8½d per head of population, or £2 18s 5d per family; but according to the most recent returns the annual premium income of life companies is now no less than £33,264,000, an annual saving of 15s 10d per head of population, or £3 19s 2d per family. Thus in 20 years the annual sums set aside as a provision for death and old age have increased 125 per cent., and as the growth in population has been only 19 per cent., the annual rate of savings per head of population for this purpose has nearly doubled.

* * *

ACCORDING to the New York Journal of Commerce the United States is rapidly becoming afflicted with a multiplicity of small banks of no considerable resources or reliability. Congress in 1900 authorized the establishment in places of not more than 3,000 inhabitants of so-called "national banks," the minimum of capital permitted being \$25,000. Since this action at Washington no less than 1976 new national banks have been created, with an aggregate capital of \$114,591,000. These small institutions have appeared in the largest number in the west and the south, though many have cropped up in the eastern states also.

* * *

FINANCIALLY, Canada is at present in a sound condition. In his budget, the Minister of Finance announced a further reduction in the national debt of probably seven and one-half million of dollars. Canada's debt reached its highest point two years ago, when it amounted to nearly \$272,000,000. Last year a reduction of seven million was effected, and this, together with the present reduction, will bring the debt down to about \$257,500,000. The possibility of making these reductions has been due to an excess of revenue over expenditure during the past two fiscal years. In 1903 this excess was \$14,345,166. This year it is estimated at \$10,500,000. A considerable portion of the surplus has in both cases gone towards expenditure on capital account, which accounts for the fact that less than fifty per cent. has been applied to a reduction of the debt.

* * *

AS the Summer advances the amount of United States silver circulating in Canada increases, and the tills of our merchants are found on inspection to contain quite a noticeable percentage of foreign coin. The presence of this foreign money is detrimental in more ways than one. It hurts the national pride in things Canadian

and it removes a source of revenue from the Government. The coinage of silver is carried on by the Government at a profit, being the difference between the face value of the coin and the cost of the material and manufacture. So long as the coin is not issued too freely, it maintains its standard value and the Government receives its profit. If, instead of the Government keeping the supply of coins up to the demand, that demand is supplied by foreign coins, the Government loses the profits on a corresponding amount of coin. Under these circumstances, some method should be introduced by means of which the foreign coins could be periodically cleaned out. The banks would naturally appear to be the proper channels through which to accomplish the work, but the banks are not directly interested. The Government is the real sufferer, and the Government should make it worth while for the banks to collect and ship out of the country all foreign coins.

* * *

ENDOWMENT life insurance is growing very fast, while insurance for the whole term of life is relatively stationary. In the past fourteen years the sums insured by endowment insurance in Great Britain increased from £34,000,000 to £183,000,000, a growth of £149,000,000. During the same period the growth in insurance for the whole term of life was only £67,000,000.

* * *

THE N. B. Board of Fire Underwriters have sent copies of the following circular to the local civic authorities of each town in the province:

The New Brunswick Board of Fire Underwriters have had under consideration the urgent necessity which exists for improvement of building laws and in the fire protection of the various towns in this province.

The numerous conflagrations in Canada and elsewhere have emphasized the necessity for the enactment of stringent regulations to prevent the spread of fires.

The rates fixed by this board are based largely on the construction and situation of the buildings, and the means of fire prevention, and in the future still more attention will be paid to these points.

It is recommended that in all congested framed districts the height of buildings be limited, and shingle roofs entirely prohibited.

The New Brunswick Board of Fire Underwriters trust, that in their efforts to diminish the fire loss in this province, they will meet with the hearty support of the civic corporations and property owners generally of the various towns and that the public will recognize the fact that, independent of the fire insurance companies, they are largely interested in reducing the fire hazard and in the adoption of measures tending to prevent the spread of fires.

WESTERN Incorporated 1851
ASSURANCE COMPANY.

FIRE AND MARINE

Head Office Capital - \$2,000,000.00
Toronto, Assets, over - 3,546,000.00
Ont. Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$2,024,096.02.

LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

**Confederation Life
ASSOCIATION.**

W. H. BEATTY, PRESIDENT.

W. O. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

**THE CANADIAN BANK
OF COMMERCE**

Paid-up Capital, \$8,700,000
Res., \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE,
60 Lombard St., E C.

NEW YORK AGENCY,
16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 110 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—

The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES—

New York The American Exchange National Bank, The Fourth National Bank; Boston The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; Buffalo, The Marine National Bank; Chicago, The Northern Trust Company; Detroit, The People's Savings Bank, The Commercial National Bank; Minneapolis, The North-Western National Bank; New Orleans, The Commercial National Bank.

FRANCE—

Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—

Deutsche Bank.

HOLLAND—

Disconto Maatschappij, Rotterdam.

BELGIUM—

Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—

La Banque Federale, Zurich.

Foreign Exchange Bought and Sold.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—

Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—

Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—

Union Bank of Australia, Limited; Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—

First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—

British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—

Banco de Londres y Mexico.

WEST INDIES—

Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Commercial Letters of Credit Issued.

**MANUFACTURERS AND
MERCHANTS.**

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, TORONTO.

CAPITAL PAID UP, - \$1,000,000.
RESERVE FUND, - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

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D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.

W. D. ROSS, GENERAL MANAGER.

GENERAL
BANKING
BUSINESS
TRANSACTION

SAVINGS DEPARTMENT

at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

British Tobacco Tax.

THE budget of Mr. Austen Chamberlain has had an effect upon the tobacco exports of the United States to Great Britain which is creating a good deal of comment. The new duties imposed a further tax of six cents per pound upon unstemmed tobacco and of twenty-five cents per pound upon cigarettes. The difference seems to have been sufficient to favor the working up of tobacco by British manufacturers from a raw state to the detriment of the importation of the finished article.

The Board of Trade return for May showed imports of American cigarettes of only £204 (\$1,020), and for the five months ending with May £915 (\$4,575), whereas last year the value of cigarettes imported from the United States in May was £4,476 (\$22,380), and for five months £15,411 (\$77,055). Coincident with this May's imports of stemmed tobacco reached only £44,971 (\$224,855), against £58,971 (\$294,855) last year; but unstemmed tobacco was imported to the value of £106,825 (\$534,125) against £59,863 (\$298,315) last year.

The New York Herald considers a tax upon tobacco may be almost as burdensome as upon breadstuffs, for the use of "the weed" has become "a necessary of life," according to a decision in the Supreme Court of the State of New York.

As tobacco is one of the very few articles largely used in the United Kingdom which has always been taxed, there was but little opposition in Parliament to Mr. Chamberlain's proposals outside the special industry affected and the price of the article to the consumer has not been appreciably raised.

A prominent official of the American tobacco trust is quoted as saying that the export of tobacco strips from America to Great Britain is practically at an end. Exporters cannot afford to ship the stripped leaf when the unstemmed leaf can be entered at English ports 6c. lower.

Re American Duty.

The United States Tobacco Journal is authority for the statement that the Board of Appraisers in the United States have

decided that the duty on tobacco should be paid on the weight at the time of arrival instead of at the time of withdrawal from bonded warehouse.

Cigars in the Grocery Store.

ONE of the most important, yet most unimportant, departments of a grocery business," says The Interstate Grocer, is the tobacco department. The department is important to the men who patronize it, but the grocer makes it unimportant by neglecting it. As a rule, few leading brands of chewing tobacco and smoking tobacco are kept in stock, and all the other goods are the cheapest that can be purchased. The reputation of the "grocery store cigar" is proverbially bad. If you want to damn a cigar that you are giving to a friend, tell him it came from a grocery store; he knows that that means that it is a miserably poor piece of goods, that cost the grocer somewhere between \$14 and \$24 a thousand. Where you find a grocery store and a drug store side by side, you will see the druggist selling cigars, tobacco and cigarettes in large quantities

and making a handsome profit, while the grocer has a showing of green and blue and yellow labels in his showcase, but no sales. This is poor business policy. There is an excellent profit in 5 cent cigars that cost \$30 or \$32 and a fine profit in 10 cent cigars that cost \$60 to \$75, and a reputation for carrying such goods brings men to the store who buy groceries as well as tobaccos and cigars. Consistent pushing of a cigar department in a grocery, supplemented by high-grade goods, will bring more profit and more popularity to a store than any other one line that a grocer can handle.

Each Caddy of

"Currency" Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
 " " No. 167 Yonge Street, Toronto
 " " Cor. Richelieu, St. Claire Sts., Quebec
 " " No. 87 Bank Street, Ottawa
 " " Oddfellows' Block (Cor. Princess St. and McDermott Ave.) Winnipeg

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

"We go wherever the Express Companies go—and wherever we are asked to go. Whenever we go we take along a tidy sum of money for the grocer—the man who doesn't make too much money out of smokers until we come along."

The Cigar Talk of "PEBBLE" and "PHARAOH".

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.



Here is a man
who smokes

T & B

He called at a grocer's and asked for T & B
and the grocer "didn't keep it."
Our friend wouldn't take any other and he is
not feeling very well pleased.

ARE YOU THAT GROCER ?

GEO. E. TUCKETT & SON CO., Limited
HAMILTON

W. B. Reid & Co.
 Wholesale
 Tobacconists,
 58 Yonge St., TORONTO.



The Erie Tobacco Company
 WINDSOR, ONTARIO.
 T. J. HORROCKS, Wholesale Distributor, TORONTO

The Grocers' Favorite
 The **RONTO** 5c. Cigar.
 A TRADE BUILDER
 Manufactured by
T. J. Horrocks,
 176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

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

MANUFACTURERS OF
 Cigarettes and Cut Tobaccos



McALPIN'S TOBACCOS SATISFY

*They pay the grocer a right profit.
 They pay the consumer value received.
 You can and ought to sell them.*

McAlpin Consumers Tobacco Co., LIMITED
 TORONTO

Spain's
 IT is offi
 compell
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Spain's Substitute for Havana.

IT is officially reported that Spain has compelled the tobacco regie in that country to take from the Canary Islands every year for the next four years 220,000 pounds of tobacco in the hope that at some future day she may be independent of Cuba in regard to certain qualities of tobacco that are at present bought there. At present the crop in the Canary Islands amounts to only about 132,000 pounds, but more will be planted in the future. The Spanish Government further has sent an experienced horticulturist to see to the cultivation and what improvements can be made.

The tobacco will only be bought from the growers and none will be accepted from dealers or speculators. All samples will be transmitted to Madrid, subject to the approval of the Board of Governors of the tobacco regie before being bought, and the price paid for the tobacco will be the same as the ruling price paid in Havana for Remedios tobaccos, at the time those crops get to the market. In the island of La Palma, where nearly all of the tobacco of these islands is raised, fully 20 per cent. of the male population have been at one time or other in Cuba and have worked in tobacco plantations; they have always been regarded in Cuba as their best workers, and will, no doubt—having now the protection of the Government—stay at home and go in for tobacco cultivation. It is said the quality of the tobacco grown in La Palma is far better than the Remedios of Cuba. All that is necessary is to give more attention and care to the planting and cultivation, as well as to the curing. In years to come it will undoubtedly compare favorably with the famous Vuelto Abajo crops. For the year 1904 it will reduce the export of Remedios tobacco from Cuba to Spain about 1,600 to 2,000 bales. Every year this will increase with the quantity grown, and at some future date it will be unnecessary to draw the supply of low-grade of Cuban tobacco from Cuba, as it is expected that the Canary Island will furnish all that will be necessary. Spain has always been the buyer of low-grades of Remedios, Partidos, Vueltas and other kinds in the Havana market.

Tobacco Trade of Algeria.

FROM the report of the German Consulate in Algeria, it appears that although the exports of leaf tobacco, and ribs in 1900 were much less than in the previous year, having decreased from 5,058,763 kg. to 3,447,850 kg., they were still twice the size of the imports. The

latter amounted to 1,598,148 kg., showing an increase of 40,556 kg. on the previous year.

The chief importers were the United States, Germany, Austro-Hungary, the Netherlands, Belgium, Russia, Cuba and Porto Rico, Turkey and Uruguay.

The falling off in the quantity of tobacco exported is due principally to the fact that the French regie bought a much smaller quantity in 1902. Tobacco from Algeria is exported also to the Netherlands, Belgium, Germany, Tunis and Italy.

Cigars, as well as raw tobacco, are not supplied by the Mother Country, but by foreign countries. In 1902 only 16,187 kg. were imported, against 11,821 the previous year. More than half of these came from Belgium, and the quantity next in size from Switzerland. There was a decrease in the quantity imported in both German and Dutch cigars, 25,161 kg. of cigars were exported, being 5,215 kg. less than in 1901. After France, Italy was the chief purchaser.

Very few cigarettes are imported, and, as tobacco is grown in the country itself and a flourishing cigar industry is in existence, there is not likely to be much increase. Only the better sorts are imported for the well-to-do of the foreign population. Cigarettes are imported from Egypt, Germany, Malta and Turkey. The quantity of cigarettes exported from Algeria in 1902 was 395,430 kg., or 116,269 less than the previous year. This falling off is due to the fact that the cigarette factory of Bastos, in Oran, has opened another one at Saigon, and a branch in Morocco. Most of the cigarettes were purchased by France and her colonies; the other purchasers of large quantities were Belgium, Germany and Tunis.

United States Tobacco Trade With Cuba.

IN view of the general interest taken in the imports of leaf and manufactured tobaccos from Cuba since the Cuban reciprocity treaty became effective in comparison with the imports for a corresponding period of 1903, the following comparative figures are reproduced from latest statistics of the Department of Trade and Commerce, Washington:

The importation of filler leaf for 1903 amounted to 7,806,787 lbs., value at \$3,495,425, the importation of wrapper leaf amounted to but 45,880 lbs., valued at \$20,604; and in 1904 the filler leaf amounted to 7,249,635 lbs., valued at \$3,272,928; and the wrapper leaf at 14,413 lbs., valued at \$12,521. It seems

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

rather strange that such a small amount of wrapper leaf should be imported in proportion to the filler leaf. It is noticeable that the importation of filler leaf and wrapper leaf both diminished. Wrapper leaf fell from 45,880 lbs. to 14,413 lbs. and from \$20,604 to \$12,521; a decrease of 31,467 lbs and \$7,083 in value. Filler leaf decreased from 7,806,787 lbs. to 7,249,635 lbs. and from \$3,495,425 to \$3,272,928; a decrease of 557,152 lbs and \$222,497. The average value of the wrapper leaf for 1903 was 42.7 cents per lb., while in 1904 it is 86.8 cents per lb. Strange to say the average value of the filler leaf imported during the first four months of 1903 was 41.8 cents or 2.1 cents per lb. more than the average value of the wrapper leaf. In 1904 the average value of the filler leaf was 45.1 cents, there being a difference of only .3 cents per lb. in the average value per lb. of the filler leaf in 1903 and in 1904. In view of the fact that it was well known there would be a 20 per cent. reduction in duty on January 1 it would seem that the importers would have held back consignments of leaf tobacco to take advantage of the reduction in the duty. Yet this does not appear to have been the case, for, as mentioned, the importations of filler leaf decreased to the extent of 557,152 lbs. and in value to the amount of \$222,497. This would appear to indicate that not only did not the importers hold back their importations but that the demand for Havana filler in this country during the first four months of this year was much less than during the corresponding period of 1903.

On the other hand the importation of Cuban cigars and cigarettes has risen rapidly in quantity but has diminished in value. In 1903 the importations were 191,959 lbs., while in 1904 they were 251,470 lbs., an increase of 59,511 lbs. The value, however, decreased from \$1,107,331 in 1903 to \$1,103,274 in 1904, an increase of 59,511 lbs. and a decrease of \$4,057 in value. The average value per lb. of cigars in 1903 was \$5.76 and in 1904 only \$4.38, a decrease in the average value per lb. of \$1.38.

Tobacco Notes.

A. Eaton, who represents T. J. Horrocks, cigar manufacturer in Northwestern Ontario, reports a steady growing demand for "Ronto" and "Symbol" cigars, which goes to show that honest value is appreciated.

MANAGER OF CANADIAN CANNERS VISITS THE WEST.

An interesting visitor to the Pacific Coast recently was Mr. D. Marshall, general manager of the Canadian Cannery, of Hamilton. In the course of an interview with the Vancouver representative of The Grocer Mr. Marshall expressed himself on the trade outlook in the west as follows:

"Prospects are excellent in the west for a good business in canned goods. I have been impressed with the fact that in British Columbia, as well as in the Northwest, the population must to a great extent look to the east for their supplies in these lines.

"One thing I have been particularly impressed with, however, is that the trade in British Columbia demands the very best goods packed. This applies not only to our lines, but to everything. The choicest butter is the only article that finds a ready market, and in your stores the finest lines of groceries and wearing apparel are to be found. While prices are good here, the trade is very particular in requiring the best that can be obtained.

"I met the Wholesale Grocers' Guild in Victoria," continued Mr. Marshall, "and also in Vancouver. I was very much pleased with the reception accorded me, and I believe that our business relations will continue to be harmonious. I must say that I feel very much encouraged with the outlook."

Although now managing the Canadian Cannery, which includes thirty-five of the individual canneries in Eastern Canada, Mr. Marshall has long been doing business in the West, having been the principal owner of the Aylmer Canning Co., a brand well known here. This is now amalgamated with the larger concern, and Mr. Marshall has devoted his time for the past year, since the formation of the big company, to the larger interests involved. The company is operating twenty-eight of the thirty-five factories included in the organization.

Turning to the other aspect of his western tour, Mr. Marshall was flattering in the kind words he had for the West. "One may read all that is written of the great Canadian West," said he, "but there can be no real conception of the greatness of the country or of the advancement it is making without a visit. I have learned more from this short trip than I knew altogether before of the country. You can read all you like, but you must come and see for yourself, to know this country.

"I always had the idea that in the east we were at the front, in progress and facilities, and that the further west one went the further removed he was from these advantages. But far from being at the 'back' here, it seems to me that with your shipping facilities you are in direct touch with the whole world. Here one can take passage on the finest steamers afloat and go to China, Japan, India, Australia or any part of the globe. It strikes me as an ideal location for a distributing centre, and I believe there is a great future before the coast cities of British Columbia.

"I am free to say that in the east we have no conception whatever of the importance of the Canadian Pacific Railway and of its place in the development of the West. We do not come in touch with it in the same way. It is wonderful the service and attendance the company gives in its hotels and on its trains. The C. P. R. mountain resorts are simply perfect, and the management of the Hotel Vancouver here leaves nothing to be desired for the comfort and convenience of guests."

The West, and especially British Columbia, wins another warm and influential friend as a result of Mr. Marshall's visit. His only regret was that he could not remain longer. Martin & Robertson, of Vancouver, are representatives of the Canadian Cannery, and Mr. Robert Martin, as well as Mr. Wm. Braid, another old time friend, entertained Mr. Marshall while in Vancouver.

CANADA'S FOOD SUPPLY.

THE latest batch of reports from the Canadian Inland Revenue Department (sent us by the courtesy of the high commissioner for Canada) include the annual return on the adulteration of food and special laboratory bulletins, dealing respectively with distilled liquors, milk, cider, and ground spices, says London Grocer.

The department's laboratory appears to be engaged in useful work, which is detailed in bulletins of no small interest and practical value. Besides those named above, the annual report mentioned gives other special bulletins on unfermented grape juice, lime juice and catsup, cereal breakfast foods, canned meats, fertilisers, canned vegetables, and Paris green. Perhaps the most apropos of these just now is the bulletin on "ground spices," which deals with black, white, and red pepper, all-spice, mixed spices, cassia and cinnamon, cloves, and ginger. In some of these bulletins interesting resumes are

given; in this one the matter is chiefly tabular, but the figures are suggestive. Acting on the instructions of the Deputy Minister of Inland Revenue, the chief analyst procured samples, to the number of 188, of the ground spices sold in the various districts of the Dominion. From the official analysis it appears that only 46.8 per cent. of these ground spice samples were genuine, the remainder being doubtful or adulterated. The adulterants found in black pepper were wheat flour, wheat starch, and pepper tissue; those of white pepper include wheat starch, wheat flour, pepper tissues, rice starch, rice flour, maize starch, whitestone, and potato starch. Excess of tissue was found in the cassia and ground cinnamon. The process of analysing ground ginger is "cold water extractive," which is described in detail. It is too technical to detail here, but we may mention that the assistant analyst remarks that he has not met with an authenticated sample of ginger which gave less than about 19 per cent. of extractive to cold water when so treated; and he incidentally raises the question of whether dark colored samples of ginger ought not to be suspected of having been washed and re-dried.

PROMOTING TRADE.

GRREAT interest is being taken in the development of trade between Canada and South Africa. Efforts have been put forth by steamship companies, notably the Elder-Dempster Co., to bring the two colonies closer together. This enterprising steamship company have gone so far as to issue a circular, explaining that by arrangement with the Canadian Government they are in a position to place at the disposal of Canadians, entirely free of charge, a certain number of passages, as well as space for samples of goods, each passenger being allowed to represent a particular branch of commerce, and to have a section of about ten to twenty tons capacity between decks, to place the goods for exhibition at the different Cape ports. They further state that the selection of exhibits should be made mutually by their Montreal representative, the president of the Board of Trade at Montreal, and the secretary of the Canadian Manufacturers Association at Toronto. The steamer chosen for this purpose is the Melville, which will leave Montreal on June 25th, also the steamer Monarch, which will take the July sailing from Montreal. The intention is to take cargo for Cape Town, Port Elizabeth, East London, and Durban. Suggestions are invited for the perfection of the scheme.

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Size 1, in 2
" 10, in 4
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" 12, in 8
" 3, in 4
Found tins
12-oz. tins,
5-lb. "

Diamond
1-lb. tins, 2
4-lb. tins, 3
1-lb. tins, 4
TM

Cases.
4 doz.
3 doz.
3 doz.
1 doz.
2 doz.
3 doz.
2 doz.
3 doz.
1 doz.
1 doz.



NABOB SAUCE



The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

IT'S A FACT!

We will for the next 30 days send
charges **prepaid and no charge**
for package, one beautiful counter
tin of

Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND
OR WHOLE.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 30, 1904.

JERSEY CREAM BAKING POWDER.

| | |
|----------------------|--------|
| Size, 5 doz. in case | \$0 40 |
| " 4 " " | 0 75 |
| " 3 " " | 1 25 |
| " 2 " " | 1 25 |

OCEAN MILLS.

| | |
|---------------------------------------|-------|
| Ocean Baking Powder, 1/2 lb., 4 doz. | \$ 45 |
| Ocean Baking Powder, 1/2 lb., 5 doz. | 90 |
| Ocean Baking Powder, 1 lb., 3 doz. | 1 25 |
| Ocean Borax, 1/2-lb. packages, 4 doz. | 40 |
| Ocean Cornstarch, 40 pks. in a case. | 78 |

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

| | |
|------------|----------|
| Sizes. | Per Doz. |
| Royal-Dime | \$ 1 00 |
| 1 lb. | 1 60 |
| 8 oz. | 2 25 |
| 1 lb. | 2 90 |
| 12 oz. | 4 50 |
| 1 lb. | 5 75 |
| 3 lb. | 15 50 |
| 5 lb. | 25 50 |

CLEVELAND'S-DIME.

| | |
|------------------|----------|
| Sizes. | Per Doz. |
| Cleveland's-Dime | \$ 1 00 |
| 1 lb. | 1 50 |
| 8 oz. | 2 20 |
| 1 lb. | 2 80 |
| 12 oz. | 4 25 |
| 1 lb. | 5 50 |
| 3 lb. | 15 00 |
| 5 lb. | 25 00 |

"VIENNA" BAKING POWDER.

| | |
|--------------------------|----------|
| Sizes. | Per doz. |
| 1-lb. tins, 4 doz in box | \$2 25 |
| 1-lb. tins, 4 doz in box | 1 25 |
| 1-lb. tins, 4 doz in box | 75 |

BEE BAKING POWDER.

| | |
|-----------------------------------|--------|
| 1-lb. tins, cases 4 doz, per doz. | \$2 25 |
|-----------------------------------|--------|

HOME BAKING POWDER, CO., MONTREAL.

| | |
|-----------------------------|----------|
| Sizes. | Per doz. |
| 2 doz. case 1 lb. | \$3 40 |
| 1 " 1 lb. | 4 75 |
| 1 to 5 cases, 5 per cent. | |
| 5 to 10 cases, 10 per cent. | |



EAGLE BAKING POWDER

| | |
|----------------------|----------|
| Per doz. | Per doz. |
| Cases of 48-5c. tins | \$0 45 |
| " 48-10c. tins | 0 75 |
| " 24-25c. tins | 2 25 |
| " 48-25c. tins | 2 25 |

Blue.

| | |
|---------------------------------------|-----------|
| Keen's Oxford, per lb. | \$0 17 |
| In 10-box lots or cases | 0 16 |
| Reckitt's Square Blue, 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, 1/2 gross box | 2 00 |
| Nixey's "Cervus," in squares, per lb. | 0 16 |
| " in bags, per gross | 1 25 |
| " in pepper boxes, | |
| according to size | 0 02 0 10 |



J. M. DOUGLAS & CO.—Laundry Blues.

| | |
|---|-----------------|
| "Bluecol"—10-lb. boxes containing 50 pkgs., 4 squares each. | per lb. 16 1/2c |
| "Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb. | 12 1/2c |
| "Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb. | 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. | |



JAMES' DOME BLACK LEAD.

| | |
|-----------|----------|
| Per gross | Per doz. |
| 6a size | \$2 40 |
| 2a size | 2 50 |

Borax.

| | |
|-------------------------------------|------|
| "See" brand, 5 oz., cases, 40 pkgs. | 1 40 |
| " 10 oz., cases, 48 " | 3 25 |
| " 16 oz., cases, 48 " | 4 25 |

EAGLE BORAX.

| | |
|-----------------------------|----------|
| Cases of 5-do. 5c. packages | Per doz. |
| 5-do. 10c. | \$0 40 |
| | 0 25 |

Brooms.

| | |
|---------------------------------------|-----------|
| UNITED FACTORIES, LIMITED. | doz. net. |
| Boeckh's Bamboo Handles, A, 4 strings | \$4 70 |
| " " " B, 4 " | 4 40 |
| " " " C, 3 strings | 4 10 |
| " " " D, 3 " | 3 85 |
| " " " E, 3 " | 3 55 |
| " " " G, 3 " | 3 20 |
| " " " I, 3 " | 2 85 |

Cereals.

| | |
|--|----------|
| Wheat OS, 2-lb. pkgs., per pkg. | 0 08 |
| " 7-lb. cotton bags, per bag. | 0 18 1/2 |
| Quaker Oats, 2-lb. pkgs., per case. | 3 00 |
| Tillson's Oats, 2-lb. pkgs., per case. | 00 |

Chocolates and Cocos.

| | |
|---|-----------------|
| THE COWAN CO., LIMITED. | |
| Coccos— | |
| Hygienic, 1-lb. tins | per doz. \$6 75 |
| " 1-lb. tins | 3 50 |
| " 1-lb. tins | 2 00 |
| " fancy tins | 0 85 |
| " 5-lb. tins, for soda water fountains, restaurants, etc. | per lb. 0 50 |
| Perfection, 1-lb. tins, per doz. | 2 40 |
| Cocoa Essence, sweet, 1-lb. tins, per doz. | 2 25 |

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

Baking Powder.

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

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

| | | |
|--------|-----------|----------|
| Cases. | Sizes. | Per doz. |
| 4 doz. | 10c. | \$0 85 |
| 3 doz. | 4-oz. | 1 20 |
| 3 doz. | 6-oz. | 1 75 |
| 1 doz. | 12-oz. | 3 50 |
| 2 doz. | 12-oz. | 3 45 |
| 3 doz. | 12-oz. | 3 40 |
| 2 doz. | 16-oz. | 4 45 |
| 3 doz. | 16-oz. | 4 35 |
| 1 doz. | 2 1/2 lb. | 10 40 |
| 1 doz. | 5 lb. | 19 50 |

MAGIC BAKING POWDER.

| | | |
|--------|-----------|-----------------|
| Cases. | Sizes. | Per doz. |
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 80 |
| 4 " " | 6 " " | 0 75 |
| 4 " " | 8 " " | 0 95 |
| 4 " " | 12 " " | 1 40 |
| 2 " " | 12 " " | 1 45 |
| 4 " " | 16 " " | 1 65 |
| 2 " " | 16 " " | 1 70 |
| 1 " " | 2 1/2-lb. | 4 10 |
| 1 " " | 5 " " | 7 30 |
| 2 " " | 5 oz. | Per case \$4 55 |
| 1 " " | 12 " " | |
| 1 " " | 16 " " | |



a lot can be said on paper,

but

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

Speak for themselves.

Since 1858 their absolutely superior qualities have talked themselves into the hearts and homes of the people. **Are they in your store?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Allison's Coupon Pass Book.

| | |
|-----------------------|--------------|
| \$ 1.00 to 3.00 books | 3 cents each |
| 5.00 books | 4 " |
| 10.00 " | 5 " |
| 15.00 " | 6 " |
| 20.00 " | 7 " |
| 25.00 " | 8 " |
| 50.00 " | 12 " |

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

| | |
|--|--------|
| Clothes pins (full count), 5 gross in case, per case | \$0.82 |
| 4 doz. packages (12 to a case) | 0.75 |
| 6 doz. packages (12 to a case) | 0.95 |

Cleaner.

| | | |
|------------------------|------------|---------|
| BRUNSWICK'S EASYBRIGHT | 4-oz. cans | \$ 0.90 |
| WATERBURY'S CLEANER | 6-oz. " | 1.35 |
| | 10-oz. " | 1.35 |
| | Quart " | 3.75 |
| | Gallon " | 10.00 |

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Food.

| | | |
|--------------------------|------------|--------|
| Robinson's patent barley | 1-lb. tins | \$1.25 |
| " " | 1-lb. tins | 2.25 |
| " " | groats | 1.25 |
| " " | 1-lb. tins | 2.25 |

Gelatine.

| | | |
|------------------------|-----------|---------|
| Knox No. 1 sparkling | Per gross | \$15.00 |
| " " | Per doz. | \$1.30 |
| " No. 3 acidulated, at | Per doz. | \$1.50 |

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 |
| 7, 14 and 30-lb. wood pails, per lb. | 0.06 |
| 5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb. | 0.06 |
| 7, 14 and 30-lb. wood pails, | 0.06 |

Pure Fruit Jellies—

| | |
|--|------|
| 1-lb. glass jars, 2 doz. in case, per doz. | 0.95 |
| 7, 14 and 30-lb. wood pails, per lb. | 0.06 |

Home Made Jams—

| | |
|---|------|
| 1-lb. glass jars (16-oz. gem.) 1 doz. in case | 1.50 |
| 5 and 7-lb. tin pails, per lb. | 0.09 |
| 7, 14 and 30-lb. wood pails | 0.09 |

BRAND & CO.

| | |
|---------------------|--------|
| Brand's calf's foot | \$3.50 |
| Real turtle jelly | 7.75 |

Licorice.

NATIONAL LICORICE CO.

| | |
|--|----------------|
| 5-lb. boxes, wood or paper | per lb. \$0.40 |
| Fancy boxes (36 or 50 sticks) | per box 1.25 |
| "Ringed" 5-lb. boxes | per lb. 0.40 |
| "Acme" pellets, 5-lb. cans | per can 2.00 |
| " " (fancy boxes 40) | per box 1.50 |
| Tar licorice and Tolu wafers, 5-lb. cans | per can 2.00 |
| Licorice lozenges, 5-lb. glass jars | 1.75 |
| " " 20 5-lb. cans | 1.50 |
| "Purity" licorice 10 sticks | 1.45 |
| " " 100 sticks | 0.73 |
| Dulce large cent sticks, 100 in box | |

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

| | |
|------------------|--------|
| 1 case of 4 doz. | \$3.70 |
| 3 cases | 3.60 |
| 5 cases or more | 3.50 |

Matches.

UNITED FACTORIES, LIMITED. Per case.

| | |
|---------------------|--------|
| Surelight (Parlor) | \$3.50 |
| Flashlight (Parlor) | 5.75 |
| Kodak (Sulphur) | 3.80 |

WALKERVILLE MATCH CO.

| | |
|------------|------------------|
| Parlor— | 1 case, 5 cases. |
| Imperial | \$5.75 \$5.50 |
| Best | 3.50 3.25 |
| Crown | 1.70 1.60 |
| Maple Leaf | 1.90 1.80 |
| Knights | 4.75 4.50 |
| Sulphur | 3.90 3.70 |

Mince Meat.

| | |
|-----------------------------------|---------|
| Wetley's condensed, per gross net | \$12.00 |
| per case of doz. net | 3.00 |

Mustard.

COLMAN'S OR KEEN'S.

| | |
|-------------------|-----------------|
| D.S.F. 1-lb. tins | per doz. \$1.40 |
| 1-lb. tins | 2.50 |
| 1-lb. tins | 5.00 |
| Durham 4-lb. jar | per jar 0.75 |
| 1-lb. jar | 0.35 |
| F.D. 1-lb. tins | per doz. 0.85 |
| 1-lb. tins | 1.45 |

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

| | |
|------------|----------------|
| 1-lb. tins | per lb. \$0.35 |
| 1-lb. tins | 0.32 |
| 1-lb. tins | 0.32 |
| 4-lb. jars | per jar 1.20 |
| 1-lb. jars | 0.35 |

Old Crow," 12-lb. boxes—

| | |
|------------|--------------|
| 1-lb. tins | per lb. 0.25 |
| 1-lb. tins | 0.23 |
| 1-lb. tins | 0.23 |
| 4-lb. jars | per jar 0.70 |
| 1-lb. jars | 0.25 |



Orange Meat.

| | |
|-------------------------|--------|
| Cases, 36 15c. packages | \$4.50 |
| 5 case lots | 4.40 |
| (Freight paid.) | |
| Cases, 20 25c. packages | 4.00 |
| 5 case lots | 4.00 |
| (Freight paid.) | |

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

| | |
|----------------------------|--------|
| "Anchor" brand 1-lb. glass | \$1.50 |
| quart gem jars | 3.40 |

T. UPTON & CO.

| | |
|--|-----------------|
| 1-lb. glass jars, 2 doz. case | per doz. \$0.95 |
| Home-made, in 1-lb. glass jars | 1.50 |
| In 5 and 7-lb. tins and 7-lb. pails, per lb. | 0.06 |

Pickles.

STEPHENS'.

| | |
|-----------------------------|-----------------|
| A. P. Tippet & Co., Agents. | |
| Cement stoppers (pints) | per doz. \$2.30 |
| Corked | 1.00 |

Soda.

COW BRAND.



| | |
|--|--------|
| Case of 1-lb. containing 60 pkgs., per box | \$3.00 |
| Case of 1-lb. (containing 120 pkgs. per box) | \$3.00 |
| Case of 1-lb. and 1-lb. (containing 30 1-lb. and 30 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-lb. pkts. (60 lb.) | per case \$2.70 |
| Case 96 10-oz. pkts. (60 lb.) | per case \$2.80 |
| "MAGIC" BRAND. | |

Per case.

| | |
|---------------------------------|--------|
| No. 1, cases, 60 1-lb. packages | \$2.75 |
| No. 2, " 120 1-lb. " | 2.75 |
| No. 3, " 30 1-lb. " | 2.75 |
| " 60 1-lb. " | 2.75 |

No. 5 Magic soda—cases 100—10-oz. pkgs.

| | |
|---------|------|
| 1 case | 2.85 |
| 5 cases | 2.75 |

"BEE" BRAND.

| | |
|--------------------------------------|-----------------|
| "Bee" brand, 8 oz., cases, 120 pkgs. | Per case \$3.75 |
| " " 10 oz., cases, 96 pkgs. | |
| " " 16 oz., cases, 60 pkgs. | |

Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.

| | |
|----------------------|-------------------|
| Maypole soap, colors | per gross \$10.20 |
| " " black | 15.30 |
| Oriole soap | 10.20 |
| Gloriola soap | 12.00 |
| Straw hat polish | 10.20 |

RABBITT'S.

| | |
|----------------------------------|--|
| Babbitt's "1776" 100 6-oz. pkgs. | \$3.50 per box, 5 boxes, freight paid and a half box free. |
| Babbitt's "Best" soap, 100 bars, | \$4.10 per box. |
| Potash or Lye, bxs. | |

each 2 doz., \$2 per box.
WM. H. DUNN, AGENT.

Two Lines That Lead.

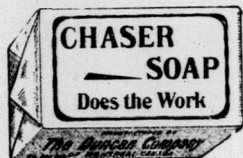
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.,** Botolph House, Eastcheap London, England.



CHASER SOAP.
 1 case \$2 40
 5 cases 2 30
 10 cases 2 20
 20 cases 2 10
 5 per cent. 10 days or 60 days acceptance.

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
 No. 1 White or blue, 4-lb. cartons \$ 0 06
 No. 1 " " 3-lb. " 0 06
 Canada laundry 0 05
 Silver gloss, 6-lb. draw-lid boxes. 0 07
 Silver gloss, 6-lb. tin canisters. 0 07
 Edward's silver gloss, 1-lb. pkg. 0 07
 Kega silver gloss, large crystal. 0 06
 Benson's satin, 1-lb. cartons 0 07
 No. 1 white, bbls. and kegs. 0 05
 Canada White Gloss, 1-lb. pkgs. 0 05
 Benson's enamel. per box 1 25 to 2 50

Culinary Starch—
 Benson & Co.'s Prepared Corn. 0 07
 Canada Pure Corn 0 05
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08
REE STARCH CO., MONTREAL.
 "Bee" brand, cases, 64 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40 lb. \$0 05
 Aome Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 05
 Finest Quality White Laundry—
 2-lb. Canisters, cases of 48 lb. 0 06
 Barrels, 200 lb. 0 05
 Kegs, 100 lb. 0 05
Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07
 6-lb. toy trunks, 8 in case. 0 07
 6-lb. enameled tin canisters, 8 in case. 0 07
 Kegs, ex. crystals, 100 lb. 0 06
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. \$0 07
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
 Boxes of 45 cartons, per case. 3 50

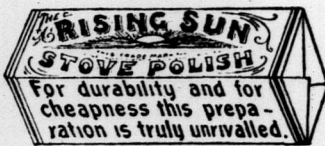
Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 07
 Crystal Maise Corn Starch—
 1-lb. packages, boxes 40 lb. 0 07
ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec.

Culinary Starches—
 St. Lawrence corn starch, 40 lb. 0 07
 Durham corn starch, 40 lb. 0 06
Laundry Starches—
 No. 1 White, 4-lb. cartons, 48 lb. 0 06
 " 3-lb. cartons, 36 lb. 0 06
 " 300-lb. bbl. 0 05
 " 100-lb. kegs. 0 05
 Canada Laundry, 40 to 46 lb. 0 05
 Ivory Gloss, 8-6 family pkgs., 48 lb 0 07
 " 1-lb. fancy, 30 lb. 0 07
 " large lumps, 100-lb kegs 0 06
 Patent starch, 1-lb. fancy, 28 lb. 0 07
 Akron Gloss, 1-lb. packages, 40-lb. 0 06



OCEAN MILLS.
 Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1-gross boxes. 10 00
 Sun Paste, 5c. size, 1-gross boxes. 5 00



DUNN, AGENT.



Enameline No.
 4, bxs., ea. 3 doz. 0 38
 Enameline No. 5
 6, bxs., ea. 3 doz. 0 65
 Enameline
 Liquid, bxs., ea.
 3 doz. 0 75
 Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTON SYRUP.
 Enamelled tins, 2 doz. in case \$3 40
 Plain tins, with label—
 2 lb. tins, 2 doz. in case. 1 90
 5 " " " " " 2 35
 10 " " " " " 2 25
 20 " " " " " 2 10
 (10 and 20 lb. tins have wire handles.)
"BEAVER" BRAND. Per case.
 1 gal. tins, square, 6 in case. \$4 40
 1 gal. tins, round, 12 in case. 4 50
 1 gal. tins, round, 24 in case. 4 60
SMALL'S BRAND—Standard. Per case.
 1 gal. tins, square, 6 in case. \$4 70
 1 gal. tins, round, 12 in case. 4 90
 1 gal. tins, round, 24 in case. 5 30



Teas.
SALADA CEYLON.
Wholesale. Retail.
 Brown Label, 1's \$0 20 \$0 25
 " " " " " 0 21 0 26
 Green Label, 1's and 1/2's 0 22 0 30
 Blue Label, 1's, 1/2's and 1/4's 0 30 0 42
 Red Label, 1's and 1/2's. 0 35 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
 " " " " " 0 20
 Blue Label, retail at 30c. 0 22
 Green Label, " 40c. 0 28
 Red Label, " 50c. 0 35
 Orange Label, " 60c. 0 42
 Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
 " " 60 1-lb. } 0 35
 " " 30 1-lb. } 0 35
 " " 120 1-lb. } 0 35



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's \$0 18 \$0 25
 " " " " " 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 22 0 40
 Brown Label, 1's 0 30 0 40
 Green Label, 1's and 1/2's 0 35 0 50
 Red Label, 1's 0 40 0 60
"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
 Blue Label, 1-lb. and 1/2's. 0 28 0 40
 Green Label, 1-lb. 0 19 0 25
 Green Label, 1/2's 0 20 0 25
 Japan, 1's 0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—
 "Condor" I 40-lb. boxes. \$0 42
 " " " " " II 40-lb. boxes. 0 40
 " " " " " III 80-lb. boxes. 0 35
EMD AAA Japan, 40 lb "at." 0 36
AA 40 0 34
Blue Jay, basket fired Japan, 70 lbs., 0 30
"Condor" IV 80-lb. " 0 32
" " V 80-lb. " 0 30
" " XXXX 80-lb. boxes. 0 25
" " XXXX 30-lb. " 0 26
" " XXX 80-lb. " 0 23
" " XXX 30-lb. " 0 23
" " 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) 2 21

Black Teas—"Nectar" in lead packets
 Green Label, 1-lb. and 1/2's. retail 0 25 at 0 20
 Chocolate Label. " 0 35 at 0 25
 Blue Label. " 0 50 at 0 35
 Maroon Label. " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 33
" " " " " Blue, 1-lb. 0 49
" " " " " Maroon, 1-lb. 0 50
" " " " " Maroon, 1-lb. 1 50

"Condor" Ceylon black tea in lead packets
 Green Label, 1/2's and 1's, 60-lb. cases. retail 0 25 at 0 20
 Grey Label, 1/2's and 1's, 60-lb. cases. retail 0 30 at 0 23
 Yellow Label, 1/2's and 1's, 60-lb. cases. retail 0 35 at 0 26
 Blue Label, 1/2's and 1's, 60-lb. cases. retail 0 40 at 0 30
 Red Label, 1/2's and 1's, 60-lb. cases. retail 0 50 at 0 34
 White Label, 1/2's and 1's, 60-lb. cases. retail 0 60 at 0 40

Black Teas—"Old Crow" blend—
 Bronzed tins of 10, 25, 50 and 80-lb.
 No. 1 per lb. 0 35
 No. 2 " 0 30
 No. 3 " 0 25
 No. 4 " 0 20
 No. 5 " 0 17

LIPTON'S TEA (in packages).

1 lbs. & Sold Color of 1/2 lbs. 1/2 lbs. per lb. per lb.
 Ceylon-India, Ex. ch't A Yellow 45 47 70
 " " " B Red 40 43 60
 " " " No. 1 O Pink 35 37 50
 " " " 3 O Orange 32 40
 " " " 3 O L. Blue 22 26
 " " " 4 O L. Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's, and 10's. \$0 20
 " " " Amber, 5's, and 3's. 0 20
 Chewing—Stag, bars, 100's. 0 43
 " " " Bobs, 5's, and 1's. 0 44
 " " " 10's oz. bars, 6's. 0 44
 " " " Currency, 12 oz. bars, 12's. 0 47
 " " " 6's, and 12's. 0 47
 " " " Old Fox, narrow, 15's. 0 47
 " " " Snowhops, 140's 5's, sp'd'd. 0 61
 " " " Pay Roll, 7's and 6's. 0 68
 " " " Fair Play, 5's, and 15's. 0 68

Vinegars.

E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30
 Condor, pure distilled. 0 25
 Old Crow. 0 20
 Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals. \$5 45 \$10 95
 " " " casks, 60 " 10 25 22 40
 Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— \$4 65
 24 5c. packages. 7 68
 100 10c. " 3 90
 100 5c. " 3 90
 1 case 50 5c. packages free with 5-case lots.
 Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz
 Washboards, Victor. \$1 25
 " " " Crown. 1 45
 " " " Improved Globe. 1 60
 " " " Standard Globe. 1 70
 " " " Original Solid Globe. 2 00
 " " " Superior Sid. Bk. Globe. 2 15
 " " " Jubilee. 2 18
 " " " Pony. 0 95
 Diamond King (glass). 3 10
 Tubs, No. 0. 11 55
 " " " 1. 9 35
 " " " 2. 8 25
 " " " 3. 7 18
 Pails, No. 1, 3 hoops. 1 93
 " " " No. 3. 2 08

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 65
 Gillett's cream yeast, 3 doz. 1 05
 Jersey cream yeast cake, 3 doz. 5c. 1 00
 Victoria " " 3 doz. 5c. 1 00

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cap

0 35
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0 25
0 30
0 17 1/2

Sold
lbs. for
per per
b. lb.
47 70
43 60
57 50
48
30

YRD.
00 30
0 00
0 43
0 44
0 44
0 47
0 47
0 47
0 51
0 52
0 52

Per gal.
00 30
0 25
0 30

quantities
\$10 95
22 40
4 40

04 65
7 80
3 90
base lots.

Per doz
01 35
1 45
1 60
1 70
2 00
2 15
2 10
0 95
3 10
11 55
9 35
8 25
7 10
1 85
2 00

01 65
1 05
1 00
1 00
1 00

they sell—
measure the

Ready-made advertise-
ment
Grocer

ready-made advertise-
ment for the retail grocer.

— Sell for it.

Grocer

Advertisement
for the
Retail Grocer

Decorative
Crystal

RETURNED

JUL - 2 190

*Attached
Page
aws*

Large Assortment

3 doz. at 40c.

2 doz. at 25c.

and show a good profit

You can handle this sample lot to advantage even if you have not another piece of crockery to place in your store.

Write for full particulars

GOWANS, KENT & CO.

TORONTO

18 Front St. East

DAKEY'S
WELLINGTON

JOHN DAKEY

Henry Block

Wellington

JOHN FORD

THE

C
I
P
A