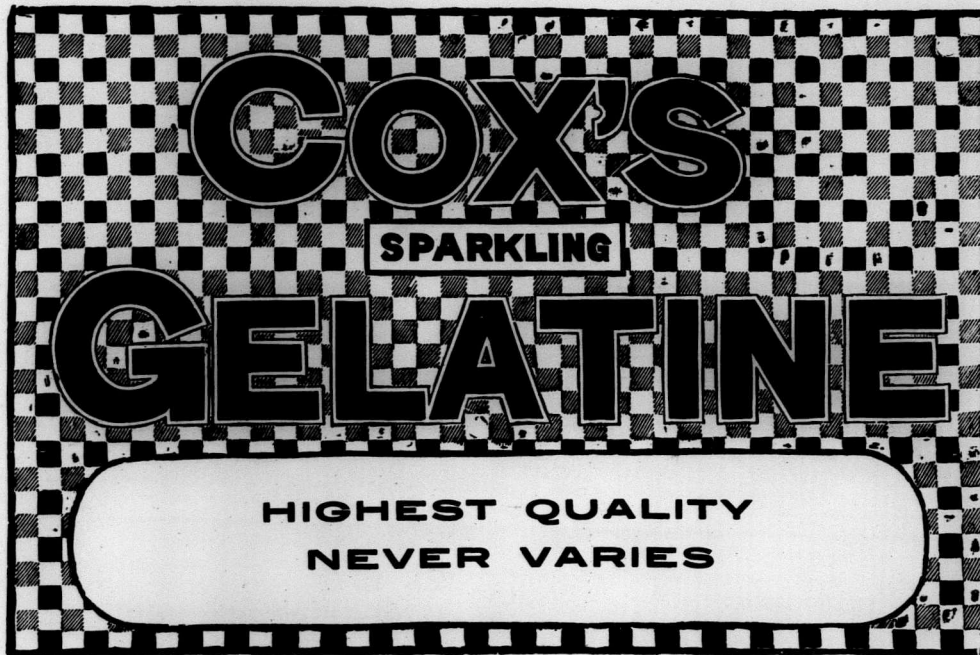


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# Instant Powdered



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

It dissolves **instantly** in hot  
water.

**The Standard Gelatine of the World**

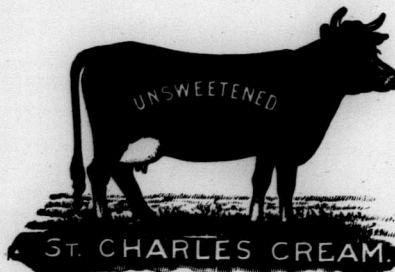
ARTHUR P. TIPPET & CO.,  
General Agents.

Montreal and  
Toronto.

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1.80

THE CANADIAN GROCER

Has stood  
the test  
of every  
climate.



Purest  
and best  
for all  
purposes.

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

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

Home Office and Address:

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

Correspondence and trade orders solicited.

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

# RECEPTION WAFERS

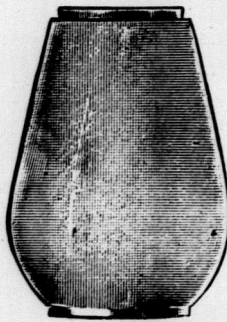
In one pound tins. A very attractive package.  
Something nice for Teas, etc.

## THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

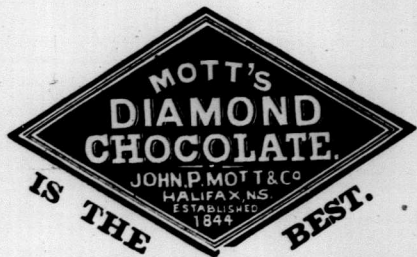
ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.  
THE SYDENHAM GLASS CO.,  
of WALLACEBURG Limited



For Sale Everywhere.

ASK FOR  
**MOTT'S.**



THE  
MOP  
THAT  
THE  
SUN  
NEVER  
SETS  
ON.

### TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly stamped on all of our make, it is a guarantee that the Mop is fitted with a full weight Cloth, one that is sufficiently "stocky" to be of practical use. We can supply an inferior Mop Cloth at \$1.50 less per gross than our regular standard Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

### MERCHANTS

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

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

MADE IN CANADA.

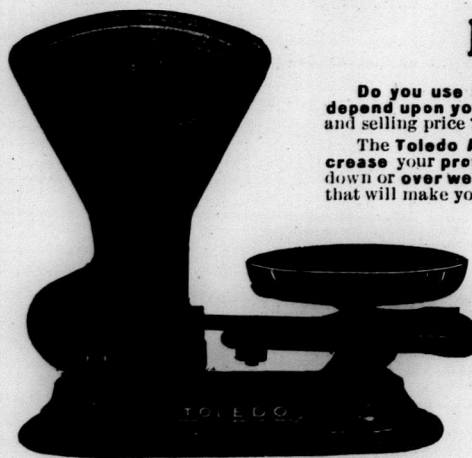
Drop a postal asking for Catalogue to

**DEAN & McLEOD, Canadian Agents,**

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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





### System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

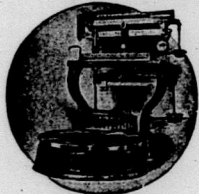
He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays: 10c. worth of 60c. tea; 25c. worth of 1lb. dry fruit; 50c. worth of sugar at 54c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to



Do it to-day.

Ask Dept. "M" for catalogue.

*Save three Pennies*

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

An extremely pleasant drink is a most acceptable thing in the hot weather. Our

## Lime Fruit Juice Lime Juice Cordial Raspberry Vinegar

give the grocer a chance to please his customers. Pleased customers are a store's best asset—so be well stocked with these drinks.

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

124-128 Richmond St. West, TORONTO.

The beautiful golden green color of

## Sovereign Lime Juice



A Shipment of "Sovereign Lime Juice" waiting to be carried by boat from shore to steamer.

suggests a tropical richness and flavour which a drink of it confirms. It is the pure juice of the ripe, sound Lime Fruit. The Dominion Government Analyst reports it to be absolutely pure, and without coloring matter, and this we guarantee, as we control the juice from the tree to the bottle. Only two teaspoonfuls of "Sovereign Lime Juice" are required to make a glass of the most delicious, refreshing and economical summer drink.

All Grocers.

Refined and bottled by \_\_\_\_\_

# Simson Bros. Co. Limited

Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

# GROCERS

—to build up, and to hold  
—your Tea trade there is  
—nothing like supplying  
—your customers with the

Pure,  
Wholesome  
and  
Unadulterated

—it has always  
—pleased and

always will.

# JAPAN

# TEA

Japan Teas  
are  
flavory,  
healthful,  
and  
invigorating.

THE CANADIAN GROCER

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

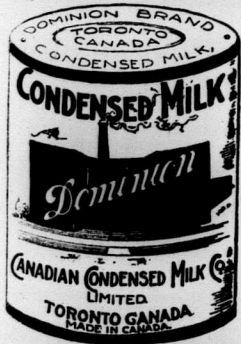
is Cold  
Water

STARCH  
IVORINE

ASK  
TRAVELLERS  
THE PRICE

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

**CONDENSED MILK**



**The Most Attractive and Popular Brand**

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

**TEA ROSE DRIPS**

A PURE  
CANE-SUGAR  
SYRUP

of unsurpassed excellence, which  
sells well and gives uniform satis-  
faction—enough said.

ROSE & LAFLAMME, Agents,  
MONTREAL.

*Nonpareil  
Jellies.*

There's a best in  
everything

and the grocer who wants to sell  
the best Jellies must sell "Non-  
pareil." It is a thoroughly stand-  
ard brand that never varies in  
quality.

ROSE & LAFLAMME, Agents,  
MONTREAL.

# CANADA'S FAVORITE BEVERAGE

Refreshing.

Invigorating.

“It pleases the most fastidious palate.”

A sure revenue for the grocer.

# CEYLON TEA

BLACK and GREEN

Stands absolutely Top

“Do not waste time pushing other growths,

“**Ceylon Tea** sells without pushing.”

## There's no doubt about it

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

### British Columbia Salmon

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

**The British Columbia Packers' Association,**

VANCOUVER, B. C.

You would consider any business man  
who lets an opportunity pass  
him to increase his  
profits

**"A HAS BEEN"**

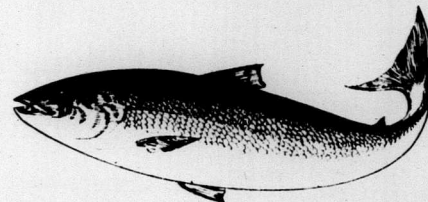
therefore,  
if you have any canning  
or packing to do and have not  
written us regarding the "Perfection  
Canister" You have another guess coming.

**THE DOMINION CANISTER CO.**

LIMITED

**DUNDAS, CANADA.**

### SOCKEYE SALMON



**"Sovereign" and "Lynx"**

**Brands**

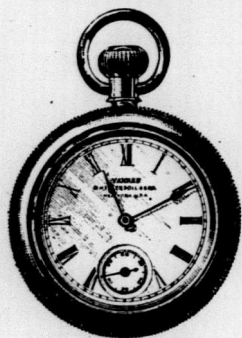
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



## GROGGER'S NOVELTY.



THE  
*Ingersoll*  
American Watches.

RETAIL PRICES, \$1.25 to \$2.50

### ARGUMENT.

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

**First**—It is absolutely guaranteed to keep accurate time.

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

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

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

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

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

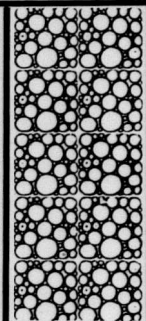
INFORMATION ON REQUEST.

**ROBT. H. INGERSOLL & BRO.**

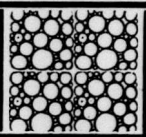
51-53 Maiden Lane.

NEW YORK, U.S.A.

## EVERY GROCER WHO ADVERTISES



MacLEAN  
PUBLISHING  
COMPANY,  
TORONTO



ought to have "100 GOOD ADS. FOR A GROCERY STORE," recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

## Worcestershire SAUCE

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

### CANADIAN AGENTS:

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

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

Sole Manufacturers

# Stretton & Co., Limited,

## WORCESTER, ENGLAND.

# You Know

that it does not pay to force inferior goods on to your customers. If they are good-natured, they may stand it for awhile, but they are sure to notice it, and you will be the loser in the end.

## ST. LAWRENCE

Granulated and Yellows are the best going, and the public are appreciating this more every day.

---

The St. Lawrence Sugar Refining Co.,  
Limited,

MONTREAL.

THE CANADIAN GROCER

IT'S A  
FACT.

# AURORA CEYLON JAPAN

PROVE  
IT.

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

ASK OUR TRAVELLERS ABOUT IT.

ORDER A SAMPLE PACKAGE.

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

## Wood's Primrose Ceylon Tea

### THE SECRET OF IT

is in the intrinsic value received by the consumer. There lies the final test.

Careful, unvarying deliveries of accurately tested products bring sure results, as in the case of our famous PRIMROSE TEAS.

The knowledge and skill in selection, the excellence of preparation, the beauty and convenience of the package, all conspire, too, to make these Teas easy, agreeable and profitable to sell.

Both consumer and dealer are abundantly satisfied.

THE CORRECT THING  
FOR  
ICED TEA.

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



REGISTERED.

Trade Mark.

# Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited  
HAMILTON.

Correspondence Solicited.

# CANADA BROKERAGE CO., Limited

48 WELLINGTON ST. EAST,

TORONTO.

F. W. HUDSON,

President.

W. F. MORLEY,

Vice-President.

H. T. WILSON,

Sec.-Treas.

DD

Phone Main 2282.

" Main 870.



General Agents and Wholesale Dealers  
in Fancy and Staple Groceries.

## Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

WHILE great interest is undoubtedly felt in such large projects as the new transcontinental line, and in tariff changes

which, of course, invariably affect the pockets of large classes in the community, there is, after all, nothing to equal, in intensity, the feeling aroused by a personal charge against some member of the House. At once the parties seem to harden, and two camps appear, the one imputing the worst of motives to the accused, the other absolutely unable to see anything, even suspicious, in his conduct. History, parliamentary history, proves that charges against members for breach of the independence of Parliament are, like other proceedings, sometimes well, frequently very ill, founded. While, as we have said, feeling runs high during the "prosecution," where this is successful, it is wonderful how quickly hostility turns to sympathy. Herbert Spencer has noted this tendency in ordinary criminal cases, and has summed it up by saying that a rascal till caught is called "bad fellow," and thereafter "poor fellow." We presume that Mr. Spencer made this generalization on the facts of the time at which he wrote it, and, unprovided with that prophetic vision which might have shown to him the "bad fellow" after catching, in the hands of an American mob, treated with anything rather than the kindly feeling which "poor fellow" suggests—but this is a digression.

To return to our tale, Thomas McGreevy was run down through a parliamentary investigation. True, it was at the hands of a civil court that he received the sentence which placed him behind prison bars, which met with the approval of all honest citizens whatever their politics, and which broke his heart, and quickly sent him to his grave. And yet, to this day, one can hear in Ottawa words of regret at his fate. His great geniality and good heartedness are remembered, and his sins, atoned, are forgiven him. When this is the case with a great offender, how much more must it be so with one of the minor class, and how much greater still when the accused is honorably acquitted. In an earlier issue we described the case of Mr. Schell,

who was "on the carpet" because his partner sold three dollars and a half worth of scantling to a Government agent. This case naturally excited mirth rather than intensity of feeling, and his Conservative opponents were the first to rise in the Privileges and Elections Committee and exonerate him, and dismiss the petty charge.

\* \* \*

Quite different has been the trial of George M. Loy, member for Beauharnois, accused of selling a lot, at his home in Valleyfield, with the knowledge that it was intended for the ultimate use of the Government. Mr. Loy's political experiences have been varied, to say the least. Commencing in 1900 by scoring a sensational victory over the clever and popular J. G. H. Bergeron, he was not long allowed to enjoy his triumph, for a protest soon forced the resignation of his seat. At the election which followed, he once more "vanquished and overcame all his enemies," and for some months he enjoyed peace. Then came this charge upon him, like a bolt from the blue, and it has been probed to the very bottom. To show our readers how careful a member of Parliament has to be, we emphasize the fact that the sale of the lot for \$10,000 was proved at the enquiry (all the evidence is, of course, taken under oath, as in any court of justice) to have been at a reasonable price, and the Conservative members did not press this aspect of the case. Mr. Loy sold to a vendee, who afterwards sold to the Government for a post-office site, but on proof that he knew the ultimate destination of the property he would be obliged to forfeit his seat. It finally came down to this fine contention, that even if Mr. Loy did not know for what purpose the land was to be used at the time he entered into an agreement to sell it, he did know before he actually signed the deed, the knowledge having come to him between the two events, and that even this slight approach to evil was sufficient to deprive him of his seat. Truly, a member, if he wishes to enjoy his position, must at least try to be like Caesar's wife, beyond suspicion. The committee met several times, and held long sittings and the result of it all was a report by

the Liberals exonerating Mr. Loy (we neglected to say that he swore he had no knowledge whatever as to the destination of the ownership of the property up to the time when he signed the deed), and a minority report by the Conservative members of the committee fixing him with guilt. Then, of course, followed a lengthy debate in the House on the presentation of the reports, and this was succeeded by a vote in which Mr. Loy was "acquitted" by sixty-five majority. Mr. Monk, arguing in support of the minority report, disclaimed all personal animus, and we can readily credit this, for Mr. Loy is a man of gentle manners, well liked by all who meet him. Leaving aside altogether the credibility of the evidence, it really does not seem likely that any man would take the great risk involved in even a well shaded dealing with the Government to dispose of a property worth ten thousand dollars, at a price not in excess of its value. Knowing something of human nature, we can understand a man taking some pretty long risks for big rewards, but to take a chance on losing a seat that he had had to win twice in two years with the added penalty of a fine of one hundred dollars a day for every day he sat in the House after the transaction, merely to sell a property at its real value is not a very likely act for a shrewd man, let alone one not entirely bereft of his reason. Some of the Conservative members refrained from voting when it came to the test, and the whole Independent party (that is, Mr. Jabel Robinson) voted solidly for acquittal. After the vote was announced, Mr. Loy was sent for to resume his seat, which he did amidst thunders of applause from his own side, and many a kindly smile from his political opponents.

\* \* \*

In our last issue we purposely refrained from any comment upon the transcontinental railway scheme, which was last week laid, by the Premier, before Parliament. We did so because every daily in the land was making special effort adequately to report the speeches of the rival leaders, and giving strenuous efforts to the production of editorials suitable to the great occasion. Now that matters have again somewhat quieted down, we

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

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



DURABLE  
 3000 TONS SOLD YEARLY

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.

may be excused for saying a few words, not by way of criticism of the scheme, that would be entirely beyond the scope of these news items, but about anything that may be of interest directly or indirectly connected therewith.

• • •

In the first place it is an acknowledged fact that the Liberals were fully as much pleased with the vigor displayed by Sir Wilfrid in his speech of two and a half hours duration, as they were with the speech itself. The fact cannot be denied that "the Chief," as he is popularly called by his followers, has their affection in a way recalling the love of the Conservatives for Sir John A. Macdonald when at the height of his success. Very naturally then, the sight of a man who has been pronounced in bad health standing up for so long a period, and delivering a great speech, was an inspiring one to his many friends, and the cheers which again and again broke forth like a tempest were evoked not altogether by eloquence and glowing promises of a great future, but in part, by the feeling long pent up which found relief in this popular demonstration.

The vigor of the Government supporters aroused a counterblast in the Opposition, and when Mr. Borden arose to criticise the policy of the party in power, his little band showed no lack of either loyalty or enthusiasm. Of Mr. Borden's speech much has been said by the party press. The Liberals have striven to belittle it, the Conservatives to magnify it. The truth seems to be that it was a very praiseworthy effort, all things considered. We say "all things considered." It came immediately after one of the greatest speeches ever delivered by one of the greatest Canadian speakers. If there was ever a time when careful preparation was necessary, surely this was the time. And yet for preparation Mr. Borden had scarcely time at all. True, the Globe had, with fair accuracy, outlined the

terms of the agreement with the G.T.R. several weeks ago, but these terms had after all been largely modified, and so the opportunity to meet some of Sir Wilfrid's most telling argument after careful thought was entirely lacking. The opinion has been expressed by many that Mr. Borden would have been quite justified, nay, more wise, to have deferred his criticism until next day, thus giving to himself an opportunity to study out the terms of the contract as laid on the table of the House. It is argued that when so great an undertaking was under discussion, he would have been acting quite within his rights in refusing to join battle immediately. His reason for doing so, however, was plainly stated by Mr. Borden himself. He took the ground that if he said nothing at once, the press of his opponents would take an unfair use of his silence, by saying that he said nothing because the presentation of Sir Wilfrid was unanswerable. From this standpoint, and there is certainly some reason in his contention, he found himself on the horns of the dilemma, and choosing what he evidently considered the less sharp of the two he preferred to make an impromptu speech in answer to a carefully prepared one, and to let the two go out together to the country and stand comparison. It was a bold choice, but Mr. Borden is something of a fighter, and it was after all the course which might have been expected of him. He will, it is true, have plenty of opportunity to make a more careful speech later on when the second reading of the bill comes up, but first impressions often stick with those, and they are many, who take but a moderate interest in politics, and who cannot "be bothered" to read everything that is said even by the leaders on any particular subject, let it be never so important.

• • •

Great is the difference of opinion expressed by those who profess to know something of the country through which the new road is to pass, as to its capa-

bilities and resources. Many, it is true, see all through the rouge spectacles of the Liberals, or the blue spectacles of the Conservatives. To the former the new land is one of promise, one which will develop into a source of wealth for millions of Canadians yet to be; for the other it is a barren waste, unfit for human habitation, over which a railroad can never be operated without constant and heavy loss. What a difference it makes after all whose ox is gored! In the days of the C.P.R. building we found the Liberals, the opposition of that time, pessimistic, freely prophesying that the road throughout many of its parts would never make enough to pay for its axle grease, while the Conservatives, the then Government, were full of optimism, prophesying great things and that the wilderness would be made to blossom like the rose. They were right, these Conservatives, and to-day, as good Canadians, let us hope that once more the optimists will prove their correctness.

• • •

I have talked recently with a lumberman of the Ottawa valley who has had exploring parties out through the region south and east of James Bay in search of timber and spruce limits, who assures me that the country is valueless, one great muskeg. I have had a conversation recently with a surveyor of repute from Toronto who has travelled a little further west and who told me with enthusiasm of the magnificent resources of that north land in spruce forests and water powers. As to the forests, and his travels extended through Lake Abitibi and the Moose River, with all its tributaries, he asserted that its area is immense, and its quality superb. How can we reconcile these apparently contradictory statements? It is not hard; the country is immense, there is room for both muskeg and spruce; the surveyor was fortunate enough to strike the latter, the exploring party unfortunate enough to encounter the former.

# They've Been Mighty Scarce

but you will see them all next week---

**“OUR TRAVELLERS.”**

**Lucas, Steele & Bristol, - Hamilton**

## Machine-Packed Tomatoes.

Our famous Brands—**Jersey, Standard, Old Church**—Tomatoes will be packed this season by machinery. The hand will not touch the flesh of the tomato. You will be able to make better profits on these goods, as your customers who like their goods nicely and cleanly put up will pay you 10 cents a tin, in preference to three for 25 cents put up in the old way. Our goods will cost you very little more.

Insist upon your wholesale grocer supplying you with

**OLD CHURCH MACHINE-PACKED TOMATOES.**

**Standard Canning Co., - - - Hamilton.**

## To Our Friends In

**New Ontario, Manitoba and Saskatoon.**

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

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

**JAMES TURNER & CO.,** Wholesale Grocers, **Hamilton.**

Write, Wire or Phone Us at Our Expense.

# THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt  
Shippers }

49 Front Street E.,

TORONTO



## NOTHING BETTER

THE SUPERIORITY  
OF AN ARTICLE IS  
PROVEN BY ITS IM-  
ITATORS.

IMITATORS OF OUR JARS  
AND LABELS WRITE OUR  
CUSTOMERS AS FOLLOWS:

"WE THINK IT A SUPERIOR ARTICLE  
TO MacLaren's Imperial."

### THANK YOU, MR. IMITATOR, THANK YOU.

WHAT BETTER RECOMMENDA-  
TION DO YOU WANT FOR  
MacLaren's Imperial Cheese?

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

#### JULY FRUIT CROP REPORT.

The July fruit crop report of the Dominion Department of Agriculture, just issued, says:

Weather conditions on the whole have been favorable for July, and hence there is no marked change since the June report.

Winter apples will be a full crop in Nova Scotia, medium to full crop in Southern Ontario, Georgian Bay and Lake Ontario Districts. In Eastern Ontario and Quebec the crop is light.

Early apples are a medium to full crop everywhere except in Quebec.

Pears will be a light crop, except in parts of Southern Ontario and Nova Scotia:

Plums are a medium to full crop in all plum-growing sections, with not more than the usual amount of rot.

Peaches promise well in Essex and the Niagara peninsula.

Grapes are a medium crop, except in Essex and Kent, where they are almost a complete failure.

#### UBERO FOR THE EXHIBITION.

H. G. Brown, who has charge of the Canadian business of The Ubero Coffee Co., Ltd., of Boston, and whose headquarters are Montreal, was at the King Edward hotel, Toronto, over Saturday and Monday, arranging for an exhibit of Ubero coffee at the Dominion Exhibition. Mr. Brown is enthusiastic over the prospects afforded by Canada and reports that Ubero coffee is meeting with a gratifying reception at the hands of the Canadian people. Ubero is one of the Mexican states, a level plateau in the midst of the mountains, and is particularly adapted for the raising of a high grade of coffee. The Ubero Coffee Co. have recently acquired a concession of 300,000 acres, giving them now an estate of 600,000 acres of the most suitable land for this industry. Mr. Brown expects to inaugurate an extensive advertising campaign in connection with the display at the exhibition.

## THE CANADIAN GROCER

### REPLY TO WATCH DOG.

Editor CANADIAN GROCER :—

SIR,—Your correspondent, "Watch Dog," having uttered a warning growl to those travellers who are not bound by a vacation agreement and are exercising their undoubted right to continue working while others rest, appears to have overlooked the fact that the grocery travellers do not represent the whole vinegar, tea and spice interest of Canada, and his attempt to call down the wrath of the retail trade upon those who perhaps wish to observe a more convenient time for holi-

day making, breathes a spirit of narrow self-interest quite unworthy of those whose cause he champions. "Watch Dog" would, no doubt, growl more vigorously should those vinegar, tea and spice men agree upon a certain holiday season and attempt to "boycott" all the grocery travellers who did not find it convenient to fall into line.

In order that he may become a more useful "Watch Dog," let him avoid becoming a "dog in the manger."

Yours,  
FAIR PLAY.

Toronto, Aug. 8, 1903.

### MONTREAL RETAIL GROCERS' ASSOCIATION.

The monthly meeting of the Retail Grocers' Association was held at Monument National last Thursday, 6th inst. A very large attendance was present. President Ald. Turner was in the chair, ably assisted by Secretary Dixon and Treasurer Felix Bigaouette. The principal occupation of the committee was the presentation of the prizes competed for at the association's recent picnic at St. Hyacinthe, and the winners of the different events were highly pleased with the valuable prizes presented. The next meeting of the association will be held Thursday, September 3.



### UPTON'S

JAM IS THE FINEST  
PRODUCT OF ITS  
CLASS ON THE MAR-  
KET; USED IN EVERY  
HOUSEHOLD AND  
SOLD BY EVERY UP-  
TO-DATE GROCER.

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

### INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A London firm doing a brokerage and merchant's business in grain, chiefly wheat, is anxious to obtain the agency for a reliable firm of grain merchants in Canada.
2. Inquiry is made for names of shippers of Gaspé dried codfish from Canada.
3. A South African firm inquire through their English agents respecting Canadian-made disc ploughs, mealie planters and manna sowing machines.
4. A Belfast firm offering good references is desirous of representing reliable Canadian milling firms exporting flake and oat meal, etc.
5. A Sheffield firm of tool steel manufacturers is desirous of falling in with a reliable wholesale hardware dealer in Canada who can hold a stock of best quality tool steel, as used by engineers, ship-builders, etc.
6. An English firm of cider manufacturers and bottlers are desirous of hearing from Canadian exporters who will be in a position to ship large quantities of next season's production.

Among the inquiries received by the Canadian Section of the Imperial Institute were the following :

1. A company manufacturing edge tools wishes to hear from Canadian manufacturers who can supply hickory handles for same in quantity.
2. The manufacturers of sauces ask to be placed in touch with a Canadian firm prepared to take up sale of their goods.
3. A Liverpool house conducting an export trade in grocers' sundries and specialties invites correspondence from Canadian importers of these lines.
4. An inquiry has been received for the addresses of Canadian producers of spruce and hemlock oils.
5. A Swiss manufacturer of pates alimentaires is prepared to appoint a suitable Canadian resident agent.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

WE SELL

# Vinegar

It will pay you to  
handle the best—

## "IMPERIAL"

THE  
DAVIDSON & HAY,  
LIMITED,

Wholesale Grocers,  
TORONTO.



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Normandy Butter.

**A** WRITER in The Rural World, England, is not enamoured with Normandy butter, the process under which it goes having been observed by him in a recent trip to France, along with a party of English dairy farmers, and described as follows:

"The Normandy blender who was visited was asked how he obtained his butter, and he replied that he collected it from different districts around his factory, from the farm houses, but mainly from the market towns. This butter comes to the factory in large conical baskets, some two feet six inches wide at the top, and some fifteen inches wide at the bottom. Each basket is lined with more or less white linen, the butter being then enveloped by it. On arrival at the factory it is taken out in lumps, and placed immediately upon a butter-worker of some two yards in diameter, worked by power. As the butter-worker revolves, water trickles upon the roller of the butter from a horizontal cylinder placed some eighteen inches above. This is the first process that somewhat surprised the British dairy farmers, as in the revolving process the butter was pounded very vigorously by two or three individuals in turns, whose hands were the opposite of clean, and who, when they had worked the butter sufficiently, stopped the machine, took the butter up, and carried it away some few yards to a blending machine. This blending machine is much like a 36 gallon cask on end. It is worked by power. A perpendicular spindle runs from the centre of the bottom to the top, and this, with the help of a number of arms, catches the butter and pounds it to a consistency which is very little above, apparently, thick cream by the time the operation is finished (about five to ten minutes). The butter is not lifted from this mixing or blending machine, but is run off like treacle from a grocer's tin, a door or handle at the bottom of the mixer being provided for the purpose of raising and closing. The butter as thus cut off is again returned to the butter-worker; but, on this occasion, no water is allowed to trickle on it, as the object is to express all possible moisture. It is on the worker pounded once more vigorously by hand, as the

worker revolves, and eventually carried off to an adjoining table, where it is measured and packed for market."

## Dr. Wiley and Food Preservatives.

The experiments of Dr. Wiley on his "Borax Squad," with a view of determining the effect of chemical food preservatives upon consumers, are of very vital interest. It is impossible at this early date to state definitely what the experiment will finally demonstrate. Two facts at least have been proven. The first of these is that the use of borax preservatives in food diminishes the natural weight of the human body, and that persons who consume such food will not return at once to their former weight when the experiments are stopped. The second fact is that the use of borax tends to reduce the amount of nitrogen in the human body, and that the volume of nitrogen will not again return to that existing before the experiments.

In an address before The National Association of Food Commissioners, Dr. Wiley, in summing up the results of his work, said: "Foods can be preserved for a reasonable length of time in most circumstances without resorting to any chemical preservative or added preservative of any kind. Simple sterilization, which can be applied to most foods, is most effective and the least objectionable of all forms of food preservation. There may be occasions of emergency or exigency in which the use of a chemical preservative is rendered imperative.

"It may be a wise policy not to inaugurate absolute prohibition against all preservatives, but it certainly is true that wherever for any reason a preservative must be used, the package of food containing it should be clearly marked."

## Argentina's Meat Supply.

Extraordinary progress has been made in recent years in Argentina in the production and export of beef and mutton. Herbert Gibson, who makes a report on the subject in The North British Agriculturist, states that whereas in 18.5 it was difficult to get 40,000 steers in Argentina that were fit for the British market, the output since then has increased by 40,000 head per annum, and last year it totalled 250,000 head. Mr. Gibson asserts that Argentina's export

of beef and mutton will continue to go up by leaps and bounds. Indeed, he considers it not unreasonable to believe that by the end of the present decade Argentina will be able to export to the European market — which practically means the British market — no less than 10,000,000 hundredweight of beef and 5,000,000 hundredweight of mutton, or about double the total quantity of beef and mutton which the British market at present requires to import annually in order to meet the wants of its teeming population.

## German Meat Inspection Law.

The new German meat inspection law which went into effect on April 1 of this year has paralyzed the export of American meat to Germany, as may be gathered from the following figures culled from United States Consular reports.

Imported from U. S. during month of May.	1902. lbs.	1903. lbs.
Prepared beef.....	466,600	99,600
Prepared Pork.....	810,400	29,200
Hams.....	212,600	200

From the fact that of 768 pieces of bacon, sides and hams inspected at Stettin since the law went into effect not one piece was rejected and as a sharp advance is anticipated, so soon as the immense stocks which were "laid in" before the law went into effect are exhausted, the consul is of the opinion that the law will undergo a modification in the near future.

## Stones for Butter.

**T**HE Copenhagen correspondent of The London Daily Telegraph writes: "According to information which has reached here, the Russian police are on the track of a gang of thieves who are responsible for the despatch of large consignments of 'Siberian butter' to England and other countries, which must have caused no little surprise to those receiving them. Their method has been an ingenious one. A member of the gang obtained employment as carman by a butter exporter, and it became his duty to take down the casks from the stores to the railway and steamship wharves. This man was intercepted en route, the casks of butter rolled out of his van, and others substituted of the same weight, but filled with stones and earth, which were duly forwarded to the consignees.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.



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

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

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

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

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

SEND FOR PRICE LISTS.

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

## **FEARMAN'S ENGLISH BREAKFAST BACON . . .**

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

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

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

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

## **Mess Pork, Short Cut Pork, Plate Beef.**

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

**RELIABLE GOODS AT RIGHT PRICES.**

Write or wire for special quotations on car lots.

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

LIMITED

## REFRIGERATORS.

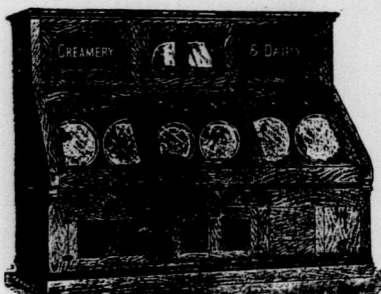


Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

### Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.



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

**C. P. FABIEN,**

Merchant and Manufacturer, 3167 to 71 N. Dame St. Montreal, Can. Write for Illustrated Catalogue.

# Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

**Hamilton Stamp & Stencil Works,**

HAMILTON, ONT.

Headquarters for everything in our line.

**BUTTER PARCHMENT PAPER.**

**BUTTER TUBS.**

Prompt shipment ex Factory or Warehouse.

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG.

## DAIRY PRODUCE AND PROVISIONS

The change was effected in a store which the gang had rented in a deserted street."

### Exports of Cheese from Montreal.

Exports of cheese from port of Montreal for Europe, for the week ending Aug. 10, 1903:

	CHEESE.		
	Local.	Thro'.	Total.
To Liverpool—			
Parisian, Aug. 8.....	20,700	2,378	23,078
Mount Temple, Aug. 7.	8,529	2,544	11,073
To Manchester—			
Man. Trader, Aug. 7...	4,488	....	4,488
To Glasgow—			
Salacia, Aug. 6.....	3,326	579	3,905
Sardinian, Aug. 5.....	2,973	1,086	4,059
To London—			
Devona, Aug. 8.....	25,195	4,085	29,280
To Bristol—			
Monteagle, Aug. 8.....	22,615	1,007	23,622
Furcoman, Aug. 4.....	5,685	547	6,232
Total.....	93,511	12,226	105,737
Corr. week last year....	32,337	7,031	39,368
Corr. week, 1901.....	33,425	7,550	40,975
Total Shipments since			
May 1st, 1903.....	943,295	213,168	1,156,463
Corr. period, 1902.....	741,226	168,168	909,394
Corr. period, 1901.....	575,952	95,221	671,173

### Ingersoll Cheese Board.

Offerings on the Ingersoll Cheese Board Tuesday were 400 boxes. No sales; 9½c. was bid. Salesmen were asking 9¼c. There were several salesmen in town who did not board.

### Visible Stocks of Lard.

The N. K. Fairbanks Co., Chicago, Ill., under date of August 3, write "The Canadian Grocer" as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on August 1, to which we add estimates of former years, and stocks in cities named:

	1903. Aug. 1.	1903. July 1.	1902. Aug. 1.	1901. Aug. 1.	1900. Aug. 1.	1899. Aug. 1.
Liverpool and Manchester .....	26,000	22,000	16,500	18,000	24,000	54,000
Other British ports.....	8,500	9,000	2,500	6,500	6,000	7,500
Hamburg.....	14,000	15,000	14,000	13,500	12,500	22,500
Bremen.....	1,500	2,000	1,000	1,000	3,000	3,000
Berlin.....	1,500	2,500	1,000	2,000	2,000	2,500
Baltic ports .....	12,000	13,500	6,500	11,000	6,500	8,500
Amsterdam } .....						
Rotterdam } .....	1,000	500	3,500	2,000	3,000	2,500
Mannheim } .....						
Antwerp .....	1,000	2,000	1,500	6,000	6,000	7,000
French ports .....	900	1,000	1,100	2,000	4,000	4,500
Italian and Spanish ports.....	500	500	1,000	1,000	1,000	1,000
Total in Europe .....	66,900	68,000	48,600	63,000	68,000	113,000
Afloat for Europe .....	40,000	50,000	42,000	54,000	42,000	65,000
Total in Europe and afloat.....	108,900	118,000	90,600	117,000	110,000	178,000
Chicago prime steam.....	75,554	45,618	46,529	51,116	117,718	220,983
Chicago other kinds .....	9,593	11,643	11,488	11,076	20,936	9,430
East St. Louis .....	1,760	844	900	8,011	10,200	15,000
Kansas City .....	7,891	10,044	4,315	14,037	11,933	25,721
Omaha .....	5,569	5,742	4,171	6,908	5,492	4,190
New York .....	7,182	7,834	6,555	11,467	8,074	17,069
Milwaukee .....	2,542	2,473	908	3,365	8,583	11,762
Cedar Rapids .....	.....	.....	3,493	1,579	2,210	1,369
South St. Joseph.....	4,497	3,246	2,476	4,420	1,263	10,269
Total tierces.....	223,488	207,444	171,345	229,029	296,409	493,793

### Victoria Cheese Board.

The Victoria Cheese Board met in Lindsay on Monday. Buyers present: Fitzgerald, Gillespie, Cook, Bailey and Flavelle. Highest price paid was 9½c. Mr. Fitzgerald secured 797 boxes, Mr. Flavelle 480, and Mr. Cook 182. Five factories refused to sell and were allowed to sell off board.

### Export Eggs.

The following information concerning the requirements of the British egg market is from the report of the Dominion Commissioner of Agriculture:

"The grade of egg which is in good demand in Great Britain is one weighing 15 pounds per great hundred, that is 15 pounds per 10 dozens, which is equal to two ounces per egg or 1½ pounds per dozen. A small quantity imported into Great Britain from France go as high as 17 pounds per great hundred. For every half pound which eggs weigh less than 15 pounds per great hundred, the value is lessened by about one cent per dozen.

"Eggs should be graded as to size. A higher value will be obtained for a given quantity of eggs graded into three sizes—large, medium and small—than if they are sent with the sizes mixed promiscuously. Eggs of a brown shade of color are preferred.

"The preferred size of egg case for export is a wooden case, holding thirty dozen eggs, paper-filled—that is, having pasteboard frames with a separate space for each egg. These cases, holding 30 dozen each, measure about 28 inches long, 12½ inches wide, and 13 inches high, outside dimensions.

"For the safe carriage of the eggs, it is important that they should not be stored in a warehouse, on the cars, or on board the steamship, in proximity to any cargo from which they would acquire a

When it comes to looking after the grocer's interests there is no one ahead of us

# Blue Ribbon Ceylon Tea

was the first tea advertised to be sold at 40c. per pound. Every grocer is our agent.

## GILLETTS GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . .

- Magic Baking Powder.
- Gillett's Perfumed Lye.
- Imperial Baking Powder.
- Gillett's Cream Tartar.
- Royal Yeast Cakes.
- Gillett's Mammoth Blue.
- Magic Baking Soda.
- Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.  
(ESTABLISHED 1852)

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

When you have any

# BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

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25,721  
4,190  
17,069  
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1,369  
10,269

493.79<sub>3</sub>

DAIRY PRODUCE AND PROVISIONS

flavor. The carrying of eggs with a cargo of apples has been known to impart to them a flavor which impaired their value. They should be carried on the cars and on the steamship at a temperature of from 38 to 42 degrees F. When cases containing eggs are removed from the cold storage chambers they should not be opened at once in an atmosphere where the temperature is warm. They should be left for two days unopened, so that the eggs may become gradually warmed to the temperature of the room where they have been deposited. Otherwise a condensation of moisture from the atmosphere will appear on the shell, and give them the appearance of sweating. This so-called 'sweating' is not an exudation through the shell of the egg, and can be entirely prevented in the manner indicated."

Cold storage eggs are sold in Great Britain as "Canadian fresh eggs," and the prices last year ranged from 7s 6d to 8s 6d per long hundred (120 eggs) during September and October, and from 7s 9d to 8s 6d per long hundred during November and December.

Provision Notes.

G. W. Piatt, butcher, Hagersville, has sold out.

James Bolger, butcher, Belmont, has been succeeded by George Wanless.

A. A. Davis & Co., cheese and produce, Brockville, Ont., have dissolved partnership.

Live hogs sold in London market last Monday at \$6.25 cwt.; dressed hogs were \$8.00, but few were offering.

The capital of The National Creamery and Produce Co., Ltd., Winnipeg, has been increased from \$15,000 to \$50,000.

The Sultan has issued a decree opening the Turkish Empire to American pork. Turkey has been closed against the great American hog since 1881.

The Lakeside Cheese Factory, about three miles from Harrington, near Stratford, was totally destroyed by fire last week. The buildings, equipment and half the July make of cheese were entirely consumed. The loss is about \$2,000. The buildings and contents were insured.

THE PROVISION MARKETS.

TORONTO.

The demand for cured meats continues firm, the leaders being hams and lard. No change is reported since last writing. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13 1/2	0 14
Large hams, per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 10 1/2	0 11
Backs, per lb.	0 14 1/2	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 9 1/2	0 09 1/2
" tubs	0 09 1/2	0 10
" pails	0 10	0 10 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2

Dressed hogs, light weights, per 100 lb.	7 50	7 75
" heavy	7 25	7 50
Plate beef, per 200-lb. bbl.	12 50 1/2	
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

Market is steady with a moderately good trade in smoked meats and lard. Quotations as follows:

Heavy Canadian short cut mess pork	\$20 50	\$21 00
Canadian short cut clear pork	19 50	20 00
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12 1/2	0 13 1/2

Canada short cut mess pork is in little more demand.

LARD.—A fair inquiry is noticed this week, though prices are unchanged. Quotations as follows:

"Boar's Head" brand	0 08 1/2
Carloads, less	0 00 1/2
60-lb. tubs, over tierce	0 00 1/2
20-lb. tin pails	0 00 1/2
20-lb. wood	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 95
" in tubs, 50 lb., per lb.	0 09 1/2
" in tins, per lb.	0 10 1/2

ST. JOHN, N.B.

The price of pork, while firm, is low. There is a wide range in quality, and there is very little of really best stock. Buyers will not pay for it. There is not the demand of a few years ago for the extreme fat pork. Beef is unchanged. Pure lard continues unchanged at the lower prices. Refined lard moves very slowly. In fresh meats, beef and lamb are the sellers. Prices show little change. Domestic beef is low. Lamb is now splendid quality. Some little veal is still offered. There is very little pork or mutton seen. We quote:

Mess pork, per bbl.	\$19 50	\$22 00
Clear pork	17 50	18 00
Plate beef	13 00	15 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 05	0 06
Veal	0 07	0 09
Lamb	0 08	0 09
Pork	0 07	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 10 1/2	0 11
" pails	0 11	0 11 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" pails	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 09 1/2
" pails	0 09 1/2	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—The market still continues featureless. Little creamery and no dairy is being exported. The quality is not particularly good just at present. Much is being offered, but dealers are not disposed to be anxious to buy. Prices are unchanged. We quote:

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

CHEESE.—A firmer tone has characterized the cheese market this week and quotations are advanced 1/2c. The 9 1/2c. paid at the Lindsay Cheese Board was regarded as a hopeful sign. We quote:

Cheese, large, new	Per lb.	0 10	0 10 1/2
twins, new	0 10 1/2	0 10 1/2	

MONTREAL.

CHEESE.—Though the market is quiet, a fair amount of business was done, confined, however, principally to Quebec and Easterns at lower range of prices. Western boards are considered too high. The recent spurt is undoubtedly due to shorts covering, though some dealers are bullish, and look to 10c being made before end of August. Shipments at this port from May 1st to date are over 1,000,000 boxes. Contrary to expectations, an advance of 1/2 to 3/4c was noted here this week, due, no doubt, to short dealers covering. It is not anticipated by the trade that this advance can be maintained, as there is a good deal under process throughout the country, both in Ontario and Quebec.

BUTTER.—Market dull, cable sales being small, and very little export business doing. Local prices range:

Eastern Townships, fine	0 18 1/2	0 19 1/2
" fancy prints	0 19	0 19 1/2
Western creamery, finest	0 17 1/2	0 18 1/2
" good	0 16	0 17 1/2
Dairy	0 14	0 15

EGGS.—Prices are steady at about 14c. for fresh straight gathered stock. The local feeling is not very strong. June local exporters are making shipments of fresh stock, well selected and heavy. The market on the other side, however, it is feared, will give poor returns for cost here, owing to the enormous quantity of Russian awaiting release from pickle.

ST. JOHN, N.B.

BUTTER.—Prices are rather firmer, but really unchanged. While receipts are not quite as free, demand is not sharp. For really first-class stock full figures obtained.

EGGS.—Prices are rather firmer. There is a good average sale; receipts are not large. Quality is generally good.

CHEESE.—The market is rather easier. For twin cheese there is a good demand at a price. The local market will not take large cheese. These are being bought at market prices, and shipped to England. Factories are not holding stock. We quote:

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

LONDON CHEESE MARKET.

Twelve factories boarded at the London cheese market on Saturday afternoon. The offerings were as follows:

	Boxes.
Campden	60
Chatham Gore	80
Ballymote	110
Kintore	150
Dorchester Union	100
Proof Line	103
Watford Union	245
Northwood	150
West Nissouri	175
Gladstone	300
Belmont and Westminster	400
Napier	155
Total	2,028

The bids were: 9 1/2c., 9 3/4c., 9 1/2c., 9 1/2c., 9 11-16c. and 9 1/2c. Campden sold at 9 1/2c. Chatham Gore at 9 1/2c. and Napier at 9 1/2c.



## WEST INDIAN OPENINGS FOR CANADIAN TRADE.

IN these days, when such a statesman as Hon. Joseph Chamberlain proposes to change radically the fiscal policy of "free-loaf" England, that trade between the various colonies may gravitate towards the natural centre, the markets of the Mother Country, and that the Empire may be bound together in community of interests, as well as by the present sentimental bonds of blood and loyalty, any information that will tend to increase the trade between one colony and another is of paramount interest.

Of late years the trade of Canada, for export, has largely increased, and new markets have to be sought for in which the surplus products can be disposed of to advantage. There is a large market in the British and other West India Islands, which has been supplied largely by the United States, and which the Government of Canada, the Manufacturers' Association, and many private parties have done much to attain. Canada wants sugar and other products of these islands, and they can consume our flour, butter, cheese, fish, and many other products of the soil or our manufactures, thus producing the basis of international trade—a fair exchange of commodities.

There is much, however, to be done before Canadian trade with these southern islands will be successful. Instead of considering these markets as a dumping ground for surplus products, the conditions and requirements of the markets must be studied carefully, and catered to as particularly as to our own local markets. This fact is emphasized by Mr. E. L. Thorne, manager of the Union Bank of Halifax, who returned last week from a vacation trip, which included the West India Islands. In an interview Mr. Thorne says:

"On the steamer which took me south there was 4500 tons of United States freight. Now, that might have just as well have come from Canada. Trinidad people—and it is the same in the other islands—only buy enough to last one day, and they like to get hold of things done up in convenient packages. The United States shippers seem to understand the knack of doing this, while Canadians do not. In a word, we do not understand the situation as we should up here, and apparently Canadians will not spend the time and money in learning. As soon as they understand what is wanted, and how it is wanted, they will have no trouble in finding a market."

Rev. Dr. Grant, a Nova Scotian, now on a visit to his native land, also has the same story to tell of a large market for Canadian products, if properly catered to. Dr. Grant has labored as a missionary in Trinidad for thirty two years,

and his son, Mr. T. Geddes Grant, is in business in Port of Spain, the centre of Trinidad trade, and has done much to extend Canada's trade with that flourishing island. Mr. Grant will attend the coming meeting of the Chambers of Commerce at Montreal, when no doubt his views on intercolonial trade will be of much interest to Canadian business men.

Dr. Grant says: "The relations between Canada and Trinidad have developed very materially during the past year. We can supply just what Canada wants in the way of tropical products, and Canada, in turn, can give us food stuffs, lumber, and some dry goods. Several things have contributed towards this. A number of our business men have commenced to make trade with Canada a specialty, prominent Canadians have been down there, and have succeeded in making Trinidad pretty familiar with Canada. Canadian money is being largely invested there, as in The Trinidad Electric Co. and the Union Bank of Halifax, and the visit of the president and secretary of the Manufacturers' Association did much in this line. The visits of such men have established a friendship between the two countries which is fostered and cherished by the people of the whole Southern Colony."

Dr. Grant corroborates the opinion expressed by Mr. Thorne: "The increase in trade between Canada and Trinidad has been especially marked during the last few months. But complaints are rife as to the way goods have been shipped in the past. I understand, however, that there is a disposition on the part of shippers to adapt themselves to the requirements of the market, and yet there is evidently still room for improvement, for, on leaving Trinidad, I saw several packages of butter rejected, and they were certainly unfit for use. Their condition was wholly due to a want of care in putting them up."

Trinidad, at present, imports largely, and it has a future before it which, in a few years, may double its population and consequently its trade. Dr. Grant expresses the opinion that when the Panama Canal is opened it will have a tremendous influence in advancing the status of that island, the resources of which are only partially developed. It may thus be seen how important it is for Canada to grasp at once this opportunity of increasing her trade with Trinidad, as well as with the other West India Islands. With the trade of Trinidad secured, a large portion of the trade with Venezuela would also be secured.

The latest returns of the trade of Trinidad show that, in round numbers, it is \$25,000,000. Of this amount \$7,916,-

000 is with Great Britain; \$7,257,000 with the United States; \$1,809,000 with France; \$4,590,000 with Venezuela; and only the limited sum of \$710,000 with Canada.

The products imported by Trinidad, outside of manufactured goods, which Canada could supply, are as follows: Flour, \$820,000; oats, \$106,000; butter, and butter substitutes, \$260,000; candles, \$36,000; cement, \$85,000; cheese, \$36,000; coal and coke, \$125,000; fish, \$332,000, which trade, if secured, would triple the present amount of Canada's trade with that island.

### PREMIER ROBLIN ON THE WEST.

PREMIER ROBLIN, of Manitoba, was chatting in the rotunda of the King Edward Hotel with Col. Sam Hughes and a number of other political friends Wednesday morning last when he was seen by a representative of THE GROCER.

Mr. Roblin in private life is a grain dealer, and, like every respectable western politician, has a wheat farm of his own. The western statesman was in Toronto to attend the Conservative picnic and give expert advice on how to win provincial elections. But that is another story.

THE GROCER wanted to know what Mr. Roblin, as a business man, had to say about the West. Needless to say, he was enthusiastic. This Fall, he thought, would be every bit as good as last. The yield per acre would not be up to last year, but the increased acreage and higher prices would produce as much hard cash. The elevator accommodation would be ample this year, and improved service was anticipated in moving the grain. The Premier denied there was any foundation for the suggestion that the West was being boomed too hard.

"You can say that everything is all right; that embraces it all."

And with these assuring words ringing in his ears the scribe departed, and the Premier, chewing an unlighted cheroot, rejoined the little crowd of politicians who were in his party.

### WHITE BLACKBERRIES.

Fruit growers will be interested to learn that an enterprising Hillsdale, Ore., grower has accomplished the feat of producing white blackberries which are perfectly successful as to appearance and flavor, says The Victoria Colonist. He does not intend to grow them as a novelty, but as a crop, and is planting out many slips from his experimental bush. The berry is of fair size, almost transparent, the seeds very small, and the flavor much milder than that of other berries. They have a most attractive appearance.

Confidence  
Begets  
Confidence

THE GROCER WHO BUYS HIS PACKAGE TEA AS HE DOES THE REST OF HIS STOCK—VALUE FOR VALUE—HAS IN

**“KOLONA”** PURE CEYLON TEA

AN ASSET FULLY WORTH THE SELLING PRICE ON EACH PACKAGE. HE TRANSMITS HIS CONFIDENCE TO THE CONSUMER, HIS TEA TRADE IS THUS WON AND HELD IRRESPECTIVE OF EXTENDED PUBLICITY DESIGNED TO FORCE SALES.

SIX GRADES, BLACK or MIXED, RETAILING AT 25c., 30c., 40c., 50c., 60c., 80c.

THE  
WHOLESALE GROCERS AND  
TEA IMPORTERS AND BLENDERS.

**EBY, BLAIN CO.,** LIMITED

**TORONTO**

FOREST CITY GOSSIP.

Office of The Canadian Grocer,  
365 Richmand St., London, Ont.  
August 10, 1903.

WHILE it is to be expected that wholesale grocers are quiet on account of their travellers all being off the road, there are letter orders being received, sufficient to keep those in the warehouses moving. Of course, these orders are almost entirely for requirements needing quick despatch, and could not be held back till representatives of the houses resumed their trips.

Much general satisfaction is expressed by the grocery firms here at the manner in which the travellers' vacation agreement is being carried out. The business places, as well as the citizens generally, over the city are taking down their bunting and laying it away. The great picnic, and the Old Boys home-coming are over for this year, and the grocery travellers will be returning by Saturday's trains to resume on Monday morning their regular trips with renewed vigor, and a fresh lot of humorous stories and true fishing yarns.

In these letters mention has already been made of the great vim and enthusiasm with which the business men and others in this city take hold when an outing is on the tapis; and in this connection we cannot refrain from noting another of the successful picnics, that of The Irish Benevolent Society. Nearly every business man of Irish extraction in London was on hand, helping to make up the immense gathering of fourteen thousand men, women and children. The annual banquet of the society at the Fraser House, Port Stanley, was a function which proved highly successful in every way.

There is considerable activity just now at the Queen's park. These are the

grounds where the London Western Fair is annually held. J. A. Nelles, who has been secretary of the fair for many years, reports a greatly increased number of entries over former years, and that the space is rapidly filling up. Some American machinery firms will make important exhibits. Many novel attractions will be added. The fair continues from September 11 to 19. Entries close on September 10.

The wheat being threshed in the neighborhood of London is turning out remarkably well, threshing is general and farmers are at their busiest season. Wheat and oats are both being brought to the market here, the former ranging from \$1.10 to \$1.25 per cwt. and the latter 80c to 85c per cwt., the latter price being most frequently paid. Barley is a very fine crop this year and sells at 44c to 48c per bushel.

There were large deliveries at Saturday's market of both butter and eggs. Rolls ranged in basket lots from 17 to 18c, and crocks 16 to 17c per lb.; creamery pounds 21 to 23c. Eggs were 14 to 15c. Poultry 45 to 60c. per pair.

Apples are abundant and very good; 75c. to \$1 per bushel is the prevailing price. The peach crop is reported very good with the exception of the yellow flesh varieties; prices ranged from 15c. to 60c., according to the size of the baskets. Plums are not yet arriving in great quantity, but sales are made at 40 to 60c. for 12-qt. baskets. Roots and vegetables are plentiful and of good quality and a large business is done in these daily. Some very fine new potatoes are in the market now at 50c. per bushel. It is feared the cool nights will injure tomatoes.

Mr. A. McCormick, sr., of A. McCormick & Sons., grocers, is still in a very

low condition, and but very slight hopes are entertained for his recovery.

The committee of the London Board of Trade having in charge the arrangements for the entertainment of the visiting delegates from the Congress of Chambers of Commerce, are meeting with marked success and a creditable reception is assured to the party of over a hundred expected here. President J. R. Minhinick, of The Empire Mfg. Co., and Vice-President J. A. Carrick, of The Queen City Oil Co., will leave London on Saturday, August 15 to represent the Board of Trade of this city at the congress in Montreal. London's representatives are level-headed men, with a good grasp of the important questions to come under discussion.

NEW YORK STATE GROCERS.

The annual convention of the New York State Association of Retail Grocers is meeting this week at Niagara Falls, N.Y. The convention is a very representative one, judging from the large number of delegates in attendance.

THE DELIVERY WAGON.

The delivery wagon offers a fine opportunity for advertising, says an American exchange. It goes everywhere and is seen by everyone. It is a constant reminder of the store it represents. A spic and span wagon drawn by a well-groomed horse always makes a good impression. It indicates enterprise and suggests a bright, clean store and fresh goods.

A dilapidated, paintless wagon and broken down horse give the opposite impression. They lead the observer to think that the merchant who owns this seedy outfit must be like his horse, a back number.

It pays to keep a good horse and an attractive wagon.



# Windsor Salt.

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

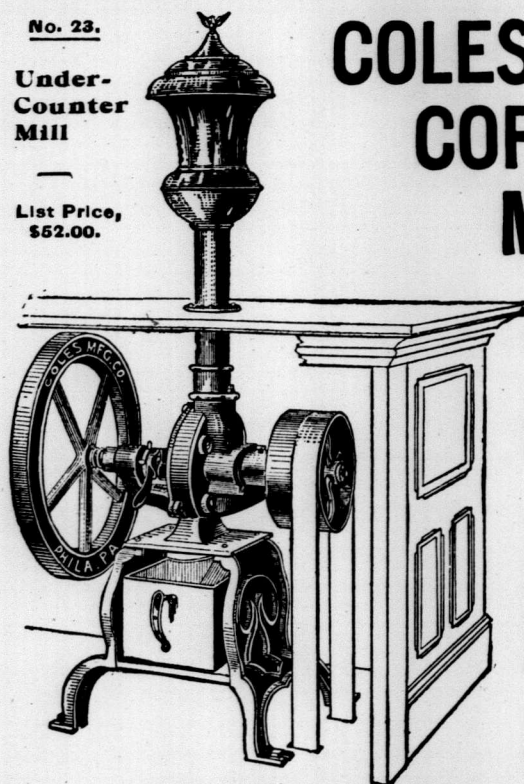
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$62.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## IMPORTANT

We beg to announce to the trade that we are the sole selling Agents for

## Myers & Co.

MANUFACTURERS OF

## ROYAL SPICE

FOR

## CATTLE and POULTRY

In Eastern Ontario and Western Quebec.

This Spice is now being used generally with splendid results. We beg to solicit your correspondence re these goods.

**H. N. BATE & SONS,**  
Wholesale Grocers, Ottawa, Ont.

P.S.—See our Exhibit, Central Canada Fair, Sept. 11 to 19, 1903.



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**THE TURN OF THE SALMON RUN.**

**T**HE GROCER learns from its British Columbia correspondent that the salmon fishing has at last taken a decided turn for the better. The run of sockeyes is now most satisfactory, and it is fairly certain that the season will be a pretty good average. For three weeks there was not a single run of fish to encourage the fishermen, and the canners began to look on it as an off season, but this pessimistic view has now vanished. There are in the province 79 salmon canneries, of which 49 are on the Fraser river. Of the latter, some 40 are being operated this season, most of them owned by the British Columbia Packers' Association.

The salmon pack in the northern waters of British Columbia is practically over, as the run of fish there is earlier than on the Fraser. The Skeena and Naas River districts report a very low catch, and the pack will be the smallest in years. Rivers Inlet has had a good catch, and several canneries there have put up nearly a full pack, one or two of them having nearly

20,000 cases already. On Alert Bay the canneries have a small pack, about the same as last year.

If the present run on the Fraser River and Gulf of Georgia is kept up for the month of August there will be a very good pack. The fish have been slow to come into the river, staying out on the salmon banks in the gulf much longer than usual. There, where the waters are on the United States side of the international boundary, purse seiners have been making big catches. The traps which are in the track of the fish as they come in from the gulf to the Fraser have been getting smaller catches than usual, the same as the gill net fishermen in the gulf and river.

**THE TOURIST TRADE.**

**W**HAT are you doing to catch the tourist trade? These Summer months Canada is overrun with Americans. Bostonese and New Yorkers fill the hotels and railroad coaches of the Maritime Provinces. Cobourg and other Lake Ontario resorts are the haven of Southerners who have been yearly visitors almost since fo' de wah. The St. Lawrence, Muskoka, The Sault are the shrines of these latter-day pilgrims in search of the health-giving air and sunshine of this heaven-blessed Land of the Maple. There is hardly a town in Canada that has its little stream or lake that has not its share of the American traveller.

These people spend their money freely for anything they want. They are ever on the outlook for souvenirs. They delight in the unique, especially if it has local associations. These people would be the source of a large and lucrative trade if they were properly cultivated, as they have not been heretofore.

The souvenir goods offered to tourists at most resorts is the veriest trash and trumpery; stuff that might do for a child's play-house, but absolutely useless and ridiculous in any home of ordinary good taste. That sort of thing of course appeals to children and a certain class, but the merchant is foolish who caters to this class to the exclusion of the better class.

The matter is worthy of thought. No

store in the tourist belt should be without a tourist department. Local conditions should determine its nature. The articles exposed for sale should include some of the very best quality and should if possible be of local manufacture—German truck can be purchased anywhere. In planning such a department a merchant could gain valuable ideas by visiting some of the larger centres and inspecting some of the novelty shops. The goods should be given an advantageous position in the window and possibly advertising matter might be used. A really superior line of tourist goods would be such a novelty that there is a "fortune in it" for the man who undertakes to provide it.

Once again, let not the local association idea be lost sight of. "Made in Canada" is good. For tourist purposes "Made in Minnicoganeschene or Bellchasse" is better.

**CEYLON AND INDIAN GREEN TEAS.**

**A** CHICAGO man, in conversation with THE CANADIAN GROCER recently, reported that since the Ceylon tea producers had commenced to imitate Japan greens their sales in the United States had increased very much. This statement is verified by Gow, Wilson & Stanton's tea report of July 31. From January 1 to July 1, 1903, Ceylon exported to America direct 2,829,487 lb. of black tea and 2,717,501 lb. of green tea, a remarkable showing, considering that for the same period a year ago the respective amounts were 2,182,048 lb. of black and 372,595 lb. of green, and in 1900 no green at all was exported. It must be remembered, however, that the greatest part of Ceylon black comes through London, and is thus not accounted for in the above figures. The same report also announces that, now the Tea Associations Act has been passed in India, the North American market will be further exploited with Indian green.

Customers do not lie awake at night thinking about the goods of the merchant who does not advertise.

## THE CONGRESS OF CHAMBERS OF COMMERCE.

ALL Canada joins in welcoming to Montreal the delegates to the fifth Congress of Chambers of Commerce of the Empire which begins its sessions on Monday. Previous meetings of this Congress have attracted much attention in Canada because of the importance of the subjects discussed and the reputation and ability of those taking part in its deliberations, but particular interest attaches to this meeting, not only because of the unusual importance of the subjects to be discussed but also because this is the first occasion on which the Congress has assembled outside the British Isles. Previous meetings have all been held in London, but this year, in recognition of the growing importance of colonial interests, the Congress meets in a colonial city. Fitting it is that the first colony so to be honored is the Dominion of Canada, and that the metropolitan city of Montreal should have been selected as the scene of this historical gathering.

Historical, for the meeting of this Congress may well be expected to mark an epoch in the history of the Empire. These are days in which history is rapidly being made. Very soon must be decided whether the Empire is to be drawn together by the ties of commerce, or whether the tendency is to be towards disintegration. The counsel of this parliament of business men must have considerable influence on the shaping of public opinion. Ours is an immense Empire composed of various units whose interests may seem diverse. The Canadian business man may think he has very little in common with the business man in New Zealand. In this Congress will meet representative business men from all the important commercial centres of the Empire. The Australian and New Zealander meet their brothers from Canada and South Africa. Meeting face to face, they can discover and discuss their mutual interests and adjust any little differences. In this meeting they will discover opportunities for developing inter-imperial trade, and more may be accomplished from the intimacy resulting from this Congress than from

any system of preferential tariffs. The business horizon of every delegate must surely be widened by being brought in touch with business men from all the British possessions.

The importance of this gathering can scarcely be over-estimated. Its debates, and the conclusions at which it may arrive, will be watched with the greatest interest by the whole Empire. Subjects of mighty import are to be discussed in the four short days which the Congress has at its disposal. Its decisions are not legislative, but who can doubt the great influence which they are bound to have upon the trend of thought throughout the Empire and ultimately, perhaps, on the course of legislation? Who can doubt that the resolutions regarding the fiscal policy of the Empire, adopted by a representative body of business men from all parts of the British possessions, are bound to wield a mighty influence upon the course of the fiscal battle now in progress in the very heart of the Empire?

And indeed the trade question looms very large in the programme of resolutions to be submitted to the Congress. No less than eleven resolutions regarding inter-imperial trade are to be submitted. A resolution from the London Chamber of Commerce is to the effect "That this Congress urges upon His Majesty's Government the appointment by them of a Royal Commission composed of representatives of Great Britain and her colonies and India, to consider the possibilities of increasing and strengthening the trade relations between the different parts of the Empire." This resolution is in harmony with the general policy of "inquiry" of the Balfour-Chamberlain Government, and perhaps may be interpreted as not unfavorable to preferential trade. A counter resolution from the Manchester Chamber of Commerce is clearly opposed to the encouragement of trade by tariffs.

These two opposing resolutions will no doubt be debated at considerable length. While British opinion is divided, there is no uncertain sound in the resolutions submitted by Canadian bodies of which that

of the Montreal Board of Trade may be taken as typical. It is to the effect "that this Congress is of the opinion that Great Britain can best serve the interests of the Empire by giving a preference in her markets to the products of the colonies as against the products of foreign countries, it being believed that such preference would (1) benefit Great Britain by largely freeing her from dependence upon foreign countries for her food supplies; (2) stimulate reciprocal trade within the Empire; (3) develop colonial enterprises, and, moreover, serve to make the colonies attractive, not only to the large number of British subjects emigrating annually from the British Isles, but also to the surplus population of other countries.

But while the trade question is very prominent, other subjects of perhaps equal importance are to be discussed. Among these is the question of emigration to the colonies. The crying need of Canada and the other colonies at the present day is a volume of suitable immigration, and to the British Isles we must look for our better class of immigrants. Resolutions submitted to the Congress by the Canadian Manufacturers' Association and the Toronto Board of Trade advocate measures to direct British capital and immigration to the colonies rather than to foreign countries, primarily with the view of making the colonies Britain's chief source of food in time of war.

Resolutions are to be submitted with reference to the co-operation of the colonies in the defence of the empire. Three different resolutions from Canadian bodies declare in favor of colonial co-operation in the maintenance of both army and navy. La Chambre du Commerce of Montreal offers a counter resolution declaring that it is the first and most pressing duty of the colonies to develop their own resources. There is room here for a most interesting discussion.

The Imperial postal system is the subject of five resolutions. The Birmingham Chamber, alluding to the reduction by Canada of the postage on periodicals bound for Britain, urges that this action should be reciprocated. Various resolutions are submitted regarding fast steam-

## WAYS OF WESTERN WHEAT.

(From our own Correspondent.)

WINNIPEG, Aug. 12.

THE condition of the crops in the Canadian Northwest is a subject full of interest at the present time to all Canada, and in fact to the whole American continent.

There has perhaps never been a season in the history of the country when the crop was so difficult to estimate. The seed went in under almost ideal conditions; in fact it was stated by many farmers long resident in the country that more perfect seeding conditions never prevailed.

Everything went well for two weeks after the seed was in; then an uneasy feeling began to pervade the country; the rain had not come and some sections were very dry. Hardly had this uneasiness developed when a good general shower relieved the tension and everything was considered all right, and for a couple of weeks all went well. Then again it grew dry and warm, with very little rain in many parts of Manitoba, although the rainfall of the Northwest Territories was fairly abundant. The dry, hot weather continued for three weeks, and the alarm as to the condition of a great part of the crop in some sections of Manitoba became very general. The crop failed during this three weeks of hot, dry weather very materially, and during the Winnipeg Exhibition week farmers from all over the province complained of want of rain, short straw and the danger of ripening without the heads filling as they should do. But following the 25th of July the weather turned cool, there have been a number of heavy showers, and though it is not possible for all the damage caused by the drouth to be overtaken, it is a surprise even to experienced westerners the amount of recovery that has been made in the past 10 days.

Travellers and inspectors for the larger milling concerns are perhaps the best and most reliable authority we have outside of Government returns, and several of these men say that the crop which they visited 10 days ago and thought would not be worth cutting has made so much recovery

that it will now go above 12 bushels to the acre.

A feature in the crop situation that makes it especially difficult to estimate is the variety of the crop on the same farm. There are fields of wheat sown on land that has been crop for some years, on Spring ploughing, that will not go over 12 bushels to the acre, and on the same farm there are fields of wheat on well Summer-fallowed land that will go 23 to 25 bushels to the acre.

This has been pre-eminently a year to distinguish between good and bad farming. Almost without variation wheat is good on well-fallowed land and poor on land that has received less care and attention. If the superintendent of the Experimental Farm at Brandon, Mr. S. A. Bedford, were inclined to repeat that aggravating formula, "I told you so," he could do it with emphasis this season. At institute meetings for the last five years he has been earnestly condemning the folly of continuous cropping of land without making any return to the soil in either manure or cultivation and without proper rotation of crops. The seasons have been so good that this warning has fallen on many deaf ears, but this season of 1903 has pressed the lesson home in a manner that will not soon be forgotten.

It must not be supposed that the conditions mentioned prevail all over Manitoba. They do not. The dry districts are mainly along the south-western branches of the C. P. R. down to the boundary. A portion of the celebrated Portage Plains is affected and on towards Brandon. West and north-west the crops are very nearly as heavy as they were last year.

During the past week a number of members of the Winnipeg Grain Exchange have made special trips through the country, and a consensus of opinion seems to be that the West will have about 50,000,000 bushels of wheat this year, as against 60,000,000 bushels last year, the increase in the acreage being counter-balanced by the dry sections. The present conditions are all that could be desired for making the berry of fine quality, and harvesting will be fairly generally about the 17th of the month. The quality and quantity of the Western Canadian crop at the moment is, like the celebrated Scottish verdict, "not proven."

E. C. H.

ship services. Eight resolutions deal with the metric system. The Canadian manufacturers' Association moves "that the Congress strongly recommends the adoption of a decimal currency and of the metric system of weights and measures, together with a universal gauge for defining the thickness of metals."

These are but a few of the topics which will occupy the attention of the Congress, and we can only regret that the time for their discussion is so short. Ordinarily, the Congress meets but once in four years, and it would seem advisable either that more frequent meetings should be held, or that longer time should be allowed for deliberation and discussion.

## THE EDUCATION FOR A MERCHANT'S SON.

COMPLAINTS are general that boys and girls from our public schools cannot write legibly. In fact, it would almost appear that writing is becoming a lost art. This fact is borne home upon the merchant who takes his boy or girl from the school and puts him or her in the office with a view of learning the business. The result is very often disappointing. A set of books is one thing that cannot be run off on a typewriter.

The only place nowadays where a young person is reasonably certain of acquiring a good business hand is at one of our business colleges. Business colleges have vindicated their right to existence. They fill an important place and render important service to the sons and daughters of merchants.

The boy who, before entering, should have had a year or two in the store under the parental eye will be in a position to grasp new ideas and become familiar with new business methods which may have been overlooked by the parent. He will gain an insight into the methods in use in the wider mercantile field, banking, wholesale jobbing and commercial law. At the same time he should acquire a systematic exactness, which is of the greatest value in business. A course in a good business college for the son who is to be taken into the firm is a first-class investment for the average merchant.

# "Mark Twain"

once said :

To "Fetch" the people, you must serve them well.



Our faith in this doctrine is manifested in the great success we have met with in the sale of "Salada." We have served the public well; not well to-day, passably so to-morrow, and well enough the next day—but always "good alike,"—That we have "fetched" the people, there is no gain-saying.

Trade is won and held by the sale of meritorious goods. Evidence of this fact is not far to seek.

Our often - expressed conviction that "Salada" Natural Ceylon Greens would displace Japans is coming true rapidly—you can pin your faith to our dogged devotion to these teas. "They are all right."

CORRESPONDENCE SOLICITED  
SAMPLES FURNISHED

Address "SALADA," Toronto or Montreal.



WHOLESALEERS ARE NOW OFFERING  
FOR FORWARD DELIVERY

## New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.



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

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

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

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



**The Canadian Grocer**

demand being reported, with prices continuing steady. Tapioca is slow and uninteresting. We quote:

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

**SYRUPS AND MOLASSES.**

Local demand continues slow, as is usual at this season. Prices are, however, ruling firm, especially so in molasses, on account of the statistical position referred to in our last issue. We quote:

Syrups		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 35	0 37
Com. syrup, bbl. per lb.	0 02	0 02
1 bbls.	0 02	0 02
kegs	0 03	0 03
3 gal. pails, each	1 30	1 30
2 gal.	0 90	0 90
2 lb. tins (in 2 doz. case) per case	1 90	1 90
5 lb. (in 1 " )	2 35	2 35
10 lb. (in 1 " )	2 25	2 25
20 lb. (in 1 " )	2 10	2 10
Molasses		
New Orleans, medium	0 22	0 30
open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts.	0 27	0 27
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	1 00	1 00
Barrels, per gal.	0 75	0 75
5-gal. Imp. brand, per can	4 50	4 50
1-gal. " " per case	5 10	5 10
1-gal. " " " "	5 60	5 60
Qts.	6 00	6 00

**TEAS.**

The home market in tea has been moving somewhat slowly for some time, the tendency of buyers still being to purchase for immediate requirements only, notwithstanding the steadily firming up on other markets, in face of strong statistical outlook. The latest reports to hand from London markets confirm firm prices. In Indian teas bidding for all grades was particularly strong, a few choice invoices with good flavor bringing high averages, viz.: from 1s. 0 1/2 d. to 1s. 3 1/2 d., while some 6,000 packages of ordinary grades on estate account realized an average of 7 1/2 d. against 6 1/2 d. for similar grades same season last year. Advices from Calcutta speak of prices ruling firm and a slight advance on common grades, the average prices being 6s. 2p. per lb.

Advices of Ceylon tea sales also point to continued firmness, invoices showing any degree of quality passing off particularly well, the reports from estates of high elevation pointing to quality being disappointing regarding flavor. The average of price, however, stood at 7d. per lb., while the corresponding week last year it stood at 6 1/2 d. per lb. China teas attracted but small attention on the London market. Java teas were in small show and prices ruled steady at full valuations.

There is a distinctly favorable outlook for green teas from India and Ceylon, most of which will find its way direct to the Canadian and American markets. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 35	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong, cases, extra firsts	0 17	0 35
China Greens	Gunpowder, cases, extra firsts	0 42	0 50
	half-chests, ordinary firsts	0 22	0 28
	Young Hyson, cases, sifted, extra firsts	0 42	0 50
	cases, small leaf, firsts	0 35	0 40
	half-chests, ordinary firsts	0 28	0 38
	seconds	0 23	0 23
	thirds	0 16	0 18
	common	0 15	0 15
Pingsueys	Young Hyson, 1/2-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half-boxes, firsts	0 28	0 32
Japan	1/2-chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37

**THE MARKETS**

Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

**FOREIGN DRIED FRUITS.**

Trade has been well maintained in these goods since our last issue and previous quotations are ruling firm. The reports to hand from primal markets denote the outlook for walnuts as favorable, with every prospect of good crops, both for quality and quantity. Messrs. Protospazzi, of Smyrna, in their report on sultana raisins say that everything points to better crops than last season, the ruling opening prices this year being about 1s. below that ruling at last season's opening. Advices from Messrs. Schisas of Pyrgus refer to the recent trouble there regarding the current monopoly which very nearly approached a revolt, the war cry being mainly "monopoly or death." The opinion expressed, however, is that the disturbance was more political than directly touching the currant question, and it very quickly quieted down, the minister preferring to resign rather than to resort to extreme measures. We quote:

**CURRENTS.**

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

**RAISINS.**

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

**DATES.**

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

**PRUNES.**

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

**CANDIED PEELS.**

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

**FIGS.**

Tajnets	Per lb. 0 06	0 06	Elemes	Per lb. 0 10
Naturals	0 06	0 06		0 15

**APRICOTS.**

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

**PEACHES.**

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

**COUNTRY PRODUCE.**

**EGGS.**—Receipts remain about the same as at last week and demand is about steady. But severe candling to secure good stock has strengthened values. We quote:

Fresh laid eggs, per doz.	0 14	0 15
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**HONEY.**—Indications point to a satisfactory year in honey. The crop appears to be a fair quantity and good quality and producers are anticipating a good market in the Northwest. We quote:

Extracted clover, per lb.	0 06	0 07
Sections, per doz	1 00	1 50

**WHITE BEANS.**—The market is quiet and little stir is expected before the arrival of the new crop on the market. We quote:

**New Lemons**  
**Fancy Oranges**  
**Bananas**

Our goods are the freshest and best to be had.

**Watermelons**  
**Peaches**  
**Pears**  
**Plums.**

GET OUR PRICES  
**WHITE & CO.**  
Toronto.

**NOTHING KILLS LIKE**

**ALL DRUGGISTS**

**TEA.**

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

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

**FRUIT.**

Our prices are right.  
Our goods are right.

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

**HUSBAND Bros. & Co.**

Wholesale Fruit and Commission Merchants.  
82 Colborne St., TORONTO  
Phones—Main 64, Main 3428.

**THE FRUIT WE SHIP**

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

Ask and receive our weekly price list.

**McWILLIAM & EVERIST**

FRUIT and VEGETABLES.

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

## C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

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

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

## FISH AND OYSTERS

WHOLESALE.

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

**BUTTER**  
 We are Buyers.  
 Get our Prices.  
**EGGS**

**The Wm. Ryan Co.,**  
 Limited.  
 70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**  
 —WE ARE—  
**BUYERS and SELLERS**  
 Correspondence solicited from ONTARIO  
 MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
 TORONTO.

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

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

## THE MARKETS

	Per bush.	Prime.	Per bush.
Mixed	1 50	1 80	1 90
Handpicked	2 00		

**DRIED APPLES.**—A little life is being infused in the market owing to the reported failure of the fruit crops in England. We quote:

Apples, dried, per lb.	0 03	0 03½
POULTRY.	—The demand is good, but farmers are too busy to market fowls at present, so supply is slack. We quote:	
Spring chickens, per lb.	0 12	0 14
Old hens, per lb.	0 08	0 09

(For Butter and Cheese see Dairy Produce.)

### GREEN FRUITS.

The fruit market has assumed very large proportions this last week. The supplies have been very heavy and generally the demand has been equal to the occasion. Prices generally are considerably lower than last week. New this season's lemons have appeared on the market at \$1.50 to \$5. Pineapples are almost out. Canadian tomatoes now have the market to themselves at 40 to 50c. per basket. Apples bring 12½ to 20c. per basket. California fruits have eased off very considerably, while Canadian peaches and plums range from 20 to 40c. We quote:

Mediterranean sweet oranges	3 75	4 70
Sorrento oranges	3 00	3 00
Late Valencia	4 50	4 55
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 00	1 50
large bunches	1 75	2 00
Messina lemons, old, per box	3 50	4 50
Verdilla lemons, new, per box	4 50	5 00
Limes, per crate (8 doz.)	0 60	0 85
Raspberries, Canadian, per qt.	0 40	0 50
Tomatoes, Canadian, per basket	0 12½	0 20
Canadian apples, baskets	3 50	4 00
Cocoanuts, per sack	1 25	1 50
California peaches, per box	0 75	1 25
plums	3 00	3 25
California pears	0 15	0 25
Watermelons, each	0 60	0 65
Cantalopes (musk melons), per basket	0 50	0 75
Red currants, per basket	0 90	1 00
Black	1 00	1 25
Blueberries, per basket	0 20	0 40
Canadian peaches, per basket	0 05	0 06
Lawton berries, per qt.	0 20	0 25
Canadian plums, small basket	0 30	0 40
large		

### VEGETABLES.

The market has been brisk this week with no very great change in quotations. Cabbage has eased off 5 to 10c. Green corn is a little easier, while white turnips have appeared at 15 to 25c. and oyster plant at 20 to 30c. Potatoes remain unchanged. We quote:

Cabbage, per doz.	0 35	0 40
Green peas, per peck	0 20	0 25
Green peas, per bag	0 75	1 50
New potatoes, Canadian, per bush	0 45	0 55
Cucumbers, Canadian, per basket	2 75	3 00
Egyptian onions, per 100-lb. sacks	0 20	0 20
Cabbage lettuce, per doz. bunches	0 75	0 75
Butter beans, per bush	0 13	0 15
Fresh onions, per doz. bunches	0 20	0 20
Rhubarb	0 20	0 20
Radishes, per doz. bunches	0 75	0 75
Mushrooms, per lb.	0 10	0 15
Mint, per doz. bunches	0 15	0 20
Parsley	0 25	0 25
Spinach, per bush	0 15	0 15
New beets, per doz.	0 25	1 25
Cauliflowers, per doz.	0 10	0 15
Carrots, per doz.	0 25	0 25
Parsnips, per doz.	0 50	0 75
Vegetable marrows, per doz.	0 12½	0 15
Green corn, per doz.	0 40	0 60
Celery, per doz.	0 40	0 75
Green peppers, per basket	0 75	1 25
Egg plant, per basket	1 00	1 50
Butter squash	0 75	1 25
Pumpkins	0 15	0 25
White turnips, per doz.	0 20	0 30
Oyster plants		

### FISH.

Stocks have been light this last week on account of the stormy weather, but are picking up now. Demand is fair. Quotations are unchanged. We quote:

Whitefish, fresh, per lb.	0 08	0 09
Trout, fresh, per lb.	0 08	0 09
Herrings, fresh, per lb.	0 06	0 08
British Columbia salmon, per lb.	0 20	0 25

The Canadian Grocer

## CANADIAN MEATS

### CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

**WHITELEY, MUIR & CO.,**

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

**DRIED, GREEN, EVAPORATED APPLES.**

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

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

## H. J. ASH

WHOLESALE FRUIT and PRODUCE  
 COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

## We Make Brooms

The kind that sell.

WRITE US. Our prices are right

**THE CANADIAN BROOM CO.,**

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

## Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**

27-St. Sacramento Street,

MONTREAL.

Tel. Main 778.





**THE MARKETS**

The Canadian Grocer

**ASHES.**

A steady market is reported, no activity or change in prices being anticipated. We quote:

First pots	5 40	5 50
Seconds	5 00	5 10
Pearls, per 100 lb.	6 25	

**HIDES.**

The volume of business this week has been very fair owing no doubt to the large receipts of hides from country points. An advance of 10c. in lamb-skins is noted, bringing price up to 45c. and it is claimed even higher prices have been obtained by some dealers. Prices are ruling irregular, however. We quote:

No. 1 beef hides	0 08 1/2	0 09
No. 2 "	0 07 1/2	0 08
No. 3 "	0 06 1/2	0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 40	0 45
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09 1/2

**FLOUR AND GRAIN.**

**FLOUR.**

Outside of fair export demand there is

	Large	Med'm	Small	Kitts			
BEAVER—Labrador and choice Eastern	\$6.00	\$5.00	\$2.75	\$1-1.50			
Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	4	Cubs. Year's
Brown	12.00	7.00	5.00			.50	\$2.00 to \$8.00
BADGER—Of all sections	.50	.25	.10	.05			1.00 to 5.00
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
Territory and Western	4.00	2.75	1.40	.50	.20		
Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
LYNX—Far North-Eastern	4.00-8.00	6.00 4	to 5.00	2 to 4.00	1.00	.25	
Territory and Western	4.00-8.00	6.00 4	to 5.00	2.00	.60	.20	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
Territory and Western	7.00	2.25	1.50	1.00	.60	.20	
Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
MUSKRAT—Eastern, best large	25-28c.	10 to 13	8 to 10	2 to 5			
Territory and Western	20c.	5 to 10	.07	2 to 4			
OTTER—Labrador and far North-Eastern	Large Small	2	3	4		Cubs	
Territory and Western	\$10 7.00-10	10.00-12	2.50-5	2 to 4.00	\$1.00 to \$2.00	.25 to .50	
RACCOON—Black—Value according to darkness, size and beauty	75-1.25	.60-75	.33-50	.25	.15		
SKUNK	2.25	2.00	1.00	.50	.25		
WOLVERINE—Value according to darkness, size and beauty	75-1.25	.75	40-50	.05-15			
CASTOREUM—	Dark Brown	Pale	2	3	4		
	5.00	4.00	2.50	1.50	.75	.25	

nothing moving locally. We quote:

Winter wheat patents	3 80	3 90
Winter patents	3 40	4 05
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
Strong bakers		
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 70	1 75

**GRAIN.**

Market dull and inactive. We quote:

No. 1 hard Manitoba	0 93 1/2	
No. 1 Northern	0 92	
Rye	0 58	0 58 1/2
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat	0 48 1/2	
Barley	0 51	0 52
Oats	0 38	0 38 1/2
Malt	0 75	0 80

**FEED.**

Very little enquiry this week. Bran and shorts are hard to get. We quote:

Ontario bran, in bulk	16 00	16 50
shorts	19 50	20 00
Manitoba bran, in bags	17 00	
shorts	21 00	
Mouillie	24 00	30 00

**ROLLED OATS.**

Market is steady. No special feature to note. We quote:

Rolled oats, in bbls.	3 80	3 85
in bags	1 85	1 90

**CORNMEAL.**

Prices continue steady and demand fair for both yellow and white. We quote:

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

**BALED HAY.**

The decline noticed last week still continues, though it is expected that prices are bound to recover, the continued heavy rains preventing farmers getting their hay in. We quote:

No. 1	10 50	11 50
No. 2	9 00	10 00
Clover mixed	8 00	8 50
Clover	7 50	8 00

**RAW FURS.**

Nothing of interest or change to note, and will not be until the trade opens in October. Trade is generally expected to be quiet at this season of the year. We quote:

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

**TOBLER'S COCOA**

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

**BROWNE & WELLS, LIMITED**  
SOLE CANADIAN AGENTS,  
McKinnon Building, TORONTO.

**Carload Lots.**

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

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

**MILFORD SIPES & CO.,**

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

**CHEAPER AMMONIA**

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

**JOHN G. HARVEY,**  
Manufacturing Chemist, Todmorden, Ont.

Winnipeg Brokers.

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

**M. B. STEELE**

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. WINNIPEG, CANADA.

**EASTERN MANUFACTURERS**

—AND—  
**SHIPPERS.**

All **EYES** are turned on

**MANITOBA AND THE WEST.**

**I**

Represent some of the leading houses in **CANADA and the U S.**

**INCREASE YOUR TRADE. WRITE ME.**  
**E. NICHOLSON, WINNIPEG,**  
Wholesale Commission Merchant and Broker.



## THE MARKETS

The  
Canadian Grocer

now almost out of the market and new ones are selling at 75 to 90c. per bushel. It will be another week or two before they are coming in freely, when the price will settle down. Fowls and chickens are scarce but will be coming in well towards the end of this month. Meats of all kinds are plentiful in the local market and prices remain unchanged.

\* \* \*

Fish, especially codfish, will command a higher price this season. The latest reports from Newfoundland and St. Pierre say that the catch is unusually small, and that the weather has been such that it is almost impossible to get a No. 1 cure. Reports from Nova Scotia fishermen now on the banks are not as encouraging as they have been. A report from Newfoundland received last week by a prominent fish dealer says that the French fishery will be 200,000 quintals short.

\* \* \*

The loss by fire of Whitman & Son's big fish establishment at Canso, last week, will be a set-back for the fishing industry in that section until the business is again in operation. The loss sustained was \$50,000 with \$35,000 insurance. Building operations have already commenced, and this enterprising firm will soon be able to attend to their usual amount of business.

R.C.H.

### MANITOBA MARKETS.

Winnipeg, August 10, 1903.

**N**EWSPAPERS, by the way, is a scarce commodity in business circles. Beyond the old, old story that business is good and all lines selling well there is little or nothing to talk about.

**CANNED GOODS.**—The prices for tomatoes, corn and peaches will not be fixed until about August 20. Word has been received that full orders for gooseberries cannot be accepted, in fact the outlook is for a very limited supply of that fruit. It is not one of the staple goods of the canned fruit trade, but is fairly popular and probably sells about equal to peaches. Practically no supplies of gooseberries were received here last season.

**EVAPORATED FRUITS.**—There is nothing new in California fruits beyond the high price of apricots, which has already been quoted.

**DRIED FRUITS.**—The general expectation here is for higher prices in currants for the coming season. In the meantime the price of held stock is about the same as it has been all Summer.

**GREEN FRUIT.**—Owing to shortage of crop the prices of California plums and peaches have advanced. What supplies of fruit of these varieties may be expected from Washington, Oregon and British Columbia is not known, but the feeling is that the supplies may be below requirements and prices high. Here again is Ontario's opportunity if the fruit growers of that province would only send forward good fruit rightly packed. Apricots are over for the season. California plums, \$1.75; peaches, \$1.75; pears, \$3.50; Idaho plums, \$1.50; peaches, \$1.50; California apples, \$2.00 per box; Washington apples, \$2.50; oranges, \$4.50 to \$5.00; lemons, \$6.00 per crate; bananas, \$2.75 to \$3.00.

### DAIRY PRODUCTS.

**BUTTER.**—Creamery butter is rather firmer and the demand is slightly better. The price at present is 17c. factories, or a shade over that for delivery at Winnipeg. The quality of the creamery butter is fair and the quantity will probably be about the same as last year.

**DAIRY BUTTER.**—Judging from the supplies coming in, country dealers are holding back butter with a view of heavy consumption during harvest. Winnipeg dealers are offering as high as 13c. Winnipeg for round lots of fine fresh dairy; at the same time it must be confessed that only a limited percentage of the butter received comes under that head. Lower grades bring 11 to 12c. Winnipeg.

**CHEESE.**—The demand has been very good all season and factories are inclined to hold for higher prices. This has put it out of the power of dealers here to do business in Manitoba cheese in the West and British Columbia is drawing her supply from Ontario, as she can lay the Ontario article down for a fraction under Manitoba. It is not likely that Manitoba factories will make more than can be consumed within her own borders. The present price is 9 $\frac{3}{4}$  to 10c. Winnipeg, for large cheese in carlots.

**EGGS.**—The market has fallen off slightly but is still very firm and dealers offer 15c. Winnipeg for freshly gathered case eggs, subject to candling.

### BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 7, 1903.

**T**HERE has been a slight dulness in local retail circles for the past week or so, most of which is to be accounted for by the fact that this is the season of camping, holiday-making and other outings, none of which are conducive to activity in business. There is absolutely nothing in industrial circles to cause any stagnation of trade, unless it might be that people are all too busy to buy.

The building activity in this city has assumed such a permanent aspect that one never thinks of the contingency that it may cease or become slacker. In addition to a large number of business blocks being erected in main business portions of the city, the number of houses under construction is larger than ever. There has been no start made on two of the largest contracts for public buildings. They are the new Vancouver High School and the new General Hospital, each of which will cost in the vicinity of \$80,000. The city has under construction two new buildings, a gaol and a fire hall, each costing over \$30,000. The labor market is bare of available men for building, and in other lines labor is also scarce. Every mill is working overtime and not one but is hopelessly behind with orders. Local builders cannot get material fast enough, and the demand for lumber in the Canadian Northwest is the heaviest on record. The car supply has been somewhat better than at the same time last year, and yet the mills cannot keep up with orders.

In jobbing circles there is a continuance of very satisfactory trade, orders from up-country being a fair average, and the northern shipments continuing better than

might be expected for a few weeks at this season. In a short time there will be much heavier shipments of winter supplies to go in by the Yukon River to Dawson. The low water in the lower Yukon has made it a serious problem for the big shippers who have for several seasons attempted to take their large winter stocks of staple food supplies by the all-water route, via St. Michaels and up the Yukon.

Many river boats which have been loaded at St. Michaels for some time are hung up on the Yukon flats between Rampart and Circle City. There are nearly 25,000 tons of freight under contract to be delivered at Dawson and other Yukon points lower down the river, and most of it is for the three big commercial companies operating in that district. It is scarcely likely that half of it will reach the destination. Last year there was a large quantity which met the same fate. This week there were two cargoes of goods for the N.A.T. & T. Co. and the N.C. Co. loaded at this port on the steamers Meteor and Ohio, which are making their second trip to St. Michaels for the season. It takes a fortnight to make the voyage from here, and unless there is an unlooked for change in the state of water, the lower Yukon is likely to be lower than ever when the goods arrive at St. Michaels.

The upper Yukon, from White Horse to Dawson, continues to have plenty of water for navigation, so that it is not to be feared but that plenty of supplies will be placed in the big Dawson warehouses before the open season closes.

\* \* \*

Locally the condition of the fruit market forms the most interesting item this week. The merchants have had several difficulties to contend with. The fruit inspection has been very strict, in the interests of the fruit-growing industry of the province, but the condemnation of fruit by the carload has made shippers in California become very averse to shipping. Pears and even peaches have met with bad luck, and apples are frequently condemned. The former fruit will not stand transportation back and is therefore destroyed. Apples will stand shipment and these are permitted to be sent back, but it is a net loss whichever way it goes.

Peaches have been coming in so ripe and therefore in such bad condition that shippers have lost heavily. Early Crawford's are so ripe that the California dealers will not send many forward now, some refusing to send any. Straight cars have been more frequently received than in former seasons, but it has not been altogether a satisfactory trade. One new departure in shipments is that carloads have been made up in San Francisco and sent by rail. Dealers say that they can buy fruit cheaper in San Francisco than at the very centres of production. From now on it is anticipated that receipts of fruit will be larger by boat than for the past two or three weeks, replacing rail shipments.

In produce there has been but slight alteration in the situation from last writing. The supplies of butter have been very fair, and the market has but very little off grade stock to get rid of. Eggs are possibly the scarcest article in the produce line. All supplies are from Ontario. Cheese is from Manitoba and no change is noted in price or supplies.

### AN ADDITION TO THE TRAVELLING STAFF.

Among the business enterprises which have during the last few years shown rapid growth is that of The A. F. MacLaren Imperial Cheese Co., Ltd., of Toronto and Detroit. The company, besides manufacturing the Imperial potted cheese, are also representatives of a number of domestic and foreign firms.

Mr. Henry Wright, the present head, was the founder of the firm. They began merely as manufacturers' agents. At that time the staff consisted of Mr. Wright and one boy. There are now five in the office while on the road the company is represented by two travellers, a second having just been taken on.

The new addition to their staff is Mr. J. M. Wright, who has been representing The American Cereal Co. from Toronto to Ottawa. His territory for the A. F. MacLaren Co. will cover the same ground and he will also look after the firm's interests in a portion of Toronto. The territory from Toronto to the Detroit River will still be covered by Mr. E. Hustwitt, who will also look after a portion of the trade in Toronto.

Besides adding to their travelling staff they have been compelled to make arrangements for enlarging their premises at 51 Colborne street.

### PERSONAL MENTION.

Mr. A. Boehmer, of The A. O. Boehmer Co., Berlin, was in Montreal this week. As usual he was on the go.

Mr. P. C. Larkin, of The Salada Tea Co., arrived home this week from a four months' trip to the Old Country and Europe. Mr. Larkin very much enjoyed his holiday and shows the benefit of it in his appearance.

Mr. Crew, of Messrs. Crew, Widgery & Co., Bristol and London, died suddenly last week, of heart failure. Mr. Crew was head of the well-known biscuit firm.

Mr. C. H. Colson, of C. E. Colson & Sons, Montreal, is away on his vacation. Tadousac and the Saguenay are the objective points for his outing this year.

Mr. Hiram Johnson, the well-known raw fur dealer of St. Paul street, Montreal, is at present in Russia making his annual tour to the markets at Nijni Novgorod. Mr. Johnson will also, before his return, visit the fur centres in London, Leipzig and Paris.

Mr. R. A. McGillis, of The Fowler's Canadian Co., Hamilton, in an interview with "The Grocer" reports that business has been exceedingly good during the month of August, and July was remarkably so considering the season. He reports prospects excellent for Autumn trade and he is decidedly optimistic as regards the Fall trade.

Mr. Arthur Jones, of Jones, Marshall, Rutherford & Co., Ltd., has located in Manchester, Eng., where another branch of this commission and produce house has been opened. With a principal in Toronto, where Mr. Rutherford looks after the business, Mr. Marshall in the port of Montreal and Mr. Jones on the English market this firm's opportunities for business in creamery and other dairy produce on both sides of the Atlantic are worthy of interest.

Mr. Geo. W. Baynes, representative of The Preston Metallic Roofing Co., is in the city on his return from the Maritime Provinces. Mr. Baynes reports a very successful trip and as it was merely a preliminary tour he feels highly encouraged, in fact the trade more than exceeded his most sanguine expectations. Some very satisfactory orders were placed and he feels satisfied that the quality of his firm's goods must ensure to him a good share of the trade. George is bright and popular and looked to for straight business.

### 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 attention of the trade is called to Messrs. Hudon, Hebert & Co.'s recent large importation of Talbot Freres (Bordeaux) alimentary pastes and olives, prices of which are said to be attractive.

Intending buyers of new, New Orleans molasses will do well to write Messrs. Laporte, Martin & Cie., who have received into store this week three carloads, one low grade, one medium and one very fine fancy, which they are offering at attractive prices.

A. F. Randolph & Sons, Fredericton, are now offering Maconochie's and White's pickles.

Laporte, Martin & Cie., also offer special values in raw Porto Rico, Barbadoes and Trinidad sugars in bags.

A consignment of very choice May pickings Japan teas are in store with Hudon, Hebert & Cie., prices ranging from 30 to 35c. and cup quality claimed to be excellent.

"Princess" brand compound lard is meeting with good sales, say Laporte, Martin & Cie.

"Ubero" coffee sales by Lockerby Bros. this week have run into ton quantities, and this line is meeting with good reception.

Hunter White, St. John, has received prices from the well-known Malaga packer, Jose Segalerva, on loose muscatels and seeded raisins.

A. L. Goodwin, St. John, N.B., is now receiving a weekly car of California green fruit.

### CROPS IN NEW ONTARIO.

A sample of the crops grown in New Ontario on a farm belonging to Mr. Oliver Lamb near Powassan, in the township of Hamilton, was sent in to the Crown Lands Department this week. It consisted of wisps of hay 5 ft. 10 in. in height, which was not taken as the longest in the large field, but was cut as an average of the crop. Whole acres of hay of this height were cut on Mr. Lamb's place this year. The oats grown on the farm stand 6 feet high and will run 45 pounds to the bushel. The potatoes dug there were enormous in size. This farm of Mr. Lamb's immediately adjoins the military land grants which were deeded so recently and has been worked for five years.

### APPLE TREES BLIGHTED.

The Duluth Advance says: A blight has struck the apple trees of the western peninsula, turning the leaves of this year's growth yellow, and in some cases killing the wood. Local fruit men attribute it to the same cause as pear blight. In some instances the tree is likely to die altogether, but it is not thought that the destruction of the whole tree will be general. Hardly an orchard in the three western counties has escaped the blight. Samples have been sent to the Ontario Agricultural College for examination.

### DEMAND FOR RASPBERRY PULP.

The Department of Agriculture has received a letter from Harrison Watson, curator of the Imperial Institute, London, Eng., stating that the raspberry crop has been a failure in England, and owing to this jam manufacturers are offering from \$165 to \$175 per ton for raspberry pulp delivered in London.

### WENTWORTH TOMATO GROWERS.

The Wentworth tomato growers, says The Hamilton Herald, claim that nature has come to their aid in the fight with the canners, and that they have come out on top. They claim that they have all been able to get the price they demanded—25 cents a bushel, and that there will be very little for sale above the amount contracted for, as the plants have grown largely to tops. There was a meeting Saturday afternoon last, and several offers were made for the surplus.

## THE CANADIAN GROCER

### COD LIVER OIL.

COD LIVER OIL is usually not considered as an article for grocers to handle, and it may be news to the majority of the trade in Western Canada to learn that in the Province of Quebec and the Maritime Provinces cod liver oil is largely distributed by the grocery and the general store trade. The consumption in the provinces is very large, and the news that the production this year will be very short is of interest to the eastern trade.

The cod liver oil industry has been in a remarkable position this year owing to the signal failure of the Norwegian fisheries. Oil has doubled and trebled in price. In the United States it is selling up around \$110 and \$125 per barrel of 25 gallons, while on the local market it is proportionately dear. Owing to this reason a number of factories in Newfoundland which had been forced to close down on account of the previous low prices have again started operating, though most of them do not employ the Norwegian process. It remains to be seen how long these factories will continue in business, and whether another year of low prices will close them up again. Some fine quality of oil is being received at present from Newfoundland, and the burning of two factories (those of Harvey & Co., St. John's, Newfoundland), when oil is so scarce, may have the effect of still further firming up the market. Instructions have been received by wire from St. John's to agents here not to sell any oil until further notice.

The reason for the extremely light yield of oil in Norway is attributed to the influx of seals from Russian waters, which caused the cod to leave the bank; stormy weather also interfered seriously with fishing, and the leanness of the fish livers, due to the first-mentioned cause, when the catch did begin to assume respectable proportions. Usually about 400 livers make a hectolitre or a fraction over 22 imperial gallons of oil, whereas this year 1,000 and over were required, and it is easily seen where the fish went to. We give below a statement of the production of Norwegian oil during the past three seasons, and it can readily be seen that the shortage this year is enormous and must tend to increase prices materially. We also append a statement of the principal fishery, Lofoten, during the last 11 years, and it will be interesting to learn of the tremendous number of fish caught each year to supply the apparently small quantity of oil.

The following figures explain themselves, being the production, in hectolitres:

District.	1903.	1902.	1901.
Lofoten	613	9,630	15,890
Outer side Lofoten	12	1,474	2,191
Other Nordland	43	135	148
Trondjhem	206	981	1,419
Tromsøe	35	2,660	5,177
Nordmore	80	589	702
Ramsdalen	330	765	1,113
Søndmore	412	1,996	4,952
Bergenhuis	120	125	380
Finnmarken	404	4,151	3,128
Totals	2,255	22,506	35,100

Year.	Crop.	Year.	Crop.
1900	33,097	1897	35,609
1899	35,486	1896	24,008
1898	26,580	1895	19,452

At the principal fishery, Lofoten, during the last 11 years the catch yielded as follows:

Year.	Fish.	Oil.
1903	13,750,000	636
1902	14,300,000	9,600
1901	13,000,000	15,900
1900	8,400,000	10,800
1899	24,500,000	18,500
1898	29,800,000	11,200
1897	31,300,000	18,300
1896	32,300,000	8,900
1895	36,600,000	12,300

### TRAIN HELD UP BY PLUG OF TOBACCO.

With a plug of tobacco in one hand and a sack of crackers in the other Fred Coleman frightened a Big Four train crew so that it refused to cross a bridge near Milford Center, O. He was an escaped convict from the asylum at Woodville, Penn., and had been at large two weeks. Before commitment to the asylum he was a bridge builder. The train crew saw him on the bridge holding the tobacco and crackers, but in the misty moonlight thought the articles were weapons, and backed the train to Milford Center, where they notified the marshal, Mr. Perkins. When Perkins first called to him to come down Coleman refused, but finally joined the marshal and submitted quietly to arrest. He was returned to the asylum.

### HOW BANGS LOST HIS CIGAR.

At a recent fraternity dinner John Kendrick Bangs told this story as one of his political experiences, says The New York Times.

"At the time I was running for Mayor of Yonkers I saw a laborer digging in a trench, and thought I would try to capture his vote. I went up to him, saying:

"Hello, Pat."

"He looked at me without recognizing me, and said: 'Good mornin', sor.'

"I said it was a fine day, and asked him if he had made up his mind how he would vote at the elections.

"'Oi don' know, sor, but wan thing is sure. Oi'll not vote fur that dahm fule, Bangs.'

"Why not?"

"Well," said he, "he's a swell, and a roostererat, and a dood."

"I explained to him as best I could that Mr. Bangs was none of these things, and, even if he was, it was because he couldn't help it. I invited him to come and have a drink with me; he accepted, and after having taken two or three drinks he became very friendly. While he was in a seemingly affable mood, I confessed that I was Bangs.

"I had in my pocket a cigar, and as it was the last of a box that Robert Louis Stevenson had sent me from Samoa, I prized it highly. But much as I prized it, I thought it well spent if I could clinch Pat's vote with it.

"I asked Pat if he would smoke, and he said he would. He took the cigar, bit off the end, put it in his mouth, and lit it; then suddenly he grasped the cigar and threw it violently to the ground.

"In astonishment I asked him, 'Isn't it a good cigar?'

"Yes, sor," he said, "the see-gar is good enough, but in me excoitement in meetin' you Oi forgot Oi niver shmoke."

### A SELF-FEEDING PIPE.

With some people a little tobacco goes a great way, especially with the boy just learning to smoke; but with others a constant refilling of the bowl is necessary in order to satisfy the craving or habit which has been formed.

It is safe to say that the aforesaid boy would have no use for the pipe recently invented by a German, Max F. Hahn. It has an enormous storage capacity, with an automatic feeding arrangement, which presents a fresh smoke as long as there is any unconsumed tobacco in the reservoir. The bowl itself may be made of any desired length, holding all the way from a few short smokes to a quarter or even half a pound, as the smoker may desire. To fill the reservoir it is only necessary to open the cover and push the weed into the opening, pressing the spring cap in the bottom of the chamber as the feeding goes on. The spring serves to feed the tobacco upwards again to the top of the pipe, where it is ignited through the perforated cover.

In drawing the smoke through the walls of the combustion chamber a forced draft is maintained, and as the tobacco is consumed the ashes are forced upward by the spring and can be dislodged by jarring the pipe. When laid down the pipe soon goes out of its own accord, but is always ready for relighting as long as any tobacco remains.—Louisville Courier-Journal.

TORONTO CITY TRAVELLERS' MOONLIGHT.

A GOLDEN moon, a cloudless night, and a sparkling lake, with twelve hundred merry excursionists on board the Corona, the Highlanders' band, and the Glionna Marcicano orchestra to furnish music, and the city travellers to superintend it all and play the part of hosts is the prescription for a good time



H. C. SCULLY, Chairman.

that worked like a charm Thursday evening, August 6, it being the night of the annual moonlight excursion of The Toronto City Travellers' Association.

The traveller who does not know how to have a good time and make things pleasant for the rest of the crowd is a rare bird. They don't go in for elaborate machinery, but they get results. For instance, the committee who are to blame for the success of this year's outing are: H. C. Scully, of The Canada Biscuit Co., chairman; W. F. Daniel, of Lyman, Knox, Clarkson & Co., secretary; and J. E. Smyth, of The United Factories. None of your world's fair committees for your city drummers! Three trusty knights of the grip could run a moonlight excursion, or an International High Joint Commission! So the excursion was a success financially and otherwise.

The Highlanders' band was stationed on the dock and gave a promenade concert while the crowd were gathering and awaiting the arrival of the steamer. Once on board they were ensconced in the forward cabin where the concert was continued for the benefit of the elderly and sedate, while the young and frivolous found the attractions of Glionna-Marcicano and the dance in the stern much more to their liking.

The night was almost an ideal one for a moonlight sail with perhaps an exception in the case of the wind, which was chilly betimes. This was little thought of, however, and it was a very happy and satisfied crowd that landed at the foot of Yonge street at 11.40 and made a race over the track to catch the last cars for home.

A party of half a dozen travellers and wholesale men formed in impromptu chorus and soon gathered an appreciative crowd to applaud their song and dance stunts on the forward deck.

The Toronto City Travellers' Association is a healthy organization of 150 members and is to be congratulated on the success of their moonlight. The association meets the fourth Friday evening of every month in St. George's Hall, where all city travellers are welcome.

The officers of the association are: President, D. J. Ferguson, of The McLaughlin Milling Co.; 1st vice-president, H. C. Scully, of The Canada Biscuit Co.; 2nd vice-president, J. E. Smyth, of The United Factories; chaplain, W. J. Park, of Todhunter, Mitchell & Co.; treasurer, James Mortimer, of The Christie Brown Co.; secretary, W. F. Daniel, of The Lyman, Knox & Clarkson Co.; marshal, T. Holman, of The Christie Brown Co.;



W. F. DANIEL, Secretary.

guard, W. A. Mitchell, of F. W. Humphrey; pianist, Jos. Taylor, of The Eby Blain Co.

F. W. Fearman, head of the Hamilton pork-packing firm which bears his name, was stricken by paralysis at his Summer home near Beaumaris, Muskoka, last week.

Business Changes

ONTARIO.

Joseph Gravelle, grocer, Renfrew, has sold out.

P. O'Neil, grocer, Toronto, has sold out to J. A. Hornsby.

Julien Lalonde, general merchant, Routhier, has compromised.

S. S. Armitage, grocer, London, has assigned to E. Parnell.

Albert Salham, grocer, Cornwall, has assigned to G. A. Stiles.

R. J. Gilfillen, general merchant, Lucan, has sold out to James Park.

J. B. Garceau, grocer, Pembroke, has been succeeded by Wm. Jewell.

James McLeod, grocer, London, has sold out to J. M. A. Copner.

Scott & Co., grocers, Toronto Junction, have sold out to A. C. Hampton.

The assets of the general business of Blair & Son, Berwick, were sold on Aug. 6.

Perkins, Ince & Co., wholesale grocers, Toronto, are opening a branch in Peterboro.

R. A. Irvine, grocer, Ottawa, has assigned to W. A. Cole; and a meeting of the creditors was held on the 11th inst.

Geo. Poulliot, general merchant, Rockland, has assigned to W. A. Cole; and a meeting of the creditors was held on the 14th inst.

A. E. Saunders, grocer, Ottawa, has assigned to W. A. Cole; and a meeting of the creditors was held on the 10th inst.

W. D. Insley, apple exporter, Colborne, has assigned to W. L. Payne; and there will be a meeting of the creditors on the 28th inst.

QUEBEC.

Pierre Meunier, grocer, Montreal, has assigned.

Geo. Hobson, grocer, Montreal, has assigned.

L. A. Clouthier, grocer, Montreal, has compromised.

Sansregret Freres, grocers, Montreal, have been registered.

Stern & Fishman, general merchants, Montreal, have been registered.

A. Lemoine, trader, St. Eugene de Grantham, has been registered.

A demand of assignment has been made on David Pilon, grocer, Montreal.

Elzear Beauchemin, general merchant, Roxton Falls, has compromised.

A. Lemoine & Frere, traders, St. Eugene de Grantham, have dissolved.

The assets of the general business of E. T. Roy, Windsor Mills, have been sold.

The assets of the general business of L. H. Bissonnette, St. Isidore, are to be sold.

J. A. Lacerte, general merchant, St. Severe, has assigned to Gagnon & Caron.

The assets of the general business of Arthur Bros., Knowlton, are to be sold by tender.

W. McColme, general merchant, New Richmond, is offering to compromise at 35½c on dollar.

The assets of the general business of J. M. Laganier, La Chevrotiere, were sold on the 11th inst.

W. R. Crepault & Cie., general merchants, Kamouraska, have sold stock at 33½c on dollar.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on the 7th inst.

H. Lamarre and H. R. Boisseau are joint curators of the general business of Calixte Beaudry, St. Nazaire.

James M. Couillard, general merchant, St. Martine, has assigned; and a meeting of the creditors will be held on the 21st inst.

MANITOBA AND NORTHWEST TERRITORIES.

Mrs. J. B. Smith, general merchant, Millet, has sold out to Grant Bros.

W. L. Roblin & Co., general merchants, Carman, are advertising their business for sale.

NEW BRUNSWICK.

The offer of T. F. Granville, grocer, St. John, to compromise at 30 cents on dollar has been accepted.

D. Gavin & Co., general merchants, Pexton, has assigned to the sheriff; and there will be a meeting of the creditors on the 18th inst.

BRITISH COLUMBIA.

Steele & McDonald, general merchants, Trail, have dissolved partnership.

THE KLONDIKE TRADE.

The Canadian goods consumed in Northern British Columbia and the Yukon last fiscal year amounted to \$3,164,592, and the foreign goods to \$1,170,050. By this it will be seen that the balance of trade with the gold fields, which a few years ago was largely in favor of the Americans, has now come our way to the extent of \$1,994,339. The balance in favor of Canadian goods has grown by \$77,699 in the last 12 months.

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

That's why you should stock them.



Delicious, Healthful  
The Ideal Fruit

—FOR—  
SPRING and SUMMER USE

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



## Capstan Brand Mustard

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers.

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

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

## FINEST ORANGES GROWN

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

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

## DON'T PASS THIS BY.

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

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



## Window and Interior Displays

Timely Hints  
and Suggestions.

### The Value of Display Cards.

**T**HERE has always been much discussion concerning the selling value of cards in the windows or interiors, and there is little chance of an agreement being arrived at between those who speak highly and those who speak disparagingly of their use. If an unprejudiced observer were to visit the localities of these two classes of merchants, he would find that the difference of opinion is caused more by the difference in the demands of the residents of the two localities than by any shortsightedness on the part of the merchants.

It is a state of affairs which every store has to consider and respect thoroughly, that the people in one town have to be treated in a different manner from the people of perhaps a neighboring town. One town may depend upon the surrounding farmers, another upon its working men or factory hands, another upon a richer class, and still another upon the nationality chiefly represented. In dealing with each of these classes different systems must be adopted, and thus it is that some merchants find the use of price and other cards not so satisfactory as their greatest admirers claim. General rules in regard to cards must therefore be adhered to, only to the extent that they do not interfere with the particular requirements of the people who do business in the store.

And yet it is safe to say that there is no store that will not very often find many sales result from the use of cards, even in the case of people who in conversation speak against them. When a card is neat in size, shape and printing, and judgment is used in the wording and placing, very little fault can be found in it. Some merchants assert that the displayed price of an article very often deters people from considering its purchase, who would have otherwise enquired the price and either through lack of time to think, or through disinclination to show the smallness of their purse, will pay the money and take the article. On the face of it, this argument lacks evidences of honest dealing, and few self-respecting men will use it. A moment's thought will show that a customer thus caught will be lost, and ever after fear to ask prices in that store if the price he paid was too high. The objection that

cards spoil the appearance of a window depends entirely upon the style of the card, and not upon the principle of their use.

As in anything else, there is, of course, a possibility of ruining the effect of a window by the use of cards. The proper kind are fairly small in size, neat in shape and printing. A large, ragged-edged card with conspicuously amateurish

### A Window Display Competition.

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

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

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

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

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

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

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

printing is an eye sore. There is a certain store on one of the principal streets of a large city, that upon its commencement, did an enormous business, on account of the name and flashy methods of business adopted. This store continually kept its windows full of a careless array of goods and immense cards both inside and out, cut and printed in the rummy style that was conspicuous in the whole

business. These cards were painted with a huge paint brush and a clumsy hand, and contained such items of information as "While they last 13c.," "Half-price today," "Less than cost," "Slaughter price 29c.," and so on. For some weeks, being in a large city and on a busy street, a good business was done, but the idea of a continuous sale, the trashy, careless appearance of everything, soon convinced customers that they were paying a little less than high prices for decidedly inferior goods. One month was sufficient experience for that store.

In that way show cards cannot be spoken too much against. The untidiness, the lack of taste and attention and the very conspicuousness of the cards helped ruin the business. Such large cards undoubtedly attracted the eye, but the general appearance of them repelled it again, before it could rest on the goods.

Judgment, too, must be used in the wording as well as in the appearance. Customers, as a rule, have too much common sense to believe that goods will be sold at "Half-price" or "Less than cost," and once a suspicion seizes the mind all future actions will be viewed with suspicious eyes. Slang phrases, as a rule, are repulsive to the passer, or if not, are no advertisement, as they do not catch the right people. Comparisons with a neighbor's or competitor's prices or styles always injure trade. The writer has in mind two bicycle repair shops that stand side by side in a certain city. Both shops show almost identically similar signs and notices; both shops are almost exactly alike in size and plans, and yet one does many times as much business as the other. The question may be asked if it is not partially caused by the sign in the window of the less important store—a large hand pointing toward the competitor and containing the words: "25 miles to the next repair shop. Get your repairs done here, and pump up." The other shop keeps along in its regular business, provides good pumps outside for wheelmen, does good repairing and never notices its neighbor.

There is one very important point to keep ever in mind, in the use of price cards, and that is, avoid using them on a display of high priced goods. By this is not meant only goods that bring an

BUY  
**EASTLAKE  
STEEL  
SHINGLES**  
FOR THE ROOF

BECAUSE:

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

EITHER GALVANIZED OR  
PAINTED.

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

Do you sell it!!!

**POP CORN** in every style.

Pays nearly 100% profit.

**DOMINION POP CORN CO., - TORONTO.**

**WE KEEP ALL CODES.**

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

**THE NATIONAL COFFEE CODE**

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

Price, \$1.00 Postpaid.

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

**THE UNIVERSAL SUGAR CODE**

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

Price, \$1.00 per copy Postpaid.

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

**AMERICAN CODE COMPANY**

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

exorbitant profit and are thus too high-priced, but consideration must also be paid to the relation of appearance and price. That is, an article may be easily worth \$10, figuring upon the cost, or even upon the quality and endurance, but if it does not look to be worth it, or if its value has to be explained to be seen, price tickets should certainly not be used.

The great fault displayed, when the value of cards is believed in, is the over-use of them. Too many defeat their purpose. A few of the principal articles or bargains only should be picked out and ticketed, except, of course, in the case of a window filled with articles of a similar nature, where the relative price is an important thing. The merchant that makes a habit of using cards will even find it a good plan occasionally to arrange a window without cards. People get accustomed to seeing them and may pass them by; but by sometimes omitting them in the display, the window will constantly appear to have something new in its design.

Show cards have at least the one decided advantage that very often a passer will see an article but if no price is shown, he fears it will be too high, and most men dislike inquiring the price, if its extravagance may preclude its purchase. It is very often the combination, or rather the relation, of price and appearance, that sells the thing shown. A man or woman may see something that attracts them, or that they may find great use for; when the price is shown, he can decide whether it is worth it to him, but when the price is not shown, unless it is absolutely needed, he will, in nine cases out of ten, pass it by, for fear its price is prohibitive. If a merchant is the only one in his town, he may with comparative safety neglect to ticket an article of daily necessity, but one of luxury is benefitted by the price-card, if the price is reasonable. In a town with opposition even, articles that every man must have are sold more freely when prices are shown.

Not only in windows is the use of cards found to be of value, but also in interiors. Here price tickets do not obtain so much importance as general cards, such as "A fresh shipment," the particular name or brand of any goods, or the qualities possessed. The number should always be limited and more careful attention is required than in the window. In a large store neat direction cards are of great service telling the floor on which certain goods are found, and the lines sold at each counter. Price tickets are often well used where display counters fill part of the floor space. Shelving, however, should never be disfigured with cards, nor should the counters over which the stock is sold.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

**SITUATIONS VACANT.**

**MILLER**—Married; good practical miller for custom mill; steady employment to suitable man; duties to commence second week in September. Box 118 CANADIAN GROCER, Toronto. f

**WANTED**—Second miller. Must be steady; married man preferred. Box 120 CANADIAN GROCER, Toronto. f

**WANTED**—Live youth, about 18, with some experience in grocery store; must be a hustler. J. W. McCULLOUGH, 695 Spadina avenue, Toronto. (33-1)

**TRAVELLER WANTED.**

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

**COMMERCIAL TRAVELLER** to represent a coffee and spice house west of Toronto; must have a good connection and first-class references; liberal remuneration to the right man. Box 47 CANADIAN GROCER. (31-1f)

**FOR SALE**

**FOR SALE**—Thriving business; bakery, grocery and restaurant. Proprietors health failed. Apply at once, Box 30 CANADIAN GROCER, Toronto. (25-10)

**AGENCIES WANTED.**

**WANTED** by a wholesale coffee and spice house in Toronto, of good standing, sole agency for a good coffee mill. Address Box 46 CANADIAN GROCER. (31 1f)

**To Manufacturers' Agents**

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

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

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



### FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

#### CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous Cary Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a Cary safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

#### Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

## Hallwood Cash Registers

INDICATE

# Correctly

AND

# Exactly

EVERY DETAIL OF

## Each Transaction.

No other Registers will do this.

WRITE FOR PARTICULARS.

### OFFICE AND WORKS:

78 and 80 King Street East,

Toronto, Ont., = Canada.

### Trade With England

Every Canadian who wishes to trade success fully with the Old Country should read

#### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GUELPH

*Business College*

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MacCORMICK, B. A., Principal, GUELPH, ONT

## St. Margaret's College

TORONTO.

A Boarding and Day School for Girls.

Thorough courses in every department.

Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A.,

Director.

MRS. GEORGE DICKSON,

Lady Principal.

### \$1.00 IN RUBBER STAMPS.

Spend it for your own sake. Time saved, money saved. Neatness gained, favor gained. Tell us what you would like, and we'll tell you the cost. Send for our catalogue.

C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

### WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

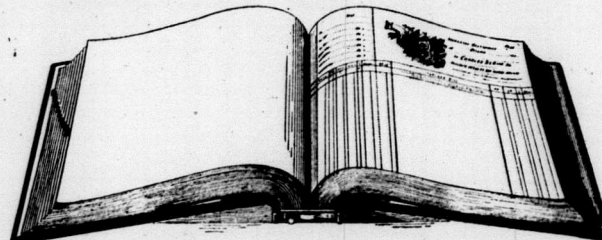
Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

### SAVE TIME

BY

### KEEPING YOUR BILLS ALWAYS MADE OUT.



## The Briggs Ledger System Co.,

Limited

75 York St., - - TORONTO, ONT.

Write for Catalogue.

# THE OFFICE

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## CASH PAYMENTS.

By AN OLD TRAVELLER.

IT is so easy for a merchant to convince himself that the time datings are to his advantage, that one is surprised that the advantages of cash payment are not more fully dwelt upon by the traveller and the supply house. Primarily the wonder is that anything has to be said in favor of it, but, since it is such a general thing to accept the long datings without really reasoning out the results, much might be done by the traveller or by trade journals in drawing the attention of buyers to the fact that both money and credit are gained by accepting the cash discounts.

My experience on the road has taught me that with three out of five buyers, there is a demand for the full time, and very little interest in the cash discounts. And yet it has also been a part of my experience that by reasoning and a careful explanation at least one of those three will see the fallacy of banking their money and taking the time limit. With most travellers the habit is to avoid the mention of payment, leaving all that to headquarters, and relieving themselves of all responsibility by noting that the terms are printed on the copy of the order. This is not sufficient, however, as a "2 per cent. 10 days, net 30 days," conveys no idea to the mind of the three but the "net 30 days."

A simple statement of the fact that by paying cash that merchant is receiving 24 per cent. on his money will put the case in a new light to him. The saving of \$2 on \$100 seems a mere trifle when compared with the 30 or 60 days which he may have in which to pay; but the realization that he is getting 3 per cent. on his bank account and perhaps 5 per cent. on his mortgages, while he can make 10 to 25 per cent. on his cash payments will be almost sure to change his methods of business.

In the line which I carried there was not so much profit in paying cash, but there was enough to impress every merchant with its size, when it was properly brought before him. Three-quarters per cent. per month, although only 9 per cent. per annum, was an inducement which they could not pass by, and in the case of a 20 per cent. profit, I do not think any merchant would consider for a moment long datings if he realized the money he could make.

The objection might be raised that when there is a lack of funds, the discount cannot be accepted, however great it be. To this it is only necessary to say that any firm which sells to a man who is positively unable to pay cash, is taking a risk which stamps it as a loosely run business. With such interest a merchant should make desperate efforts to borrow elsewhere if he has not the money. He can borrow on reasonable security at 5 or 6 per cent., and in this way make from 4 to 16 or 18 per cent. on the money he has borrowed. In general it is not wise to "borrow from Peter to pay Paul," and some have such an antipathy to it that they would rather not only be in debt, but lose money.

The benefit derived does not proceed only from the actual money made, but also from the reputation which

a buyer gets among the supply houses. The man who pays cash is never put off in a rush of orders; he sees the very best samples of the very best houses; he is quoted prices at times that are minus the 3 to 6 per cent. which many firms allow for "risk"; he is visited regularly and treated in the very best way by the supply houses, each of which is anxious about his account. It was often the case that a time buyer was passed by me when I was in a rush, or else he was shown only part of the stock, and the price was necessarily higher than to the cash buyer. In the heavy season we naturally left his order to the last, and thus he was either unable to obtain exactly what he ordered, or any part of his purchase.

I have in mind a merchant who kept a thriving general store in a small village in Eastern Ontario, who was eagerly besieged by the largest and best houses with their best samples and prices. Mr. T— was the talk of the travellers, and many were the toasts drunk to his health "and more of him." One hot Summer afternoon I was driving to his store from the neighboring town of P—, when I met him on his way to town. Drawing up, I told him I was just going to see him and was in a hurry. Without more ado we drove under a tree, I opened up my samples, and in less than half an hour had sold him a bill of about \$250 dollars worth of goods. When the business was over and I had done up my trunks, he coolly put his hand into his pocket, pulled out 25 ten dollar bills and handed them over to me. And the goods were not to be delivered for over two months. This was not at all an unusual thing with him, if he had the money, and if he had not he often made out a cheque on the spot. You may be sure we used our very best manners in dealing with him. If that man through adverse circumstances should fail to-morrow, I know a score of firms that would fill his orders for any amount and wait until he was able to pay.

But such men seldom fail, for in conjunction with such principles go honesty and care in every other branch of business. It is the man who has not the common sense to realize that 20 per cent. saved is 20 per cent. gained who is weak in other ways and in the end figures in Bradstreet's list of failures in the column headed "Incompetency." It may be only an illusion of his that a month's time is better than \$2 on \$100, and it may require only a few words from the traveller to dispel the illusion.

## A HELPFUL CARD.

The Pullman car shops at Wilmington, Delaware, have in use a workman's record system which is adaptable elsewhere.

A card is used for each employe; this contains his name, number, department in which employed, daily, weekly and monthly record, reasons for being absent or discharged; in fact, a complete report of a man's business history from beginning to end.

This is of value to the foreman or office manager who can determine at a glance whether a man is prompt for a considerable period, if entitled to promotion or to an increase in salary.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### Raisins in California.

ADVICES from Fresno, Cal., state: "The California Raisin Growers' Association has fifty-two per cent. of the signatures of raisin growers to the one-year contract. There remain as yet six or seven packers to be dealt with. We do not expect prices will be named before the latter part of September, and the price will be determined a good deal by the strength of the outside packers. For instance, if a price of 6c. and 6½c. is named on 2 and 3 crown standard loose muscatels, the quotations that are being made by the outside packers at ¾c. and ½c. off association prices would hold good.

"A guarantee connected with the prices of the association would prompt them to reduce the price 1c. per pound and rebate the buyers, and would give the buyer from the association a much cheaper price than the one the outsider would have paid. This little plan of procedure, although not being advertised by the association, has been talked of very favorably, and it would not surprise if they used this method of striking at the outsiders. It is really hard to tell what per cent the association will secure, but a conservative estimate has placed it at 75 per cent. of the crop. Under these conditions and with their control of the seeders here they would be able to make a very pretty fight for business for the inside packer, and none would suffer except the outsider, for with 25 per cent. outside it would not take long to clean up that from the market.

"Business in old stocks is exceedingly dull and trade seems listless. Any goods that could be bought at 7c. f.o.b. fancy seeded, would be an excellent buy at the present time. We feel quite certain that the present price of 7½c. for fancy and 7c. for choice will not get any lower before the delivery of the new crop, and it looks very much as if then the price would remain about these figures. Weather is very cool and not favorable to the growing of raisin grapes, but a fair-sized crop will be had even under most unfavorable conditions."

### Valencia Raisin Prospects.

Writing from Malaga to C. J. Missir, his New York representative, A. De Fontagud, says of the Valencia raisin prospects: "We have a very large crop, but owing to the short rain during the

winter months the greater part of the crop will be of small bean; consequently the larger fruit will be scarce. The prices in the beginning will not be very high, but later it is expected they will go up, more particularly the Imperials and Royals." The same letter says of almonds: "Both of Jordans and Valencias we have what we call a large crop. The price for the Jordans will be high in the beginning, owing to the small stocks of old in the markets abroad, but as soon as the first orders are filled prices will decline greatly. No doubt Valencias will begin low in price, and unless the Italian crop turns out a short one, the prices will not rise, but if the Italian crop is a good one, prices here will go lower still."

### California Almonds.

San Francisco mail advices under date of August 4 say: "An almond buyer said this morning: 'The California almond crop is estimated at 300 cars, or about the same as last year. The crop of 1901 amounted to 123 carloads. The foreign almond crop is expected to be the largest in 20 years and with the large California crop the prices paid by the Guggenheims for the Davisville almonds were too high. He also said that in 1901 there was a large foreign crop, with the result that in spite of the short California crop the prices of California almonds dropped to 8c. for Hatch and 6c. for soft shell.'"

### Coast Prunes.

In connection with future prunes The San Francisco Trade Journal says: "The market for new crop 1903 prunes has quieted down, with few sales reported for either domestic or foreign. The foreign appears to have taken more freely so far than the domestic buyer. The market acts as if buyers thought that by waiting concession can be had, but the firmness of growers precludes any such possibility of any reduction in Santa Claras and the better grades of outside prunes. We have instituted diligent inquiries regarding prices for Santa Claras, and find that a 3c. four-size basis in bags is strongly maintained. The foreign markets take a 9 point prune, whereas the domestic market wants a 6 point, and the former can be sold at ½c. less than the latter. A carload of spot San Joaquin prunes was sold at 2½c. on the four-size basis."

### SPEAKS OF THE COMING CONGRESS.

MR. K. B. MURRAY, the secretary of the London Chamber of Commerce and of the Congress of Chambers, arrived in Montreal on the 8th inst. Mr. Murray has come slightly in advance of the opening of the congress in order to make some preparations for it. He is enthusiastic over the approaching meeting, and spoke of the great interest which is being taken in it by business men in England. This interest is evidenced by the fact that 75 chambers out of the 100 in the United Kingdom are sending representatives. The total number of delegates will be almost 500.

Besides the chambers sending delegates from the British Isles, the British Iron Trade Association, the corn trade, the corn millers and other associations of such character will have representatives on the floor of the congress. These outside bodies have been induced to send representatives at the suggestion of the Montreal Board of Trade. Mr. Murray says that the idea is an excellent one, as the interests represented will thus be all the more varied. There will also be a good delegation from the Imperial Parliament, Lord Brassey, the president of the congress, representing the Lords, and the House of Commons being represented by six or seven prominent members.

"What will be the attitude of the British delegates on the tariff question?" Mr. Murray was asked.

"There will be two camps, one favorable to inquiry and the other strongly adhering to free trade."

Mr. Murray went on to say that he thought British opinion on the whole to be in favor of an inquiry, but there is in England no strong protectionist sentiment such as exists in Canada. The average Englishman still believes in free trade, but wants a tariff weapon which may be useful in gaining for England fairer treatment in foreign markets.

As to Mr. Chamberlain's proposals, Mr. Murray says the real fight has not yet commenced. "The working classes and the trades unions are the people who will have most to say in the matter, and so far they have not expressed any opinion as to the stand they will take in the coming fight. The working classes have not yet realized to what extent their wage-earning capacity will be increased when the English market is reserved to them."

The deliberations of the congress may be expected to have an influence on the course of the tariff battle. "I think there can be little doubt," says Mr. Murray, "as to the influence which the finding of the congress will have upon public opinion throughout the British Empire. In any event the discussions which will take place before the congress on a large number of important questions cannot but be of the highest interest to the Empire at large

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## The Song of the Laundresses:

We sing of **Chinese Starch** all day

A song of joy and praise ;  
 Our linen white is a delight,  
 And pleasure rules our days.

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

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

MANUFACTURED ONLY BY

ASK YOUR JOBBERS FOR IT.

**OCEAN MILLS,**

**MONTREAL, P. Q.,**

OUR AGENTS:—

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 Agent for Ontario.

Hallfax, N.S. W. A. SIMSON, 122 Hollis St.

Ottawa, Ont., JOHN E. COX, 53 Sparks St.

Charlottetown, P.E.I., MCKINNON & McNEVIN.

FOR SALE BY:—

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

# FLOUR AND CEREAL FOODS

## Back to the Farm.

**O**NE sign of the times that is praiseworthy is the new dignity with which we invest farming. There was a time when to say that one was "from the country," or that "my people are farmers" was to court a sneer, or to confess poverty. It may be due in part to the fever of modern business activities that farming is seen by a growing class with a sort of halo about it and that country life is a synonym for luxury, for a delicious escape from the frettings and exhaustion of city life, but whatever the reasons are it is true that the esteem in which the pursuit of agriculture is held has grown enormously.

Many forces have been at work to produce this result. Not only has the farmer himself come to regard his occupation as invested with a new dignity, but the enlarging spirit of a well developed social order has permeated his environment.

The diffusion of knowledge and education through the medium of schools, newspapers, magazines and books; the spread of culture through travel and study, and improved social conditions, the expanding influence of trade and commerce, have all had their part in the making of the farmer of to-day. Furthermore, governments have created Departments of Agriculture and established colleges for the instruction of the sons and daughters of farmers in the knowledge they require if mother earth is to be tilled to its utmost profit.

That there are ne'er-do-weels among farmers is true, but the sifting processes of the age make this number less and less. Statistics show the unequal struggle the poorer farmers are waging, and foreshadow their doom.

The elimination of the weak, unintelligent, shiftless class is resulting in the strengthening of the class that remain, and farming of a higher order, scientific in its methods, and regulated as to production, is becoming the prevalent condition.

That all this advance in agriculture is destined to have a very direct and controlling influence on the markets concerned must be admitted. It is commonly said that Chicago makes the wheat and beef markets of the world. Chicago's pre-eminence as a maker of markets is not to be forever, not alone because Canada is developing agricultural and stock areas vaster than those across the border but because farmers themselves are acquiring an independence that frees them from the dictations of the

giants of the stock pit and of the meat packing industry.

The migrations from Europe and the United States to the wheat fields of Canada will result in economic disturbances that the world will watch with absorbed interest.

Farming is no longer the poor man's refuge. It calls for the brawn that the poor man can supply, but it calls for much more—the strength of mind and purpose that converts labor into force, force into energy, and energy into wealth.

## The Wheat Crop of the West.

Although the acreage under wheat in Manitoba is largely in excess of last year, the latest and most reliable reports agree in stating that the output will be smaller owing to the decrease in the average production. The crop report issued by the Government of Manitoba, in June last, places the acreage under wheat at 2,442,873, as against 2,039,940 last year. The prospective crop is likely to be 46,414,587 bushels, as against 53,038,440 bushels which represented the crop of last season. This deficiency shows that the increase in acreage does not offset the shortage in the average yield. The Northwest Territories make a somewhat better showing. The Government report issued a few days ago shows an increased acreage, 727,998 acres being under wheat, as against 625,118 last year. The anticipated yield is 15,042,000 bushels, as against 13,956,850 bushels last season. Although we should have liked to have seen a more favorable all-round report, it is by no means unsatisfactory, and the western farmer has every reason to feel satisfied with the average results of the past few years. It is, at least, a consolation to know that if the quantity is smaller the quality gives every promise of being better, and Manitoba wheat will continue to be recognized as the highest standard in the world.

## Macaroni Wheat.

Popular interest in the possibilities of "macaroni wheat" culture in the United States is stimulated by the glowing predictions of William C. Edgar, editor of The Northwestern Miller.

It is estimated that there are now 400,000 square miles of land in the United States on which nothing is grown. Mr. Edgar believes that "macaroni wheat," which flourishes in arid regions with only nine or ten

inches of annual rainfall, can be raised with profit upon every acre of this area. If we figure the arid territory at 200,000 square miles, or 128,000,000 acres, and put the average yield at no more than twenty bushels to the acre, we have an almost incomprehensible addition to the world's wheat crop—some 2,500,000,000 bushels. Bringing it down to only 40,000 square miles of new land added to wheat culture by the introduction of macaroni wheat—to say nothing of what might be raised in Canada—the wheat crop in this country would be increased from 700,000,000 bushels to more than 1,200,000,000 bushels.

The wheat from which macaroni is made is hard and glutinous, with a small percentage of flour in it. It is the principal cereal product in Spain, Italy, Russia, and Mediterranean countries. Experiments recently made by our Department of Agriculture, however, disclosed some interesting facts regarding the bread-making possibilities of this favorite wheat of Russia. Bread experts all over the country were asked to pick the better of two loaves of bread sent them by the department—one made from the flour of our Spring wheat, the other from the flour of macaroni wheat. Strange to say, a large majority voted in favor of the bread made from macaroni wheat.

## A Question From Jamaica.

The Jamaica Gleaner has the following to say of the relations of that island with Canada:—No reader of The Gleaner requires to be told that we heartily desire to see the Dominion and this Colony drawn closely together. Canada is a part of the British Empire; Jamaica is also proud of owning allegiance to the British throne, and so we think it but right and proper that they both should strive as far as possible to set an example of commercial as well as political solidarity. But the question is: What can Jamaica take from Canada in large quantities? Certainly not manufactures, for Canadian manufactures are still in their infancy, and at the present time Canada herself is obliged to purchase an enormous amount of steel and iron goods from the United States. Can we take flour? We should personally be inclined to think so, but we should like some experienced person to tell us why Canadian flour is not popular here, or why it is not imported in large quantities into this Colony.

# HAVE YOU

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

## TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

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

### Breakfast Food

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

### Wheatlets

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

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,  
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257.  
4675.

## Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King St. East, - Toronto.

### Pacific Rates on Flour.

The cut rate on flour consigned from the Pacific Coast to the Orient will be maintained throughout August, according to a decision reached at a meeting of the Asiatic Freight Bureau held recently in Seattle. This meeting was attended by representatives of all the steamship companies operating services between Pacific and Oriental ports with the exception of The China Commercial Company, running between Hongkong, Mexican ports and San Francisco, which company precipitated the rate war some months ago. Mr. B. W. Greer, general freight agent of the Canadian Pacific, was in attendance at the meeting. He announces that the bureau had decided to continue the \$3 per ton rate on flour shipments to the Orient in force till the end of August. The latter part of this month another meeting of the bureau will take place to review the situation and decide upon future action.

## John MacKay

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

## Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

## THE BEST FLOUR.

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

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

### Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

## MODEL ROLLER MILLS, PERTH, - ONT.

## FLOUR

## FEED

## CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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

"Matchless" Feed.

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



**A Question of Motion.**

OF the many changes that have been chronicled of late, says a writer in *The Dixie Miller*, there is none I think of more importance than the mode of dressing out the flour from rolled stock. Some of us older millers can very well remember when the old bolting reel was the be-all and end-all of the operation. Silk reels followed and then centrifugals. The latter machines have held office, so to speak, for a long period, but I am of the opinion that their day is almost ended. On strictly practical lines I should like to show why this is or should be inevitable.

It is all a question of motion. Motion we must have in order to overcome the inertia of dead, lifeless matter. Motion is the very essence of all separation, and separation is the keystone of flour making. Motion and friction, coupled with aspiration—air motion in fact—are the means employed to get the wheat away from everything else or everything else from the wheat. Motion and friction enable us to break down the wheat itself, motion and mesh enable us to separate the break stock from the middlings already made, motion and aspiration—and motion again—help us to purify those middlings, centrifugal motion on the part of the smooth rolls enables us to reduce those middlings to the fineness of flour granules and centrifugal motion again causes a final separation of such from their other and larger constituents.

What I should like to just glance at, however, is whether in all our operations we have got the exact kind of motion at every stage, or whether it is possible to improve upon them. In the wheat-cleaning department we are as near perfect as possible with one exception, and that is that I think we could very well dispense with the scourer and employ an extra brush instead. Scourers are absolutely not needed. If the wheat is dirty of itself, I would dampen it and brush it again afterwards. Scouring wheat always loosens some portion of the outer fruit coat. This outer coating is just so much sawdust. In fact, it is of the same composition. If we disturb this very thin coating it is abraded or frayed, and being so very short grained the first touch of the break roll causes it to fall into the flour as powder and it has a capacity for lowering the flour color out of all proportion to the amount so deposited.

The break system to my mind is all right and cannot be improved upon if we use no less than twenty inches of length surface on a run of five for every barrel of flour we make in an hour. Formerly we used reels for scalpers, but that has been proved to be very wrong as the rough, tumbling action so set up mixed the broken stock up innumerable times and degraded the color considerably; so now we use sieves. Purifiers have also got the right motion, whether of the sieve or gravity pattern. The principle

involved here is one of gravity and the adjusting of the wind valves does the business.

Smooth rolls are also all right, but the one fault is that too much is nearly always attempted on each individual pair. No mill should have less than thirty inches smooth roll surface per barrel per hour. Middlings should not be treated too harshly, should not be reduced to the fineness of flour particles at one operation. Flour that is hurriedly made is rarely granular enough, and, as we shall certainly have to dress much finer, this last point of mine will have to be closely considered. This brings me to my mutton, so to speak, and I will say at once that centrifugals have not got the right kind of motion for the proper dressing of the highest quality of flour product.

Millers do not generally write about their troubles, but when they do not get good results, it is "remodel the mill" to another system. I would like to hear from the miller who has not had a costly experience. He has either been too slow and not up-to-date, or too fast, and has bought machines before they were thoroughly tested. We have now in use for bolting and separating five methods, or different kinds of machines: The hexagon reel, round reel, centrifugal reel, vibrating sieve and gyrating sieve, any of which will do good work if properly made, properly clothed and properly managed.

I think it is just as important to have returns and cut-offs to regulate the mill when it is running as it is to have adjustments on the rolls to set them when running; and because so many make such ridiculous blunders, as I have stated, it is no evidence that returns and cut-offs are not important.

There are three essentials in making milling successful and keeping up a good grade of flour: First, good grain; second, a good mill; third, a good miller.

**All-Rail Grain Shipments.**

ADVICES from Winnipeg estimate the amount of grain shipped East by the all-rail route during last Winter to exceed 5,000,000 bushels.

Owing to the fact that some grain inspected for Winnipeg, that is, for milling in Manitoba, may afterward be billed through to St. John, and this will not appear in either the Fort William or Winnipeg books, it is impossible to get exact figures. But this amount will not be large.

Official weekly statements of shipments out of Fort William elevators from December 13 to April 18, the all-rail season, show a total of

	Bushels.
Wheat .....	3,087,772
Oats .....	59,267
Barley .....	21,489
	3,168,528

To this must be added the amount of grain inspected in Manitoba for all-rail shipments, which did not go into the Fort

William elevators or appear in their books. This is:

	Bushels.
Wheat .....	1,644,000
Oats .....	391,500
Barley .....	111,600
Flax .....	258,000
Speltz .....	36,000
	2,441,100

Adding the amount shipped from Fort William elevators, 3,168,528 bushels, the grand total is reached of 5,609,628 bushels which was shipped all-rail over the C.P.R.'s Lake Superior section to the sea.

**Crops in The Territories.**

The cereal crops in the Northwest Territories are estimated to be in good condition, and to be the largest in the history of the country. The Department of Agriculture has issued bulletin No. 8, conditions being brought down to date, July 15. The report covers the sixteen districts into which the agricultural belt is divided by the department. The total wheat crop is estimated at 15,042,000 bushels. Last year's was 13,956,850. The oat crop is estimated at 11,803,000 bushels, the best yet, the next largest, that of 1901, having been 11,113,056. The barley crop is estimated at 1,116,300 bushels. Last year it was 870,417. The flax crop is the best yet, the estimate being 334,000 bushels, against 258,185 bushels last year.

**Wheat Crop in India.**

A final general memorandum on the wheat crop of India of the season 1902-3, issued on June 2, 1903, by the Government of India and transmitted by Consul William Thomas Fee, of Bombay, estimates the total output at something over 7,800,000 tons (291,120,000 bushels), against 6,063,000 tons (226,352,000 bushels) in 1901-2. The estimates for 1902-3, however, include 587,000 tons (21,915,000 bushels) grown in the United Provinces in combination with barley and grain.

The memorandum states that the yield for the United Provinces was the highest ever returned and that the season was a favorable one for all the provinces.

**A German Boycott.**

Recent shipments of wheat arriving at Hamburg have been sold as American, although mixed with Canadian. The German Customs authorities now require that all shipments of cereals and peas from North Atlantic ports, including the lake ports, must have certificates proving that they do not originate in Canada.

Grinding corn for feed is a rapidly increasing business in England, and in the west of England and in Wales there are a number of mills devoted entirely to provender milling—some making more money than when they were roller mills making flour. Rolls, too, and disc mills are taking the place of stones for this kind of work, as stone dressers are getting scarce and apprentices are unknown in this class of mills.

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

A most delicious and appetising table sauce.  
 For quotations address

Montreal Agents:

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

Telephone Bell Main 65.  
 " Merchants 522.

**ANALYSIS OF CANNED VEGETABLES.**

The Inland Revenue Department at Ottawa have just issued a bulletin giving the results of the analysis of 100 samples of canned vegetables. The samples included peas, corn, tomatoes, beans, carrots, beets, cabbage, asparagus, mushrooms, pumpkins and squash.

No chemical preservatives were found in any of the samples examined, and with two exceptions all samples were found to be in good condition. These were corn.

Additional tests were also made for copper in peas. Copper is said to be normally present to a very slight degree, less than 10 parts to the million. Such traces were found in two samples, but there was no evidence that it had been intentionally used to intensify color.

A sample of French peas gave 60 parts of copper to the million. The question as to the wholesomeness of peas thus treated is still unsettled, but the weight of opinion is against it.

**GIVING UP BUSINESS.**

It is announced that one of Ottawa's oldest wholesale firms, P. Baskerville & Sons, are about to give up business. The firm's establishment on George street, opposite Musgrove street, has been sold

and possession will be given the new tenants on March 1. The Ottawa Drug Company will take possession of the wholesale establishment, while A. Freedman will get possession of the cold storage building at the rear.

**EXPORTS OF LOBSTERS.**

No less than 224,900 live lobsters from Cape Breton and Nova Scotia have this year been shipped to Portland, Maine. This is 15,000 in excess of last year. This branch of the lobster fishery, which is comparatively new, is becoming a very important one commercially.

**LIME JUICE ISLAND.**

Nearly all the lime juice used in the world comes from the tiny island of Montserrat, in the British West Indies. The lime grows wild in many West Indian islands, but only in Montserrat is it used commercially. That island is one vast garden of lime trees, and nowhere in the world is there a finer sight than its 30 miles of orchards, laden with the fruit of the lime or fragrant with its blossoms.

The fruit is gathered by negro women, who carry it down the hills to the shipping port in big baskets on their heads. Like all West Indians, they are remark-

able for their ability to carry heavy weights in this manner. Once the company which controls the lime juice industry sought to lighten the burden of its laborers by introducing wheelbarrows.

The negroes filled the wheelbarrows readily enough and then carried them on their heads as they had been used to carry the baskets. Many a negro woman will carry a hundredweight of limes on her head for a distance of a mile or more.—Indianapolis News.

**A STOUFFVILLE INDUSTRY.**

The Stouffville Pilot understands that a well-known firm in that section are negotiating for the buildings lately occupied by The Pakenham Pork Packing Co., with a view to establishing an industry that will employ on the start between 60 and 70 hands weekly, in which case at least 30 families would be at once brought into Stouffville.

**NEW BRUNSWICK TRAVELLERS.**

The Commercial Travellers' Club of St. John, N.B., have opened in their new quarters in the central part of the city. The rooms are nicely furnished and are a credit to the members of the association.



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

**Hires'**  
**Root Beer**

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

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

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

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

—Prices on Application—

**Setna & Co., "Chutneys"**

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.

**MONTREAL.**

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Report of Tobacco Commission.

**I**N May, 1902, a Royal Commission was appointed by the Dominion Government to enquire into and to report on an alleged exclusive contract system adopted by The American Tobacco Co., of Canada, Ltd., and The Empire Tobacco Co., Ltd. The object of this system was alleged to be to prevent dealers from selling the goods of other manufacturers, thus creating a monopoly.

The commission has investigated the matter and a full report of their findings has been issued by the Government.

The commission was directed to enquire as to the existence of the alleged contracts, and, in case of their existence, as to the effects they had on the tobacco trade of Canada, with reference to the growers of Canadian tobacco and to the manufacture of tobacco from Canadian leaf, or from a combination of Canadian and foreign leaf.

They report that the manufacture of Canadian leaf tobacco has increased rapidly in recent years. Within the past six years factories for the manufacture of tobacco made from Canadian leaf have been started in Ontario and Quebec, capital has been invested in this industry, the culture of leaf tobacco has been developed, and as a consequence of this enterprise, tobacco made from Canadian leaf has been to some extent substituted for the tobacco made from foreign leaf. The tobacco industry in Canada, both from the point of view of the grower of the leaf and the manufacturer of the Canadian leaf, is an industry of increasing importance.

The culture of tobacco leaf in Canada is confined to two districts. In the counties of Essex and Kent a tobacco known as White Burley leaf is grown, and this is used almost exclusively in the manufacture of plug chewing tobacco. The other tobacco-growing district is in the neighborhood of Joliette, Quebec, and there is grown a variety of leaf which is used almost exclusively in the manufacture of smoking tobacco.

In the month of September, 1895, The American Tobacco Co., of Canada, was incorporated, and in November of the same year the agreement which is complained of in regard to the sale of cigarettes was introduced by the company. The terms of this agreement are that the company shall send a consignment of

cigarettes to the person with whom the agreement is formed on conditions, the chief of which are:

(a) The selling price is fixed by the manufacturer.

(b) A commission of 2 per cent. is allowed the consignee on the amount realized from the sale of the cigarettes consigned; these cigarettes under the agreement remaining the property of The American Tobacco Co., of Canada, until sold by the consignees.

(c) If the consignee handles the cigarettes of The American Tobacco Co. exclusively, and complies with the terms and conditions of the agreement, an additional 6 per cent. is allowed in the way of commission to the consignee on the amount realized from the sale of the cigarettes.

This contract has been entered into by the most of the wholesale grocers and jobbers in cigarettes in Ontario, Quebec, Manitoba and the Maritime Provinces. The cigarettes manufactured by The American Tobacco Co. have acquired such a reputation that the wholesale merchants and jobbers found it necessary to carry them in order to supply the retail demand.

It is now established that wholesale merchants and jobbers are unable to purchase goods from The American To-

bacco Co. of Canada except under the terms of this contract.

In 1901 The Empire Tobacco Co., manufacturers of tobacco out of Canadian leaf, introduced a form of contract somewhat similar in its effect to the contract employed by The American Tobacco Co. in the cigarette trade. The main features of this contract are:

(a) The selling price is fixed by the manufacturer.

(b) A rebate of 5 cents per pound is allowed to the purchaser if he handles no manufactured tobacco made from Canadian leaf, or made from a combination of Canadian or foreign leaf, other than

All leading Wholesale Grocers  
handle

# SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.  
OF CANADA, Limited.

## POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

**BOBS is well advertised.**

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

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

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



## A Winner !

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

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

J. BRUCE PAYNE, Limited,  
Granby, Que.

You're in business to make money.  
You handle innumerable lines outside the strictly grocer trade to this end.

Do you sell cigars ?

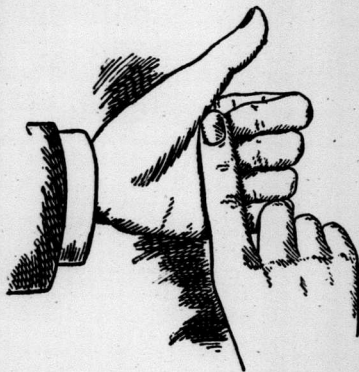
Have you cigars that sell ?

**Kim  
Harold H.  
La Fama**

Are a Trio of the Best  
Sellers in Canada.

See our travellers or write—

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



## If He Smokes a 10-cent Cigar

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

## Tuckett's "Marguerites"

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

**Tuckett Cigar Co., Limited, Hamilton.**



OUR "CORONATION."

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

# RONTO

HIGH-GRADE SMOKING MIXTURE, 10th PACKAGES 80c. PER POUND.

A good profit to the grocer and satisfaction guaranteed to the consumer.

**T. J. Horrocks, Wellington St., Toronto.**

## The Erie Tobacco Co., Limited

WINDSOR, ONTARIO,

Are now in a position to fill orders promptly for the well-known **Queen's Navy** cut plug smoking tobacco in 1-16 lb. foil package, put up in 5 and 10 lb. cases.

# The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

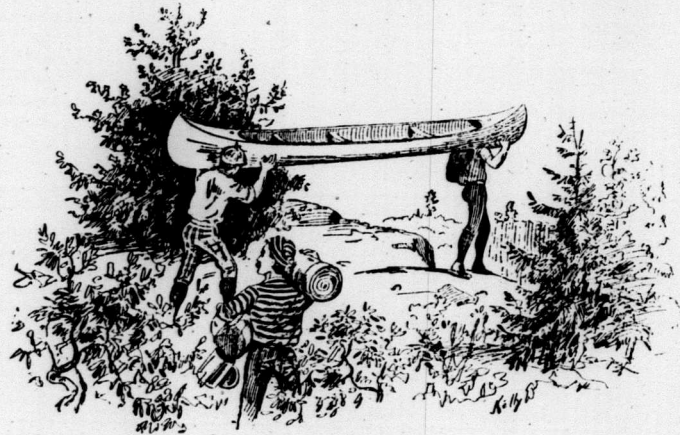
**J. M. FORTIER, Limited,  
MONTREAL.**

MANUFACTURERS OF

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

## The Man on His Holidays

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



### Chewing

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

### Smoking

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

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

FACTORIES: TORONTO AND LEAMINGTON.

## TOBACCOS AND CIGARS

The  
Canadian Grocer

that manufactured by The Empire Tobacco Co.

This contract differs from the cigarette contract in this, that the tobacco when sold becomes the property of the purchaser and is not forwarded on consignment as in the case of cigarettes. It has been entered into by nearly all the leading wholesale grocers and jobbers in the Province of Ontario, and by many of the merchants engaged in the same business in the Province of Quebec, but the contract is not in force in any other provinces of the Dominion. With few exceptions, the wholesale grocers who are parties in this contract are satisfied with its provisions.

As to the growers of Canadian leaf tobacco, it would appear that they have as yet suffered no inconvenience from the contract system. Their crops of tobacco leaf have secured to them remunerative prices, and so far as they are concerned, tobacco growing is a paying industry. The apprehension does exist, however, among those engaged in the culture of tobacco, that if the present system should result in only one buyer of their product remaining in the field, the price would be regulated by that buyer, there being at present no export market for tobacco.

There is no evidence to show that as a result of this contract the price of tobacco is enhanced to the consumer, nor that the quality of the article is in any way deteriorated. On the contrary, it appeared that as a result of the conditions at present existing in the tobacco trade generally, and possibly owing to the competition existing between The Empire Tobacco Co. and the other manufacturers of Canadian and combination leaf in Canada, the consumer gets fair value for his money.

Nor can it be said that the terms of these agreements are illegal. Doubtless their object is to obtain for the cigarettes and tobacco manufactured by the two companies such an exclusive and extensive sale as to render it unprofitable for others to engage in the same line of manufacturing, but the means employed under these contracts do not transgress any statutory enactment, nor are they contrary to the well-settled rules of the common law in reference to trade competition.

It is apparent that this contract system secures to the two companies certain advantages in their having the exclusive enjoyment of facilities which should be common to all. It restricts the opportunities of other manufacturers of cigarettes and Canadian leaf tobacco in Canada to reach the retail dealers and through them the consumers.

### A Foxy Ad.

The five red foxes which for a couple of days have been on exhibition in the window of The Dominion Express Co., Granville street, Montreal, have been looked at by thousands of people. The foxes are three months old, and were obtained by The Empire Tobacco Co. from an Ontario forester who caught them when a week old. They will be on exhibition for a few days at Sarre's store, Barrington street, Montreal. The Empire Tobacco Co. is using the foxes to advertise their Red Fox chewing tobacco, and they are one of the many novel means of advertising that have been adopted by this company to popularize their product.

### Manufacture of Havanas in Canada.

FOUR years ago—Aug. 18, 1899, to be exact—there was established in Montreal the first clear Havana cigar factory in Canada. The pioneers in this manufacture were the three Granda brothers, whose portrait appears below.

They are Spaniards from Cuba, and they manufacture pure Havana cigars only. As none but Spaniards are employed in the manufacture, the cigar is exactly the same as if made in Havana.

These brothers have a practical and expert knowledge of their business. Perhaps the most important matter is the selection of the leaf, and for this purpose one of the partners visits Cuba where he selects the best leaf procurable in the Vuelta Abajo district and ships it direct to Montreal.

First the tobacco is "cased" in fresh water; then handed over to the strippers. "Stripping" consists in taking out the centre stem of each leaf. This being done, the leaves are piled one on top of another like the leaves of a book. These raw leaves are placed in barrels with holes in the side to prevent moulding and the booking process continues for two,



PIONEERS OF HAVANA MANUFACTURE.

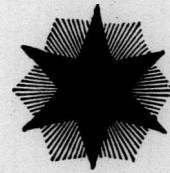
three, and even four weeks, according to the length of time the quality of the tobacco may require. The next process is the blending and here all depends upon the expert knowledge of the manufacturer. Their long experience ensures that F. and J. Granda make no mistake at this critical stage of the manufacture.

The Spanish workman takes the tobacco leaf by leaf and knows as if by instinct, before he commences to roll it, the size and shape of the cigar that will result. The cigars made by the expert Spanish workmen employed by this firm smoke easy and free, giving the rich taste and fragrant aroma which are associated with the best Havana cigars.

When the Granda brothers commenced business four years ago on St. James street, Montreal, the firm name was F. Granda & Bros. Later the firm became known as Granda, Hermanes y Ca., but about a year ago the three brothers Granda separated from the above firm and are in business now as a separate concern known as F. and J. Granda. Their cigar is known as La Flor de Pancho.

### Reaching B. C. Trade.

The McAlpin Consumers Tobacco Co. have recently entered upon a new era of activity in British Columbia, having en-



# Security

A

## High-Grade Cigar.

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

## Pitts, Wigle & Co.

...Dealers in...

## CANADIAN LEAF TOBACCO KINGSVILLE, ONT.

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

gaged a representative for all British Columbia Mr. Fred Bayliss, who has been with The American Tobacco Co. for the last ten years. He has had a large experience and states that the business of his new company has greatly increased in British Columbia during the last few months. An office and warehouse have been opened on Water street, Vancouver, in the centre of other great wholesale houses. The British Navy and Pinchin brands are reported to be meeting with great success.

### Tobacco Notes.

The stock of Yves Auger, cigar dealer, Montreal, is under seizure.

W. J. O'Brien, tobacco dealer, Peterboro, Ont., has assigned to Daniel O'Connell.

The Erie Tobacco Co., of Windsor, have very largely increased their output during the present season.

T. J. Horrocks says that at present he is unable to supply the demand for "Ronto" smoking mixture.

The travelling men in the employ of the Steele Co., Toronto, are giving the home staff rather more than they can attend to.

The "Queen's Navy" cut plug smoking is meeting with a specially large demand, and the "Queen's Navy" chewing is daily adding to its already well known popularity. Their new brand, "The Great 5c Cut Plug," is also meeting with very marked success, and of late the company have had difficulty in filling orders for this popular tobacco.

ABOUT BANANAS.

GROCERS particularly, and many general merchants throughout the country, must have been struck during the past few years with the increased demand for bananas that has sprung up, and it may be of interest to the trade to give a little information in regard to this most healthful Southern fruit. Many of the older merchants will recall the time when the banana was deemed a luxury and a rarity, and also the trouble they experienced in getting their customers to cultivate a taste for the fruit. But to-day it is one of the principal articles in the stores, particularly in the cities and larger towns. In fact, we are well within bounds when we say that there is hardly a village or hamlet in Ontario that cannot supply a call for bananas.

The banana, which is indigenous to tropical climates, is, principally, however, imported into Canada from Jamaica, Porto Rico, Cuba and San Domingo, the ports of entry being Boston, New York, and Philadelphia. The tree grows to a height of 10 to 18 feet, and it has a trunk from eighteen inches to two feet in diameter, which is so soft that it can be cut with a pen-knife. It has no limbs, the leaves, which grow to a length of six feet, and are a foot wide, growing direct from the trunk. Each tree bears but one bunch of bananas at a time, and produces a crop every three months. The life of a tree is about three years, and when it ceases to bear profitably, it is cut down. A new tree sprouts up in its place within nine months, and in another three months bears fruit. The fruit grows in the tree, with the bunch upright, but as it increases in size bends over and hangs down, giving the fruit the appearance of growing upward instead of downward, that is exactly in the opposite direction from that in which the bunches of bananas are usually seen hanging in store windows. The trees grow in low land, and the banana is at its best in the wet season.

People who have heard of the delicious flavor of an orange ripened on the tree often express a wish for a banana ripened by natural process. If their desire could be gratified, they would not be pleased with the fruit. If allowed to ripen on the tree, the banana becomes "mushy" and loses its flavor, and it is a fact that even in its native country the banana is cut in its green state, and allowed to ripen. Unlike any other fruit, the banana is fed with sap from the skin to the heart, instead of from the heart to the skin, and when the little dry spots appear, the banana is at its best for eating purposes.

People who choose the long, smooth-skinned, yellow banana, because it looks good, make a mistake. Such a banana is likely not to be ripe enough. The banana to buy is the one that is dotted with little black spots. Buyers are averse to taking these spotted bananas, but they are in reality thoroughly ripe and the proper ones to eat.

The little clusters that form the big bunches are technically known as "hands," and the number of rows of these hands determine the grade of the bananas. There are what are known as 9-hand, 8-hand, 7-hand and 6-hand bananas, but very few six or seven-hand bananas are sold in this country.

The banana season is at present at its height, and it may surprise our readers to learn that in round numbers 3,000,000 bananas are shipped to the port of Montreal every week, and of this immense quantity about 2,500,000 are consumed in that city alone, the balance going to Ottawa, Quebec and Sherbrooke, the distributing points for their respective districts. The consumption in Toronto, Hamilton, London and other large cities and centres in the West must equal, if not surpass, this enormous quantity. The shipments of bananas to Montreal run from 25 to 30 cars a week, and practically all, except what goes to Quebec, Ottawa and Sherbrooke, is consumed locally. Two years ago, according to Mr. H. J. Cassard, manager of the Fruit Despatch Company, which practically controls the banana trade in Eastern Canada, the City of Quebec did not require more than one car of bananas a week. Now the average weekly consumption is three cars. Ottawa uses the same quantity, while Sherbrooke requires two cars every three weeks.

The banana season in Canada runs through the months of May, June, July and August. From the first of October, the demands falls off. It is peculiar that in Duluth, Winnipeg and Calgary, where the temperature in winter is much lower than in the Eastern cities, the consumption is comparatively greater than in the East. The winter consumption of bananas, however, is increasing in Ontario and Quebec centres. This year the Fruit Despatch Company expect to dispose of 550 cars from Montreal, and next year a consumption of 700 carloads is looked for.

The idea held by many people that the banana is hard to digest is said to be erroneous. On the contrary, good, ripe bananas act as a gentle laxative. That it is very nutritious is evidenced by the fact that it is known as the "poor man's food," its cheapness making it attractive. The large manufacturing centres on the American side, where large working populations live, use large

quantities of bananas on this account.

The trade, particularly the retailing of bananas, is gradually getting into the hands of our Italian citizens, and even in the wholesale line in the larger cities the sons of "Sunny Italy" are getting to be large distributors. It is almost impossible to dissociate the Italian from the banana cart. Take a walk along any business street of any of our larger cities with an Italian population, and you will notice that a fair share of the trade is controlled by the swarthy sons of Italy, and as regards the perambulating street-vending trade, there is no question but that they control that absolutely. Why this is, is a problem too hard to solve. The trade must certainly be profitable, and it may be that the Italian pays closer attention to the care of the banana than does the average grocer.

HUNGARIAN PRUNE CROP.

The United States Consul at Budapest, writes that according to the official horticultural journal of Budapest the prune crop of Hungary will not be more than a low average crop. While in some localities good crops are promised, the excessive cultivation has materially lessened the general prospects. The reports from Bosnia and Serbia are no more promising. Bosnia-Herzegovina will have, it is thought, only about one half the crop of 1902. On the whole, the outlook for the prune crop is anything but encouraging. The Bosnia producers and dealers had each from ten to twenty carloads of prunes left over from 1902. Owing to the unfavorable prospects there is no bargaining yet for the new crop.

CANADA'S APPLE CROP.

A statistical report covering all the apple-growing areas of the United States and Canada was issued at the close of The National Apple Growers' Convention at Niagara Falls last week. The apple crop for 1902 was estimated at 47,625,000 barrels, and the crop for 1903 at 51,614,000 barrels.

The crop in Canada last year was estimated at 16,120,000 barrels, and for 1903 at 13,300,000 barrels.

The estimate for New York is 80 per cent.; fair to choice, Ontario, 80 per cent.; poor to choice, Nova Scotia, 50 per cent.

THE HONEY CROP.

Mr. Morley Pettit, of the Marble Apiaries, Belmont, Ont., called on "The Grocer" this week. Mr. Pettit reports a good crop of first-class quality, but not by any means an extra crop. He anticipates a satisfactory market and looks forward to large demands for honey from the Northwest Territories.

# Flett's

## Pickle Sales

increase rapidly if you sell **FLETT'S PICKLES**. Your customers eat more pickles when they eat **FLETT'S**.

Thus the delicious quality of **FLETT'S** increases the consumption of pickles.

**ROSE & LAFLAMME**  
Agents, — MONTREAL.

MHS

To use a common expression, "when you find a good thing push it along."

## PATERSON'S WORCESTER SAUCE

is a good thing—as you probably know—**Push it along**, and push hard.

**ROSE & LAFLAMME**  
Agents - - MONTREAL

## Brand's Al Sauce

is the climax of perfection

—a fine tonic  
—and digestive

and

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

FOR SAMPLE AND QUOTATION WRITE

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

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

Everybody WANTS

## VINEGAR NOW

Everybody

should use the BEST Malt Vinegar—that is

# Grimble's

PURE MALT



## Vinegar.

Brewery: **LONDON, England.**

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



## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur  
Lydiatt,

TORONTO.

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

### Stopping a clock is a poor way to save time—and stopping an advertisement a poor way to save money.

**T**HE problem that confronts every retail dealer, enterprising enough to advertise at all, is how to get his money's worth of attention amid a crowding mass of dull monotony. Frequently he tries to settle it by purchasing all the space he can get, and then filling it— with wind.

So much has been said about the worth of getting one's name before the public that it has come to be accepted by advertisers of every class as the acme of advertising art.

The dealer who has bought a larger amount of space than he can furnish with ideas is inclined to think that he has done his full duty if he gets the firm name pretty often into "good black type."

He prefers a double column space, and on special occasions spreads himself horizontally over three or four columns.

That sort of thing has a value, no doubt. It shows that the house is active and stirring. It attracts, on the whole, a good many readers, and some of these are hit occasionally by a stray shot. But is it worth what it costs?

What advertising is everybody knows, but who knows how to define it? It eludes definition.

We have seen it defined as "the creation of wants" or "to publish with a view to sale or recovery," but among the best definitions are the two: "To make the name and business of the advertiser familiar," and possibly the best of all, "to bring buyer and seller together."

These are lucid phrases, but fall short of the mark. For is not the crowning glory of successful advertising the making of a buyer out of one who did not want the goods until he read about them?

If this idea is correct, won't these attempted "definitions" prove entirely inadequate to completely express the real meaning of advertising?

As for retailers' advertising, I think we can be satisfied with the definition or conclusion that "advertising is the artificial creation and stimulation of wants," and as this idea is kept uppermost in

our minds we may prove more adept at preparing the kind of copy which will bear out this conclusion.

From one source and another I have gathered together a few "don'ts and do's", which, while not established rules, have their suggestive value. I do not know that one of them is new, but they will all bear resaying. One thing certain: no retailer but can be benefited by putting most of these precepts into practice. So take what you want and forget the rest.

Don't occupy more space in a newspaper than you can fill. A small advertisement, crisp and fresh, is better than a column or two grown stale. Change often.

Don't be satisfied merely to "catch the eye." 'Tis true, Addison pronounced that to be "the great art in writing advertisements," but as great a one is to hold the eye after it is caught, and thereby get the attention. The dominant line, the catchy first words, must not, of course, be undervalued, only they are not all sufficient.

Make your advertisements readable. You can't do it with poster type, set in double measure. Avoid too many display lines. Drop all your superlatives and half your capital letters. Barnum's manner is well enough once a year—for a circus.

Cultivate style—not fine writing, not big words, but plain, direct English speech, shorn of both slang and tinsel; plain enough for the refined, as Shakespeare is, and the Book of Job.

Secure a special place in your newspaper, and run your advertisements in it regularly. Get people in the habit of looking there for them. The value of a special position depends very much upon the make-up of the paper, and also upon the kind of goods you are advertising. Top of column next to reading matter is not the best position for every advertisement, or in the best position for every newspaper. Millinery on the financial page and plug tobacco next to the fashion column are incongruous.

Never exaggerate. Tell your little story in a modest, friendly way, and don't promise more than you can per-

form. Aim to create an impression of candor and fairness. Describe your goods, but don't overpraise them. Pay no attention to your competitors. Above all, don't be forever asking the public to buy, like an "old clo" man. It is enough that you have goods to sell. That you want buyers goes by inference.

Acquaint yourself with type, as as to use it effectively. Consider the value of plain Roman in broken paragraphs, as compared with ordinary display. Plenty of people will declare that such and such a book looks interesting from merely glancing at it, simply because it is full of conversational matter and broken lines. Take the hint and make your advertisement look interesting by introducing a sufficiency of open space. Ample white space top and bottom of an advertisement is a great help sometimes.

Troll your readers along from one short paragraph to another. There are various ways of doing it. One way is to set the several paragraphs of the same advertisement in different "measures" or lengths of line. A sudden change agreeable and effective. The firm name set extremely small is a useful variation.

Advertise one thing at a time. Make a distinct impression. Don't catalogue your wares. The man who read the Dictionary through complained that he couldn't remember much about it. A good many advertisements are similarly confusing.

Be versatile. Don't run in a rut. Don't try to. True, there are dealers who have adopted and popularized some odd forms of advertising, but for most of us variety is better. Mannerisms soon wear out—even in "experts." The moon would be less interesting were it always at the full.

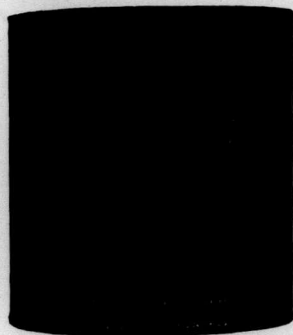
The merchant who gives to his advertising the study and scrutiny that he does to other branches of his business will plan it broadly, systematize it carefully, and make a definite annual appropriation for its needs.

Then neither carelessness nor personal vanity will be allowed to get in the way.

Established 1845

Established 1845

# COFFEE



1 and 2-lb. Tins.

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

# SPICES

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

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

## TRADE-WINNERS

**Golden Eagle Blend  
Coffee**

Ask the grocers who are handling it.

**Lees & Langley's  
Worcestershire Sauce**

The most perfect relish ever placed on the Canadian market.

Sole Proprietors

**AMERICAN COFFEE & SPICE COMPANY.**

LEES & LANGLEY, TORONTO.

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

Send for sample  
packets for free  
distribution.

## TIP-TOP SOAP CHIPS

IN CARTON PACKETS

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

*"Best in the World."*

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

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form - 50 years' reputation.

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

THE DOMINION EXHIBITION.

THE Dominion Exhibition, at Toronto, the dates for which are August 27 to September 12, and which will be officially opened August 29, promises to excel anything heretofore attempted. The new buildings will all be in readiness and the aid extended by the Dominion Government, being especially applied to increasing the prize money and helping to pay the freight on exhibits from a distance, paying the whole freight on exhibits west of Port Arthur and east of Montreal, should have the effect of bringing out a very representative exhibition of the products of Canada. The exhibit of horses promises to be decidedly strong, as the Dominion Government have set aside a part of their appropriation particularly to be used as special prizes for the encouragement of horse breeding. Indeed there never were so many special prizes given at an exhibition in Toronto before. One of the most interesting features will be the process section in the new Manufactures and Liberal Arts Building where twenty-seven different processes of manufacture will be shown in active operation. All these manufactures will include the very latest inventions in the different lines and on that account will be of the greatest interest. A few of the processes that will be on view are: Printing vast numbers of tickets by multiple press, bookbinding, and box making, all by the same firm; spectacle making, diamond cutting, glass blowing, die sinking, boot and shoe making, umbrella making, paint mixing, the manufacture of cotton and canvas bags, cotton spinning, elastic stocking making, chain making, electric light bulb blowing, button making, binder twine making, electric welding, needle and pin making, flax spinning, soap making, metal spinning, carpet weaving, cloth making, broom making, and a variety of others, including the process of photography. These processes will be in constant operation and are expected to lend greatly to the attraction of the building.

Of unique interest will be the exhibit of the presents received by her late Majesty the Queen, on the occasion of the jubilee, which the King has been graciously pleased to place at the disposal of the directors.

The Exhibition days have been apportioned as follows: Thursday, Aug. 27, and Friday, Aug. 28, preparation days; Saturday, Aug. 29, Official Opening Day; Monday, Aug. 31, School Children's Day; Tuesday, Sept. 1, Press Day; Wednesday, Sept. 2, Manufacturers' Day; Thursday, Sept. 3, Canadian Day; Friday, Sept. 4, Empire and Pioneers' Day; Saturday, Sept. 5, Commercial Travellers' Day; Monday, Sept. 7, Labor Day; Tuesday,

Sept. 8, Farmers' Day; Wednesday, Sept. 9, Stockbreeders' and Fruit Growers' Day; Thursday, Sept. 10, American Visitors' Day; Friday, Sept. 11, Society Day; Saturday, Sept. 12, Citizens' and Review Day. It will be noticed that the Exhibition will be in full swing from 9 a.m. Saturday, Aug. 29, to 10 p.m. Saturday, Sept. 12, Monday, Sept. 14, being moving day.

MONTREAL BAKERS' AND BREAD DRIVERS' PICNIC.

LIKE their friends the grocers, the master bakers and bread drivers of Montreal took a day off Wednesday, August 5, and celebrated their emancipation from long hours, by excurting to Highgate Springs in the Green Mountain State. Despite the unfavorable weather prevailing, they and their friends turned out in goodly numbers and enjoyed themselves right royally, and, in the words of Byron, "everything went merry as a marriage bell" not one regrettable feature marring the day's pleasure. One of the most active of the Committee of Arrangements was Mr. Fred Stevens and he seemed to be ubiquitous and as busy as the proverbial bee, and despite the rain kept the interest and enthusiasm up to concert pitch. The various games and sports were carried through. The list of winners is as under:

Putting 16-lb. shot, open—1, M. Doo'an, 35 ft. 9 in.; 2, P. Elliott, 33 ft.; 3, T. McBride, 31 ft.  
Throwing 56-lb. weight—1, T. McBride, 29 ft. 3 in.; 2, M. Doolan, 26 ft. 11 in.; 3, P. Elliott, 18 ft. 3 in.

Boys' race, under 12 years, 100 yards—1, A. Withell; 2, J. Paradis; 3, J. Parker.

Girls' race, under 12 years, 75 yards—1, I. Tetters; 2, C. Haigh; 3, F. Haye; 4, I. Hout.

Young ladies' egg and spoon race, 75 yards—1, Miss Geeves; 2, Miss A. Fletcher; 3, Miss Wilkin; 4, Miss Fletcher.

Boys' race, under 16 years, 100 yards—1, K. Clarke; 2, A. Gervais; 3, C. Daoust; 4, W. Martin.

Bread and cake drivers, over 30 years—1, W. Greigg; 2, T. Thomson; 3, J. Lonergan; 4, R. Fletcher.

Married ladies' race, 100 yards—1, Mrs. Bain; 2, Mrs. Hawkins; 3, Mrs. Gamble; 4, Mrs. Greigg.  
100 yards, amateur, open—1, F. Philips; 2, T. McBride; 3, A. G. Tuggey.

Bread and cake drivers, under 30 years—1, E. P. Lalonde; 2, J. McConomy; 3, E. McCoy; 4, M. Laporte.

Bread and cake drivers' wives, 75 yards—1, Mrs. Bain; 2, Mrs. Hawkins; 3, Mrs. Corus; 4, Mrs. Gamble; 5, Mrs. Quinn.

Bakers and confectioners—1, F. Philips; 2, J. Dagenais; 3, A. McConomy.

Master bakers, 100 yards—1, R. G. Auld; 2, L. Brouillet; 3, N. Lalonde; 4, J. Brouillet; 5, M. Lonergan; 6, M. Dagenais; 7, O. Strachan.

Pipe race, 200 yards, open—1, M. Hindson; 2, A. Adams; 3, T. McBride; 4, A. Daniel.

Bread and cake drivers, over 40 years, 100 yards—1, L. Brouillet; 2, M. Hindson; 3, J. Liddell; 4, N. Lalonde.

Hop, step and jump, open—1, F. Philips, 38 ft. 11 in.; 2, J. Damant, 38 ft. 3 in.; 3, M. Doolan, 37 ft. 6 in.; 4, T. McBride, 36 ft. 5 in.

Foot race, open, 120 yards—1, W. McConomy; 2, J. Damant; 3, A. Adams; 4, E. P. Lalonde.

Three-legged race, open, 150 yards—1, T. McBride and F. Philips; 2, W. McConomy and Renne; 3, H. G. Tuggey and A. Adams; 4, E. Laniel and E. P. Lalonde.

Special ladies' race, prize given by Eagle Baking Powder Co.—1, Mrs. Bain; 2, Mrs. Adams; 3, Miss Quinn.

Ex-bread drivers—1, W. J. Damant; 2, J. Cassidy; 3, C. Reynolds.

Fishing contest, open—1, J. Furlong, 12 lbs. of fish; 2, A. Adams, 9 lbs.; 3, J. Goyer, 8 lbs.

Quoits—1, J. N. A. Rice; 2, W. Halzel.

Prize waltz—Won by Mr. Wright and Miss Ferguson.

Consolidation race—1, C. Damant; 2, V. Damant; 3, W. J. Brown.

Beans in bottle guess—Won by Mrs. Samson after three ties.

Best bouquet—1, Mrs. Quinn; 2, Miss Bromley; 3, Miss Hayes.

PRICES OF A CENTURY AGO.

Mr. Alderman Euerby, of St. Mary's Butts, has in his possession some invoices, dated nearly a century ago, of groceries and provisions which are of exceptional interest at the present time, says London, Eng., Grocery. One set of invoices is for goods supplied by Mr. John Burgis, a wholesale grocer, at that date occupying the premises now belonging to Messrs. Baylis & Co., Broad street and St. Mary's Butts, to a Mr. Shuttle, who occupied a shop now in the possession of Mr. Alderman Euerby. The prices given are wholesale: Tallow candles, 11s. per doz. (at present retailed at from 5d. to 6d. per doz.); currants, 11s. 6d. per doz. lb. (now retailed at from 2½d. to 5d. per lb.); sugar, 112s. per cwt., or 1s. per lb. (retailed at the present time at 1½d. to 2½d. per lb.); bacon at 126s. per cwt. (sold now at from 6d. to 10d. per lb.); tea 7s. 4d. per lb. (to be obtained now at 1s. to 2s. per lb.). Another invoice was for salt, supplied by Mr. Edward Law, the Seven Bridges, Reading, to Mr. Shuttle, charged at 18s. per bushel, wholesale, a commodity which can now be bought retail at 8d. per bushel. The wages of the ordinary laborer at that time amounted to about 7s. per week, and the period was, of course, that of the Napoleonic wars.

A NEW CALIFORNIA PRODUCT.

A new California product is to be placed on the market, that of lemon juice in its pure state. For some time a well-known California packer has been endeavoring to devise a process by which the juice could be preserved in a pure and unadulterated form, and he has succeeded at last. He will now put out the product on a large scale. No preservatives or adulterations of any kind are used in the process. The juice will be put up in bottles of 4, 8, and 16 ounce sizes and packed two dozen bottles to the case for shipment to the East, where it will be sold to retailers in sections where lemons are difficult to secure.

The average annual production of olive oil in Spain during the past decade was 56,839,000 gallons.

**It's Durability That Counts**

in wrapping paper. Our brown and manilla wrapping papers are deservedly winning approbation from all who use them. They assure the safety of your parcel.

Full Count. Full Weight.

MADE IN CANADA

**Canada Paper Co., Limited**

TORONTO MONTREAL.

**BERLIN BRUSH CO.**

WATERLOO.

Manufacturers of

**Fine Whisks, Brooms, and Brushes**



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

...THE...

**Bennett Manufacturing Co.**

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,  
Grocery,  
Seed and  
Drug Trades.



**556 Dundas Street, Toronto.**

SEND FOR PRICE LISTS'

**Want Ads.**

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

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

**COWAN'S**

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

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

Are the standard goods for purity and excellence.

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

**Maple Syrup**



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

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

**"ACME"**

**TABLE SALT**

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

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

**Cultivating Weeds**

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book — errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



**IF A MAN WANTS CREDIT**

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

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


**BROCK'S BIRD SEED**



"It's all right."  
For You  
For  
The Bird.

**NICHOLSON & BROCK, TORONTO.**

**TANGLEFOOT**



SEALED STICKY FLY-PAPER.

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

For over a Century  
and a Half.



# KEEN'S MUSTARD

has been on the market since 1742.

Its trade has been increasing ever since this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

## Current Market Quotations for Proprietary Articles

August 13, 1903.

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

### Baking Powder.

Brand	Size	Per doz.
Cook's Friend	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
Pound tins, 3 doz. in case		3 00
12-oz. tins, 4 "		2 40
5-lb. "		14 00

W. H. GILLARD & CO.

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

### IMPERIAL BAKING POWDER.

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

### MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5-c.	\$0 40
4 "	4-oz.	0 60
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-lb.	4 10
1 "	5 "	7 30
2 "	6-oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

### JERSEY CREAM BAKING POWDER.

ze. 5 doz. in case		\$0 40
" 4 "		0 75
" 3 "		1 25
" 2 "		2 25
Ocean Baking Powder, 1 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 5 doz.		90
Ocean Baking Powder, 1 lb., 3 doz.		1 25

Ocean Mills	Per doz.
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case.	78

Freight paid, 5 p.c. 30 days.

Royal Dime	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 60
3 lb.	2 25
12 oz.	2 90
1 lb.	4 50
3 lb.	5 75
5 lb.	15 50
5 lb.	25 50

Cleveland's	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 50
3 lb.	2 20
12 oz.	2 80
1 lb.	4 25
3 lb.	5 50
5 lb.	15 00
5 lb.	25 00

### Blackening.

Henri Jonas & Co.	Per gross
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

### Blue.

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

### Black Lead.

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

### Brooms.

United Factories, Limited	Doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 "	3 95

Boeckh's Bamboo Handles C, 3 strings	3 70
" " " " D, 3 "	3 50
" " " " F, 3 "	3 20
" " " " G, 3 "	2 95
" " " " I, 3 "	2 60

### CANADIAN BROOM CO.

Warehouse, 4 strands	Doz. Net.
Special, 4 "	\$3 15
Crown, 4 "	3 15
Maple Leaf, 4 "	2 75
Electric, 4 "	2 40
Queen, 3 "	2 25
Crescent, 2 "	1 90
" " "	1 60

### Biscuits.

Carr & Co., Limited	Per doz.
Frank Magor & Co., Agents.	
Cafe Noir	\$0 15
Ensign	0 122
Metropolitan, mixed	0 09

### Canned Goods

Henri Jonas & Co.	Per doz.
Mushrooms, Rionel	\$15 50
1st choice Duthel	18 50
Lenoir	19 50
extra Lenoir	22 00

Per case, 100 tins.	Per doz.
French Peas, Delory's	
Moyen's No. 2	\$0 00
No. 1	10 50
1 Fins	12 50
Tros fins	14 00
Extra fins	15 00
Sur extra fins	18 00
French Sardines	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alpines	2 50

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 182
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

### Chocolates and Cocoas.

The Cowan Co., Limited.	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	\$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40

Cocoa Essence, sweet, 1-lb. tins, per doz.	1 80
Chocolate—	
Queen's Dessert, 1/2 s and 1/4 s	\$0 40
" " 6 s.	0 42
Mexican Vanilla, 1/2 s and 1/4 s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8 s.	0 28

### FRY'S.

Chocolate—	
Caracas, 1/2 s, 6-lb. boxes	per lb. \$0 42
Vanilla, 1/2 s	0 42
"Gold Medal," sweet, 1/2 s, 6-lb. boxes	0 23
Pure, unsweetened, 1/2 s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2 s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2 s, 14-lb. boxes	0 24

Cocoa	Per doz.
Concentrated, 1/2 s, 1 doz. in box	2 40
" " 1-lb. "	4 50
" " 1-lb. "	8 25
Homoeopathic, 1/2 s, 14-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 371

### JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2 s and 1/4 s boxes	0 28
Mott's Breakfast Cocoa, 1/2 s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 s in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 36

### CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 351

### WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—from the Atlantic to the Pacific,  
—from Sydney to the Klondike,

# EDWARDSBURGH OR BENSON'S STARCH

is recognized  
as **Canada's Most Perfect Starch.**

**Always Satisfactory.**

The **EDWARDSBURGH STARCH CO'Y, Limited**  
**ESTABLISHED 1858**

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's,  
per box 3 00  
Soluble chocolate (hot or cold soda)  
1-lb. cans 0 42  
Vanilla chocolate wafers, 48 to box,  
per box 1 65

**Cocoanut.**

L. SCHEPP & CO. Per lb.  
1-lb. packages, 15 and 30-lb. cases \$0 26  
1-lb. " " " " 0 27  
1-lb. " " " " 0 28  
1/2 and 1-lb. packages, assorted, 15 and  
30-lb. cases 0 26 1/2  
1/2 and 1-lb. packages assorted, 15 and  
30-lb. cases 0 27 1/2  
5c. packages, 4 doz. in case, per doz. 0 45

**Condensed Milk**

Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. 4 65



**Borden's Condensed Milk Co.**

Eagle brand \$1 65  
Gold Seal brand 1 30  
Peerless brand evaporated cream 1 02

**Canadian Condensed Milk Co.**



"Jominior"  
brand,  
cases 4  
doz. (48  
lb. net)  
5 50

**Coffee.**

THE EBY, BLAIN CO., LIMITED.

In bulk—  
Club House 0 32  
Royal Java 0 31  
Royal Java and Mocha 0 31  
Nectar 0 30  
Empress 0 28  
Duchess 0 26  
Ambrosia 0 25  
Fancy Bourbon 0 20  
High Grade package goods—  
Gold Medal, 2-lb. tins 0 30  
Gold Medal, 1-lb. tins 0 31  
Kin Hee, 1-lb. tins 0 30  
Cafe Des Gourmets, ground only, 1-  
lb. glass jars 0 30  
English Breakfast, ground only 1-  
lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca 80 32  
Damascus 0 28  
Cairo 0 20  
Sirdar 0 17  
Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java 80 22 1/2  
Mocha 0 22 1/2  
"Condor" Java 0 27 1/2  
Mocha 0 27 1/2  
15-year-old Mandheling Java and  
hand-picked Mocha 0 50  
1-lb. fancy tins choice pure coffee, 48  
tins per case 0 20  
Madam Huot's coffee, 1-lb. tins 0 31  
2-lb. tins 0 30  
100 lb. delivered in Ontario and Quebec.

**Cheese.**

Imperial—Large size jars per doz. \$8 25  
Medium size jars 4 50  
Small size jars 2 40  
Individual size jars 1 00  
Imperial holder—Large size 18 00  
Medium size 15 00  
Small size 12 00  
Roquefort—Large size 2 40  
Small size 1 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co.,  
Limited, Toronto. C. O. Beauchemin &  
Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100  
books, 1 kind assorted. 4c. 4 1/2c.  
100 to 500 books 3 1/2c. 4c.  
100 to 1,000 books 3c. 3 1/2c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books 3 cents each  
5 00 books 4 " "  
10 00 " 5 1/2 " "  
15 00 " 6 1/2 " "  
20 00 " 7 1/2 " "  
25 00 " 8 " "  
50 00 " 12 " "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in  
case, per case \$0 62  
4 doz. packages (12 to a case) 0 75  
6 doz. packages (12 to a case) 0 95

**Cleaner.**

BRUNSWICK'S  
**EASYBRIGHT**  
CLEANER  
CLEANS EVERYTHING.  
Per doz.  
4-oz. cans 8 00  
6-oz. " 9 00  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

Wholesale Agents:

The Davidson & Hay, Limited, Toronto

**Extracts.**

HENRI JONAS & CO. Per gross.

1-oz. London extracts 8 60  
2-oz. " (no corkscrews) 5 50  
2-oz. " 9 00  
2-oz. Spruce essence 6 00  
2-oz. Anchor extracts 12 00  
4-oz. " 21 00  
1-oz. " 36 00  
1-lb. " 70 00  
1-oz. flat 9 00  
2-oz. flat bottle extracts 18 00  
2-oz. square bottle 21 00  
4-oz. " (corked) 36 00  
8-oz. " 72 00  
Per doz.  
8-oz. " glass stop extracts \$3 50  
8-oz. " 7 00  
2 1/2-oz. round quint essence extracts 2 00  
4-oz. jockey decanters 3 50

**Food.**

Robinson's patent barley 1-lb. tins \$1 25  
" " 1-lb. tins 2 25  
" " groats 1-lb. tins 1 25  
" " 1-lb. tins 2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.  
Orange marmalade \$1 50  
Clear jelly marmalade 1 80  
Strawberry W. F. jam 2 00  
Raspberry " 2 00  
Apricot " 1 75  
Black currant " 1 85  
Other jams \$1 55 1 90  
Red currant jelly 2 75

**T. UPTON & CO.**

Pure Fruit Jams—  
1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2  
5 and 7-lb. tin pails, 8 and 9 pails to  
crate, per lb. 0 06  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Pure Fruit Jellies—  
1-lb. glass jars, 2 doz. in case, per doz. 0 95  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Home Made Jams—  
1-lb. glass jars (16-oz. gem.) 1 doz. in  
case, per doz. 1 50  
5 and 7-lb. tin pails, per lb. 0 09  
7, 14 and 30-lb. wood pails, per lb. 0 09

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40  
Fancy boxes (36 or 50 sticks) per box 1 25  
"Ringed" 5-lb. boxes, per lb. 0 40  
"Acme" pellets, 5-lb. cans, per can 2 00  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans, per can 2 00  
Licorice lozenges, 5-lb. glass jars, 1 75  
" " 20 5-lb. cans, 1 50  
"Purity" licorice 10 sticks, 1 45  
" " 100 sticks, 0 75  
Dulce large cent sticks, 100 in box, 0 75

**RECKITT'S BLUE and BLACK LEAD**

{ Always give your  
Customers Satisfaction

