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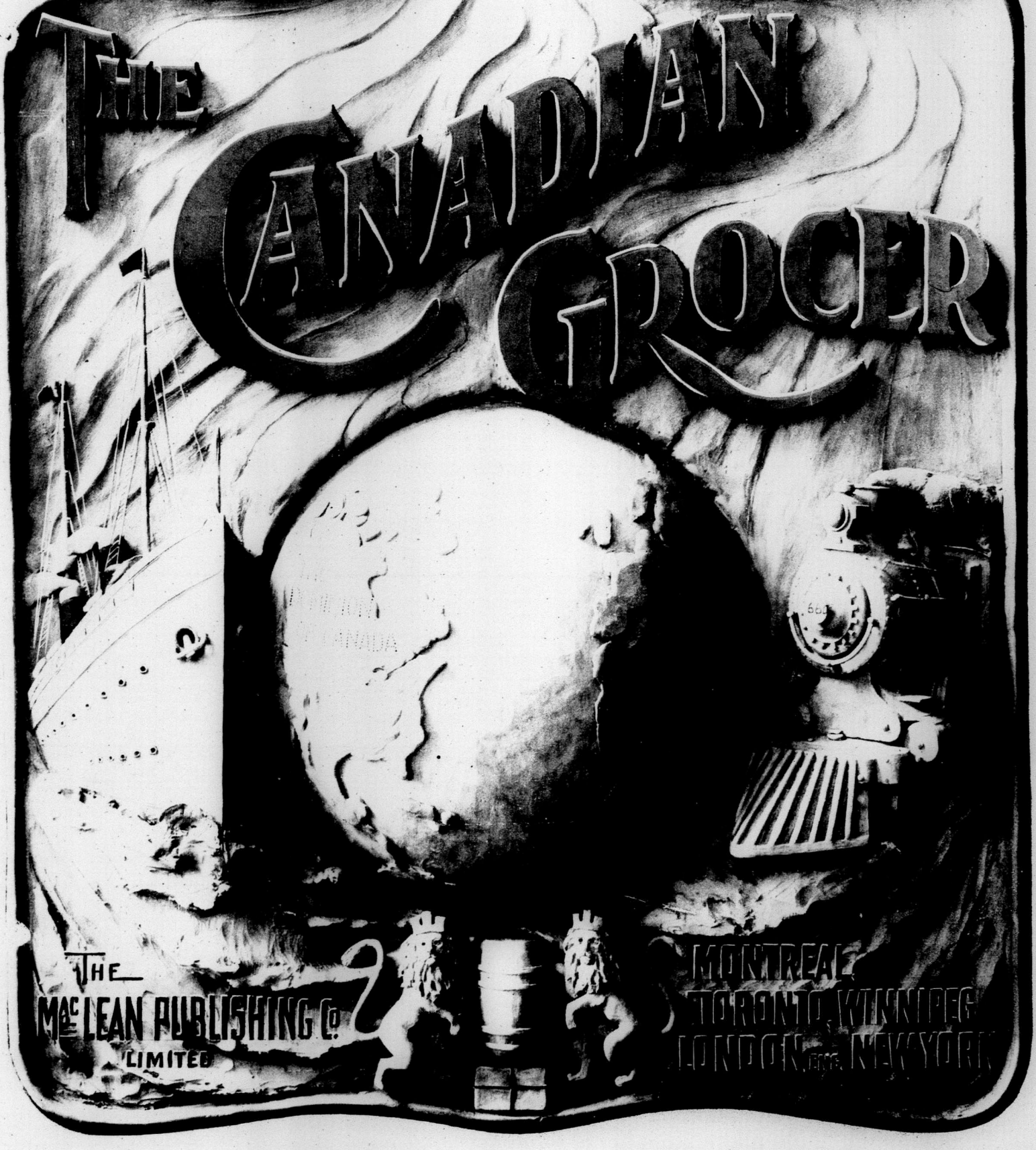

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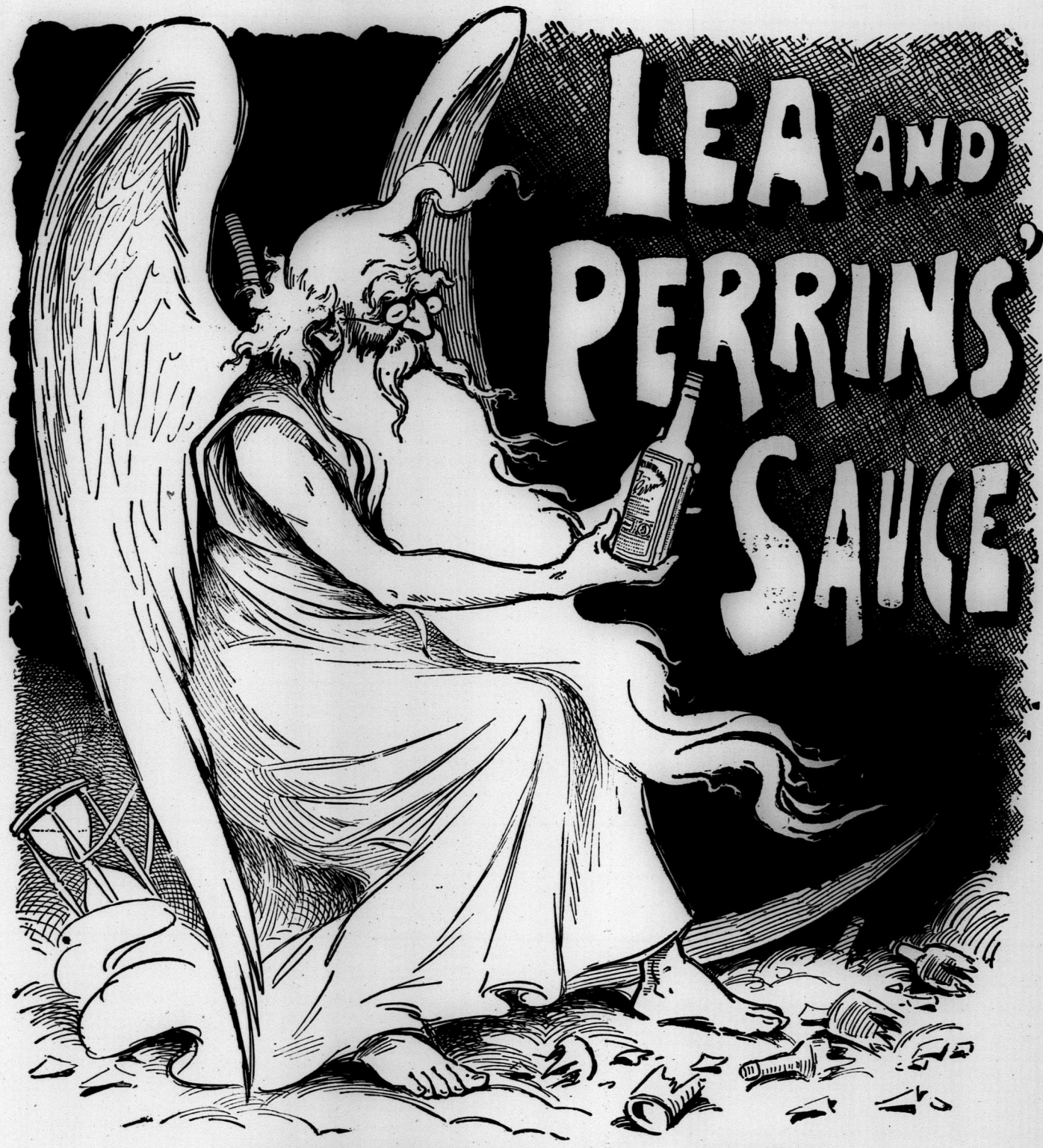

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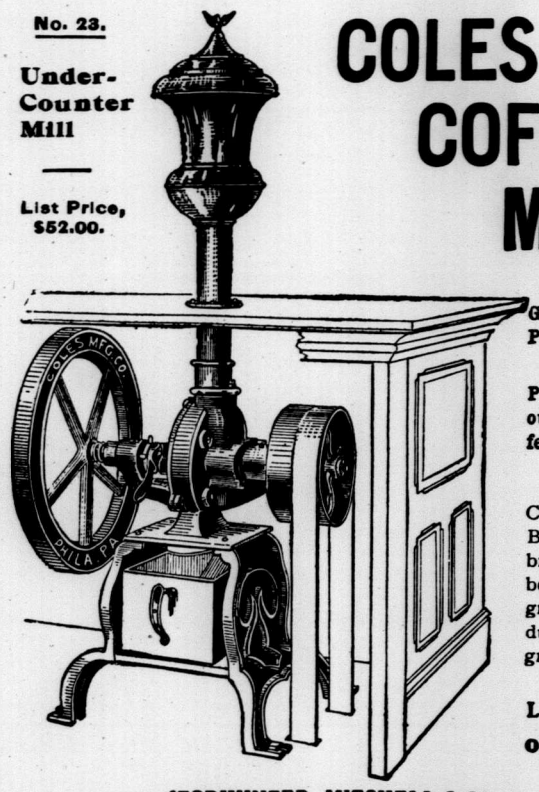

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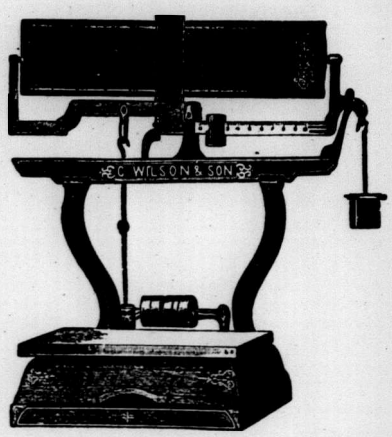

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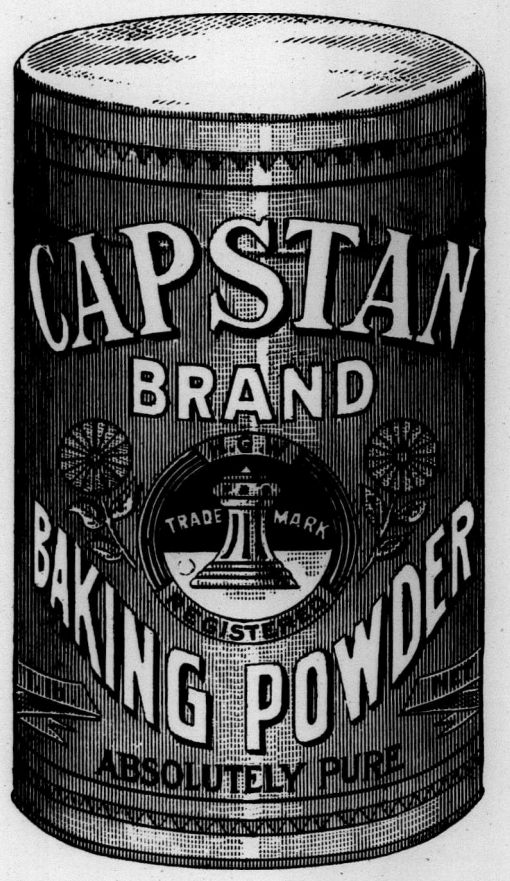

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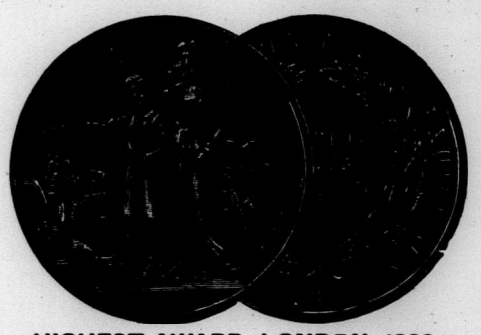

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Orange River Colony
June 28. 1900

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It has a higher percentage of **Theine.**
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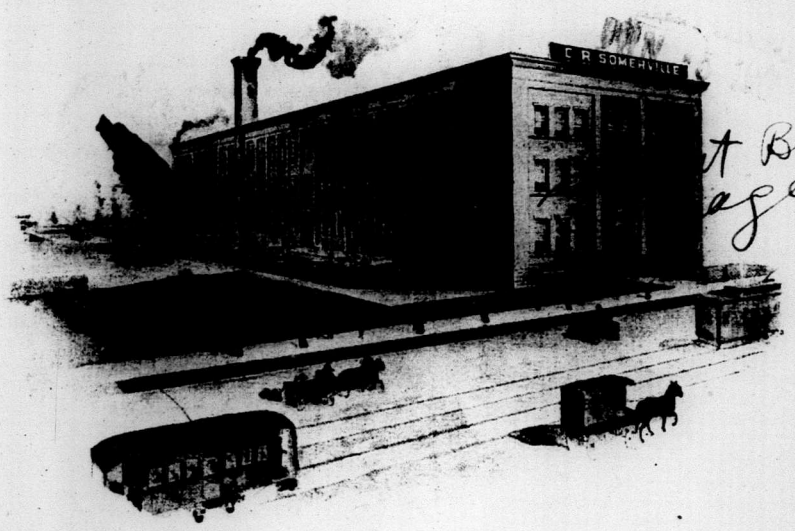

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The essentials of success are so easily possible, the wonder is more stores are not successful.

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TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

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CAN BE GROUND FOR **ONE CENT**

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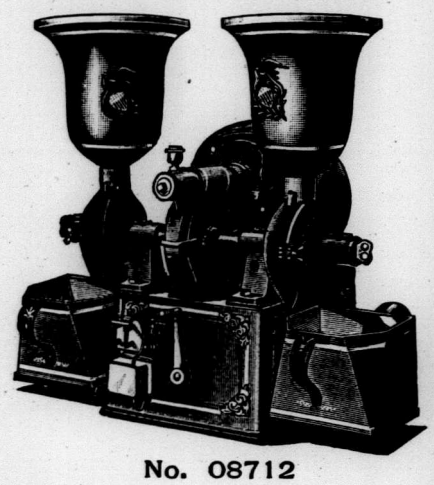

No. 08712

Height 31 inches; Width 32 inches;
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PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

The "Perfection" Canister

Only the best made or grown are sold in this Canister.

This Package is a Guarantee of Quality.

For ——

JAMS	TEAS
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The Dominion Canister Company, Limited

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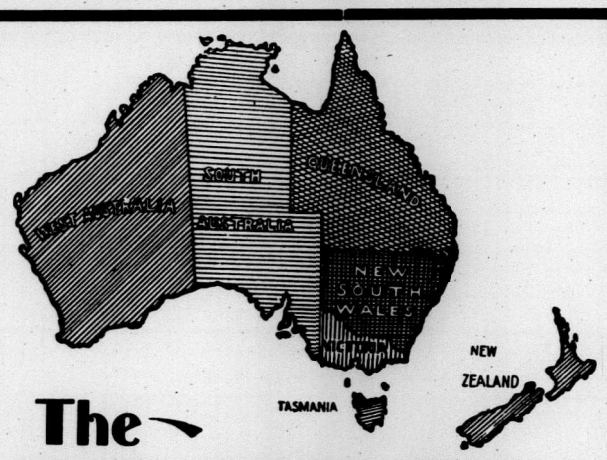

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BUTTER CHEESE

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We have ***our own cold storage*** warehouses, containing 60,000 cubic feet of space, so that we ***keep our goods right.***

We also have most ***complete shipping arrangements,*** so that we are in a position to ship promptly and safely.

And lastly, ***we want your business,*** so that we will treat you well.

Write us, or cable "EGGMAC," TORONTO. Alexander and A.B.C. Code.

The J. A. McLean Produce Co.

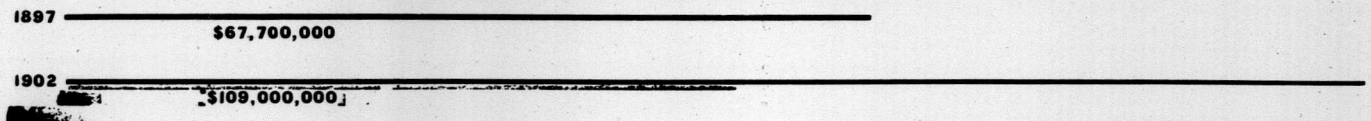
LIMITED

73, 75 and 77 Colborne Street, Toronto, Canada.

Our Export Trade in Food Products

Its Features for the Past Five Years.

Relative Proportion of the Food Export Trade of Canada in 1897 and 1902.



CANADA'S export trade last year was the largest in the history of the country, being valued at $211,640,286. This is an increase of about 54 per cent. compared with five years ago. Every branch of industry shared to more or less extent in the increase. The exports of manufactured goods doubled in the five-year period; those of the mine threefold; agricultural products by about 50 per cent. and the fisheries and forests show important increases.

Great and diversified as are the natural resources of the Dominion, our chief source of wealth lies in our food-producing possibilities. The great source of supply in the first instance is, of course, the farm. A speaker at the manufacturers' banquet in Brantford some months ago, facetiously remarked: "The farmer is the legs upon which the Dominion stands," and there was an element of truth in what he said. But not only in the actual growing of articles of food does Canada promise to occupy a prominent position, but also in regard to factories in which the products of the farm are further advanced in the stage of manufacture. In fact, in this respect, Canada already, with her mills and her factories of various kinds, is occupying by no means a mean position among the nations of the world.

An idea of the importance of the food supplies in Canada may be gathered from the fact that over one-half of the total exports of the country consist of articles of food. Taking the articles, as enumerated in table A, it will be noticed that the exports of food products there noted, are valued at over $109,000,000, an increase of about 61 per cent., as compared with the figures for 1897. This is a most gratifying increase. Great, however, as this increase is, it is not at all unreasonable to suppose that at the end of the next five year period, it will be still greater, particularly in view of the large influx of settlers in the Great West and in New Ontario. Besides that, there is the steady development that is going on in the actual manufacturing industries of the country.

One of the most gratifying features of the export trade is the enormous increase that has taken place in purely agricultural products, for it must be remembered that it is only about 13 years since the agricultural interests of this country were greatly depressed on account of the McKinley tariff in the United States, which was particularly aimed at Canada. And although it severely injured our trade in farm products with that country, it turned our efforts into other channels, with the result so satisfactorily indicated in our trade returns.

Our chief customer for food products is, of course, Great Britain. Our trade with that country is gradually becoming more and more valuable to us. It appears rather strange to us when we view the history of the last 13 years that it was not until the McKinley tariff went into force that we began to adopt a strenuous policy in regard to the British market.

About 75 per cent. of the total quantity of articles of food exported from Canada are now shipped to Great Britain, while to the United States the quantity is only a little over 1½ per cent. of the total to all countries.

Reference to table B and to the accompanying diagram will enable our readers to obtain at a glance the relative importance of the British and United States markets to the food producing industry of Canada, especially those lines which undergo a further stage of manufacture before being exported, such, for example, as canned lobsters, canned salmon, butter, cheese, bacon and hams, canned and preserved meats, flour, etc. The increase in provisions in the five years is nearly 70 per cent.; in grain, 133 per cent., and in flour, 183 per cent.

It is significant that while our trade with Great Britain in food products has increased over 74 per cent. during the five years, the increase on United States account is only about 25 per cent. It is well to bear in mind that the increase in the material wealth of Canada during the last few years has been far in excess of the growth of population during the ten years. In 1901, the increase, it will be remembered, was only about 11 per cent., while, as we have already shown,

Table A.—Our Exports of Food Products.

Articles.	1897.	1902.
Animals for Food	$ 8,311,646	$ 12,342,489
Fish	10,000,000	14,187,070
Butter	2,253,481	5,667,150
Cheese	15,262,750	19,870,072
Eggs	978,479	1,736,141
Meats	6,719,057	14,161,565
Fruits	3,154,410	1,965,869
Grain	17,432,272	32,751,400
Flour and Meal	2,201,234	4,369,781
Vegetables	378,719	1,003,551
Biscuits and Bread	16,534	30,177
Liquors	484,192	571,791
Rice meal	26,285	20,546
Lard	18,428	28,560
Miscellaneous Foods	540,027	230,157
	$67,777,514	$109,326,319

Table B.- Our Exports of Food Products to Great Britain and the United States.

	1897.		1902.	
Articles.	Great Britain.	United States.	Great Britain.	United States.
Codfish, dry salted	$ 97,667	$379,914	$ 122,199	$ 724,484
Lobsters, canned	1,008,742	742,406	882,480	697,837
Mackerel, pickled		155,536	3,848	286,074
Salmon, canned	2,776,160	321	4,735,613	24,556
Cattle	6,454,313	508,138	9,742,738	787,864
Sheep	361,705	602,894	525,336	908,892
Butter	1,912,389	6,233	5,459,300	41,149
Cheese	14,645,359	4,486	19,620,239	12,038
Eggs	923,965	47,623	1,691,024	35,764
Bacon and hams	5,831,623	5,099	12,356,648	44,853
Beef and mutton	23,085	50,404	397,754	2,902
Meats, canned and preserved	308,216	9	855,895	1,071
Fruits	2,506,898	235,888	1,633,353	159,538
Grain	9,048,491	816,949	21,244,889	445,170
Flour	809,434	15,828	2,290,056	37,455
Oatmeal	424,496	11,707	329,042	2,442
Vegetables	8,910	130,754	24,854	585,638
Liquors	11,572	434,625	45,819	226,150
	$47,153,425	$4,148,814	$81,961,087	$5,023,477

the increase in our general export trade was 54 per cent. during the last five years, and in food products alone about 62 per cent.

Besides the increase in material wealth, as exemplified in the exports of the country, incidentally reference might be made to the increases in other phases of our industrial life during the last five years. For example, the mineral production has increased from $28,600,000 in 1897 to $69,400,000 in 1901. Then the railways have over 2,000 more miles in operation than in 1897. Last year they carried 46,376,527 tons of freight, compared with 25,230,470 tons in 1897, and 20,679,974 passengers, compared with 13,742,454, while the earnings of the railways have jumped in that same period from a little over $52,000,000 to nearly $73,000,000. There are also our banking institutions to be taken into consideration. The notes in circulation were $16,000,000 larger than in 1897, and the deposits $138,000,000 more than five years ago. In view of the present conditions in Canada, the outlook is of a most reassuring character. Large railroad undertakings in the Great West, and the thousands of people that are flocking in there from nearly all parts of the world, guarantee to us a much enlarged home market, while the efforts that are being put forward to find markets abroad for the surplus products of our farms and factories promise us a largely increased export trade during the next few years.

Relative Export Trade with Great Britain and United States in Food Products During 1902.

Direct Shipments of Grapes from Spain

By A. E. Carleton, U. S. Consul at Almeria.

THE disastrous experience of the last few years in the exportation of Almeria grapes to the United States will, it is believed, bring about a decided change this season, which will assuredly be beneficial to exporters, receivers and consumers.

It has been the custom to ship about half the grapes destined for the United States to Liverpool and there transfer them to the North Atlantic liners. This method has always caused a great deal of trouble and in many cases serious loss to the growers. In the rush of loading at Liverpool, the marks would get mixed, so that barrels bearing the same mark would be landed at different piers in New York, or the manifests of one steamer would contain barrels not on board, or barrels intended for sale in England would be shipped by mistake to New York. To remedy this state of affairs, the receivers in America and the agents of the various steamship lines in Almeria, backed by the larger exporters, will use every effort to ship the grapes in direct boats, not only to New York, but to Boston, if the demand at the latter point is great enough.

Direct boats will undoubtedly insure better fruit for the consumers and also enable the receivers to place the grapes on the market much more quickly than under the present system.

The theory that grapes keep better when transshipped at Liverpool, allowing exposure to the air at that point, has been well nigh exploded.

For the past three years, direct boats suitable for the green fruit trade have been hard to get, and it is expected that this will be one of the drawbacks this year in the realization of the project.

It might be worth while for our American ship owners—who have already developed some Mediterranean trade—to compete for a portion of the 300,000 barrels shipped every year to America. The season is, unfortunately, for only two months (from the last of September to the second week in November), but, in conjunction with an established trade, a call here for 8,000 to 10,000 barrels would undoubtedly be profitable.

The freight last year averaged 40s. ($9.72) per ton. Twenty-five barrels of grapes make a ton, and these occupy a space of 80 cubic feet in the ship's hold. The shippers demand that the barrels shall be stowed in such a way as to allow the free circulation of air, and that there shall be sufficient ventilators fore and aft.

I give below the harbor dues and other expenses incident to the shipment of grapes from the Port of Almeria.

Transport tax of 3s. (73c.) per ton of 25 barrels, collected by ship for account of receivers.

Pilotage, about $11 gold.

Stowage of barrels in hold of ship, about 28c. a ton, regulated by private agreement.

Fumigation, about $6 gold; every ship is required to be fumigated.

Certain gratuities, which amount to from $8 to $12 gold.

LEARN ALL ABOUT THE OLIVE.

You cannot know too much about your business. The more you read and learn concerning the goods you carry the better merchant you become. Therefore all good literature appertaining to groceries, staple or fancy, is worth digesting. Logically, therefore, a booklet, now being circulated free of cost by Francis H. Leggett & Co., entitled "The Olive in Tuscany," should be read from cover to cover by every live grocer in the land. It is an exquisite little work in clear type and beautifully illustrated. Filled with practical information it cannot fail to be of use to you in your business. Write for a copy and therefore gain ideas about the right thing in olive oil—one of the most important articles in your stock.

Window and Interior Displays

Timely Hints and Suggestions.

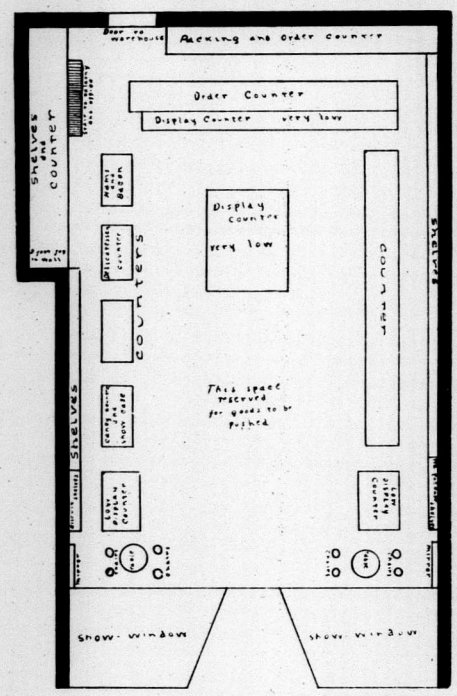
A VICTORIA GROCERY.

THE interior plan and windows illustrated of the grocery and liquor store of Dixi H. Ross & Co., Victoria, B. C., will give a fair idea of the class of business done by Mr. Ross, and the convenience and thoughtfulness displayed in the arrangement speak very highly for his appreciation of tasty interiors. The building is 33 x 150 ft., with 33 x 100 ft. devoted to store, and the remainder a warehouse. The show windows are 8 x 12 ft., and the displays are changed twice a week, with very great success.

As an effective novel window, few ideas have appeared that would be more useful than those shown. Flour is a very difficult article to treat artistically for a window display, but Mr. Ross' window-dresser has adopted a plan that must have brought good results. The intention of the display was to advertise the merits of Manitoba flour, particularly Ogilvie's. The floor was covered with wheat and a couple of sheaves, with about 100 sacks of flour filling the background and sides. The weight of the large long loaf was 100 lb., and the small one, 25 lb.

In the interior a neatness is displayed that is decidedly unusual in a grocery store. The most striking feature, and one that is eminently serviceable, is the balcony which extends around the three sides and holds reserve stock. This stock also aids in the general appearance by being carefully stacked in vari-shaped forms. The office is at the back of the rear balcony, and is approached by a door on each side of the balcony. A clean-cut effect is produced by marking out on the ceiling by means of drapes of red, white and blue, the edges of the balcony. The result is difficult to describe, but nevertheless, impressive. It provides a greater appearance of openness in the centre, by showing a clear-cut line. Much use is made of low counters for display purposes, and any goods which they desire to push are placed on such fixtures in the centre of the store. The counters and fixtures are of oak; the shelves are adjustable and continue down to the floor. The bins for bulk goods are under the counters. The three arc lights down the centre must provide excellent lights. The entire arrangement is artistic and convenient, and scarcely any criticism could be made of it. A metallic ceiling would, perhaps, add something to the general appearance. The provision of chairs along the counters and in the front, is a sign of thoughtfulness for the comfort of customers.

The price tickets are done on the premises and form an important part of the business. Frequent changes in arrangement, in order to avoid monotony, and care to attract the eye are points that are studiously observed both in the tickets and in the general arrangement of the store. A fault is avoided here, that is often allowed in establishments where the



DIXI H. ROSS & CO., VICTORIA. — FLOOR PLAN OF STORE.

printing of tickets is done in the building, that is, too great a number of these cards placed all over the store. Only a few are shown at a time, and those only on special lines, or lines that are being pushed.

WINDOW CARDS

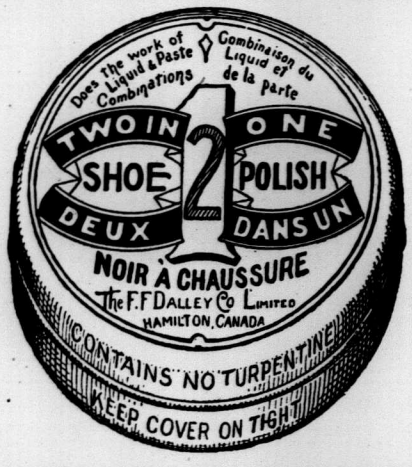
(By L. M. Reeves)

CARDS in your window are a great help. Be your own card writer. Rubber letters can be had for a moderate cost, or buy a little asphaltum and a camels hair brush, 15c. will cover the cost and print them. You, who are not adepts at making letters can obtain paste board letters for almost nothing; they are easily traced on your card and fill in with asphaltum. Catchy hints appeal to all. I subscribe to one of the journals devoted to advertising and I find innumerable catchy phrases which are a great help to me. Pricing your articles you have in the window is a good idea. Don't fear that your competitors will note your prices and undersell you. Be original as possible. One of the most clever and original methods of cards is used by a Chicago shirt maker, who takes a blue pencil and a strip of common manila wrapping paper and writes clever and catchy bits on them. These he sticks to the glass and they are read by thousands daily. He changes them often and the regulars who travel that beat are continually watching for new ones. They require time and thought, but it had been the means of making him thousands of dollars.

Keep your mind working overtime and an idea for a good display or a catchy card will come to you when you least expect it; make a note of it and at some time carry it out. I have any number of ideas for displays on file which I shall make at some time when the time is ripe for them. Also many little phrases which I hope to spring on the travelling public at some time or other. Keep your eyes open and your thinker working and with a little taste, you can have a show window that will be a credit to you and your increased sales will warrant you taking the time that is necessary in making an attractive display.

There is one thing which I find that many merchants do and I should say that they are in the wrong, and that is, to let every circus or show that comes to town fill his window with their posters. It spoils your window, and I cannot remember of ever seeing one in any window that has helped the merchant. The circus man comes and says "If I may put these posters in your window and string a big banner across your awning, I will give you a ticket to the show." That's easy money saved, possibly 50c., but what have you got? A bill board to show the people and a house full of goods collecting dust. But you saved the price to see the circus. The manager of the opera house asks if he cannot put cards and posters in your window, and you don't think that you can refuse him, for he buys a little of you; but if you went to him, no matter how many times during the season you have paid for seats to see both good and bad plays and asked him to let you place

"2 in 1" Shoe Polish



Is an entirely **New Preparation,** which takes the place of the liquid and paste combinations, and is, without doubt, the **Quickest, Brightest** and **Most Durable** polish in existence.

In a letter from George Musson, Esq., senior member of George Musson & Co., Toronto, Commission Merchants, he says of "2 in 1" : "I have tried it and pronounce it **First-class, Easily** and **Quickly Applied,** and gives a polish that one might almost see his face in."

"2 in 1" is put up in two colors, black and brown.

The F. F. DALLEY CO., Limited,
Hamilton, Canada. Sole Manufacturers.

SOMETHING FOR COMMISSION MEN

Gilmour's Scotch Whiskies.

Can't you handle some of these splendid selling lines?

Gilmour's Lager Beer.

Don't pass this by

Special Brands, Finest Quality Groceries, etc.
Gilmour's Non-Alcoholic Hop-Bitter Ale and Hop Stout
(Bottled and Bulk.)
Gilmour's Celebrated Oatmeal Stout (Intoxicant.)

Write for Particulars

WE ARE PREPARED TO APPOINT RELIABLE AND ENERGETIC PARTIES IN THE VARIOUS PROVINCES OF CANADA. ALL APPLICATIONS TO BE ADDRESSED TO "EDITOR CANADIAN GROCER, TORONTO, CANADA."

Sharrock, Williams & Hallmark

23 Water Street, - LIVERPOOL, ENG.

a card in the opera house advertising your place of business, what would he say? Either no, or that it would cost you $5 or $10 every night that it was displayed.

Is it a fair deal? Did you ever notice when the canvasser comes in and asks for an opportunity to put a card in the window? Where does he put it? Some place in the window where it will not affect your display? Not much. He takes the best spot in the window, no matter what it may cover. Isn't it attractive to stand in front of a first-class store and see the big posters of all kinds of colors, advertising your opera house—advertising Gentleman Dick; the Boy Detective—positively the last appearance? It pays you, you may get a ticket in the top gallery for the poorest show that is booked for the season. Your windows cost you money and that space is worth as much to you as is any part of your store. Why then bedeck your windows for another man's gain and your loss? There are exceptions. Local entertainments or any card that advertises for a local cause, church entertainments and fairs for charitable institutions I think should be given space. That's charity. But to advertise your opera house or the coming circus for the small returns that you get, does not repay you for the unsightly appearance that they have given your store front. I cut them all out and when asked, not long ago, by a canvasser of the opera house why he could never put a card in my window, I said that he could if he would pay the proportion of the rent of my store that his posters occupied. He could. But he didn't.

THE CLERK AS A DECORATION.

By W. L. A.

THE appearance of the clerks is just as essential a detail in interior decoration as the arrangement of the goods or the freshness of the paint. There are many merchants who spend a vast amount of labor, thought and money on the decoration of the interior of their stores and then place in them a motley array of clerks—motley in dress, general appearance and size. Such an interior will show up well in a photograph without the clerks, but the picture presented to a customer is anything but pleasing. To disregard the importance of the clerk's appearance, and to employ one who dresses poorly, or never looks neat, is like putting an old patch on new clothes. The patch may be ever so small, and the garment ever so large, the eye picks out the spot, and forms conclusions from that spot, rather than from the larger portion. Set a beggar in a ballroom and he is the one conspicuous spot.

In the matter of dress it is a rather difficult matter at first to force employes to adopt the same style of apparel. Some clerks will resent interference; some will maintain that the style chosen is not the best, or is not suited to their particular style of beauty. Such interference or suggestions must be ignored after the merchant's mind is made up, and his ideas must be insisted upon.

In a grocery store, unfortunately, good clothes cannot be worn, and, in fact, look rather out of place, but a uniform can easily be chosen that will be at once cheap and neat. A great number at present are wearing vests with black sleeves of some cheap material. This is a very successful style, and is eminently suitable. The vests must be dark, and of the same material on all the clerks. A grey trouser is preferable, as it does not show dust or stains, and, as a rule, is of stronger material. In some stores white coats are worn, but the appearance is not so neat; dirt soon shows, and the clerks always stand out as abrupt spots

DIXI H. ROSS & CO., VICTORIA, B.C. — A STRIKING WINDOW DISPLAY.

in the interior. In addition, the laundering makes it a more expensive style.

There is also a look on a clerk's face that affects the general display. A clerk that knows his business imparts confidence to his customer, and is neither conspicuous for his ignorance nor for his conceit. Of course, the new men who are simply learning the business carry a look of indecision and dependence, that is not a wise thing to appear in the front of the store. Such clerks should be placed at the back counters and act more as assistants for a time than as regular clerks. The older clerks with the best appearance, are ornaments in the front of a store, and their position should always be in that section.

In choosing an employe for store work, much more than efficiency and experience must be considered. Appearance is an important matter. The merchant, too, who has, as employes, clerks careful about their appearance, will, as a rule, have an interior that is well cared for and arranged to the best advantage.

DISPLAYING DISHES.

Dishes, in many ways can be made to present an attractive appearance in a window. A good way to arrange them is to dress a table with a nice set and place it in the window. This may, if done properly, much increase the sales of dishes. Sometimes a dealer has too many plates, or cups and saucers, and wishes to dispose of them. A display of these will help much to increase their sales and can be arranged in this manner.

DIXI H. ROSS & CO., VICTORIA—INTERIOR OF THEIR STORE.

MAKE THE WINDOW ATTRACTIVE.

It matters not what you have to show, if you will make it attractive you will get a glance, where, should you tumble a bit of this and that into the window without regard to how it may look you are passed by unnoticed, writes an expert.

As to the window, what to put in it and how? Don't think that you can make a display without some cost. It can't be done, but one can, with a very little expense, make a creditable showing and a money-maker. If our windows were not money makers for us why do the large department stores of our cities pay big salaries to their window dressers who have made a study of it? And so no doubt thousands of dollars are yearly spent on fittings on which to display their goods which would not be spent if they were not money makers.

I have heard people say: "My windows are so arranged that I cannot make a half-way showing in them." Nonsense. Still you may not have a modern front with large windows, but make something of what you have. Our people are curious and they will peek through a knothole if they think there is something on the other side to see. When I say make them something. I do not mean that you shall go to any great expense, but anyone of you with a little ingenuity can fix what you have so that you will be able to make a showing, and one that will attract the passer-by

The Canadian Cheese Industry

By J. A. Ruddick, Department of Agriculture, Ottawa.

FOUR or five years ago it was pretty generally believed that the Canadian cheese industry had about reached its maximum, not only in point of production, but in quality of product as well. Nevertheless, it is a fact that the exports of 1902 exceeded all previous records, and more real progress has been made during the past year or two towards placing an ideal cheese on the British market in an ideal condition than was made for 20 years previous. It may be of interest, therefore, to the numerous readers of this journal, many of whom are not in close touch with the manufacturing end of the business, to learn something of the methods which are employed to put the industry on a more stable and satisfactory basis.

In the past the instructing of the cheesemaker in the art pertaining to his work was almost wholly depended on to secure the desired improvement in the cheese, but when it began to be realized that further progress along this line was difficult, owing to the imperfect condition of much of the milk received at the factories, it became apparent that more attention should be given to the milk supply. We now have the work of the travelling instructors laid out on broader lines, and they are devoting a great deal of their time to the education of the milk supplier. This work, considering the large increase in the number of instructors employed this year, is bound to have an important effect in enabling the cheesemakers to turn out a better-flavored and better-keeping cheese. The work of instruction at factories is practically all in the hands of the Provincial Governments, or of agencies like the dairymen's associations, which receive grants from the Governments for the purpose.

One of the strongest complaints against the quality of our cheese has always been that the summer cheese are inferior in flavor and texture to that which is made and transported during the cool months. Encouraged by the success which has attended the efforts to develop the butter trade by providing refrigerated space on the steamships, the Dominion Department of Agriculture in 1902 arranged with the shipping companies to fit up a certain amount of space with a circulation of cooled air wherein the cheese are carried at a temperature not over 60 degrees. Under ordinary circumstances the cheese are often heated in the holds of the steamship, until the boxes are almost saturated with the exuding fat, and the receiver knows from experience that such cheese will have what is termed a "heated" flavor and a short, mealy texture, and in all probability will soon develop strong "off" flavors. The "cooled-air" service preserves the cheese from this serious deterioration, provided, of course, that they are in good condition when delivered to the ship.

The next step was to arrange with the railway companies to put on a service of special iced cars for the carriage of cheese, similar to the service which has proved so useful in the transportation of butter for some years past. For the butter service the Government has guaranteed two-thirds of the earnings of a minimum car at L.C.L. rates, plus $4 per car for icing. When the traffic on any

J. A. RUDDICK.

route exceeds the guaranteed minimum on one car, the subsidy does not apply on that route, which is then considered to be self-sustaining. For the special iced-car service for cheese which was inaugurated last season, the Government paid $5 per car for icing a limited number of cars, but gave no guarantee on the earnings. The shippers now realize the advantages of the "cooled-air" service on the steamships, and the iced-car service on the railways, and they are demanding more and more accommodation all the time, so that a constantly increasing quantity of cheese is being handled in this way.

COOL CURING OF CHEESE.

There now remains one link in the chain to be considered. It has been known in a general way for many years that when Cheddar cheese is exposed to the extreme heat of summer during the period of curing or ripening, that there is more or less deterioration in quality, and some unnecessary loss of weight, but it required the experimental results of the last four or five years to show how serious is the injury to the texture and flavor of cheese, and how much is really lost in weight, when the temperature in the curing-room is allowed to go too high. We now know that certain undesirable characteristics and defects in the quality of summer cheese, which were considered at one time to be inseparable from the hot season, can be almost, if not wholly, avoided if only proper precautions are taken. The investigations along this line have taught us that the maximum temperature at which cheese may be cured without injury to the quality is very much lower than was commonly supposed, and, further, that the minimum temperature at which proper curing will take place is a great deal lower than anyone imagined possible for securing good results. The Department of Agriculture has been working along the line of securing the cool-curing of cheese for several years past. The question of improvement in curing-rooms and kindred topics have been much discussed at meetings and through the press for two or three years past, and the advantages to be derived from such improvements have been clearly set forth, yet there was not as much progress made in this direction as there ought to have been, and it seemed as if something more was necessary to convince those engaged in the manufacture of cheese that it is a matter of economy, if nothing else, to spend sufficient money on the improvement of curing-rooms to ensure proper control of temperature at all seasons of the year.

CENTRAL COOL-CURING ROOMS.

With the object of providing a practical working illustration, on a scale sufficiently large to attract general attention and to get a comparatively large number of people directly interested in the results, Parliament was asked last session to vote a sum of money to be used in constructing four large central or consolidated cool cheese-curing rooms.

It is generally known that the plan was carried out, and that curing-rooms were built at Woodstock and Brockville, in Ontario, and at Cowansville and St. Hyacinthe, in Quebec, according to plans designed by the writer. These curing-rooms are so constructed that the temperature can be perfectly controlled at any point desired down to 55 degrees.

This brand

ST. MARYS
228
CREAMERY BUTTER
Regd.

is a pure butter, of uniform mild flavor, extra keeping qualities, made under perfect hygienic conditions in the best equipped creamery in the Dominion.

Complele pasteurizing and chemical freezing plant.
10 Skimming Stations.
1 Central Creamery.
Annual output,
650,000 lbs.

Packed in 56, 28 and 14-lb. export boxes, and 1, 3, and 5-lb. key-opening lithographed tins

St. Marys Creamery Co.

Limited

St. Marys, Ont., Canada.

BORDEN'S

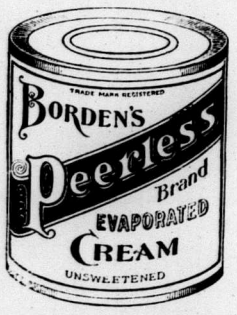
Brands of Condensed Milk and Evaporated Cream at Canadian Prices. . . .

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

BORDEN'S CONDENSED MILK CO.

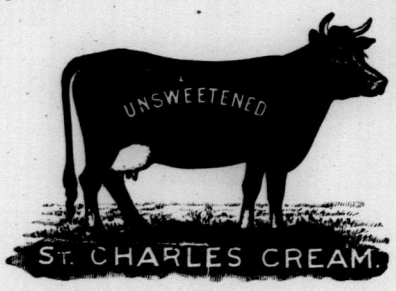
Originators of Condensed Milk.

Established 1857.



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

Has Stood the Test of Every Climate.



ST. CHARLES Evaporated Unsweetened CREAM

In Competition with the World, received Highest Awards at:

WORLD'S FAIR, - -	CHICAGO, ILL.,	1893
TRANS-MISSISSIPPI EXPOSITION,	OMAHA, NEB.,	1898
PARIS EXPOSITION, - -	PARIS, FRANCE,	1900
PAN-AMERICAN EXPOSITION, -	BUFFALO, N.Y.,	1901
TEXAS STATE FAIR, - -	DALLAS, TEXAS,	1902

and at innumerable Pure Food Exhibitions in various parts of the country.

ST. CHARLES CREAM is always ready, and never fails. Every possible precaution is taken in its preparation, insuring uniform high quality. **Every can guaranteed.**

SWEETENED

We are now prepared to furnish and ship promptly

"Silver Cow," "Purity," and "Good Luck"

BRANDS of PRESERVED MILK

Equal in purity to our famous **St. Charles Cream,** and fully guaranteed.

Factories at Ingersoll, Ontario, Canada, and St. Charles, Illinois, U.S.A.

For Prices and full particulars, address—Foreign Department.

St. Charles Condensing Co., - St. Charles, Ill.

Last season the temperature was maintained constantly between 56 and 60 degrees, thus making the conditions for the curing of cheese during hot weather practically the same as prevail in Canada during the months of September and October, in which months our best cheese have always been produced. It compares also with the average temperature in the Scotch and English curing-rooms, where they have established the standards of quality for Cheddar cheese.

The results of the operation of these cool-curing rooms have been so satisfactory, and as an illustration, have proved so effective, that already a large number of factories have constructed cool-curing rooms, and the indications are that in some way or other, the bulk of our summer cheese will be cool-cured in the near future.

There is a saving in shrinkage of fully 1½ per cent. when summer cheese are cool-cured, but the most important consideration is the improvement in quality. As we produce a large proportion of our total output of cheese during the hot weather, and it is the average which establishes the standard of quality, it follows that when all the summer cheese are brought up to the level of the best fall goods, as they can and will be with cool-curing, it will open up possibilities in the trade heretofore unsuspected.

The demand for cheese has never been heavier than during the past 12 months, notwithstanding a large output, and it is generally acceded that this demand was due to the fact that the cheese were of better quality than ever before, thus encouraging a very big consumption. The improved quality was due, in part, to better methods, but principally to the cool weather which prevailed all summer. No better illustration is needed to show the importance of low temperature in the curing, handling and transportation of cheese.

On the whole, there is a decided forward movement, and the prospects for the Canadian cheese trade are exceedingly bright. There is more than usual activity in the line of improvement in buildings and equipment, to say nothing of the movement towards providing for the cool-curing of the cheese, and this, coupled with a vigorous campaign, having for its object the improvement of the milk supply, will undoubtedly result in a very much superior article being made, and the improved transportation will enable us to place this article on the market in the best possible condition.

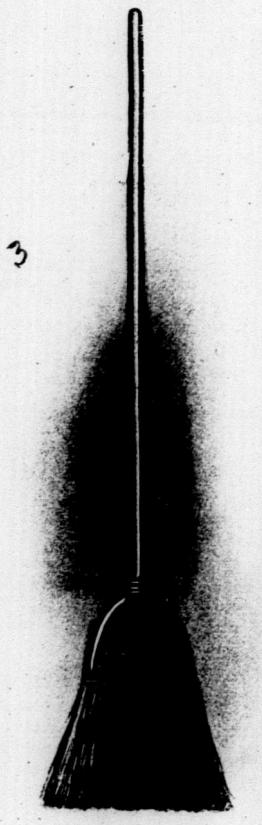
SCENE ON A CANADIAN FARM.

CHEESE AND BUTTER MAKING.

J.A. Ruddick, of the Department of Agriculture, is arranging for a joint meeting of cheese and butter salesmen, members of the Montreal Produce Merchants' Association and officials of the Dominion Dairying Service, which will be held in Montreal on Tuesday, June 21, in the council chamber of the board of trade at 10 a.m. The main object of the meeting is to consider the questions of standards of quality and descriptive terms for the different grades of cheese and butter. The lack of authoritative findings on these points sometimes results in misunderstandings and disputes. It is hoped that a representative gathering, as indicated above, may arrive at some definite conclusions which will be beneficial to the trade as a whole. Every cheese and butter board in Canada is asked to send a salesman as a delegate to this important meeting.

The Twentieth Century Broom

THE most important improvement in domestic economy for many years. Has only to be seen to be appreciated. Appeals at once to the common sense of a discerning public. The trade unanimously hail it as the broom which will sell in preference to all others. Housekeepers say it is the best broom ever seen. Yet this new and improved broom will be sold at no more than the ordinary kind.



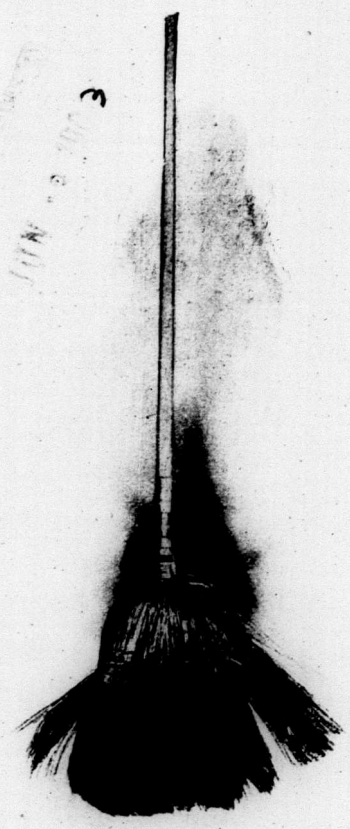
The Twentieth Century Broom

possesses many and obvious advantages over its ancestor, the old-fashioned broom. The broom corn is firmly cemented into a hood made of fine sheet steel, beautifully enamelled in assorted colors; the broom being thus at once strong, neat, attractive, light and durable.

It is the only broom with detachable handle, which if broken can be readily replaced.

Look on this picture and on that

the new style and the old style.



NEW STYLE.

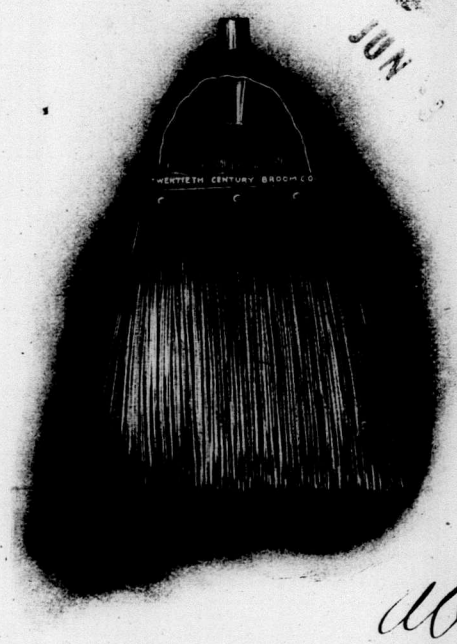
SOLE MANUFACTURERS IN CANADA,

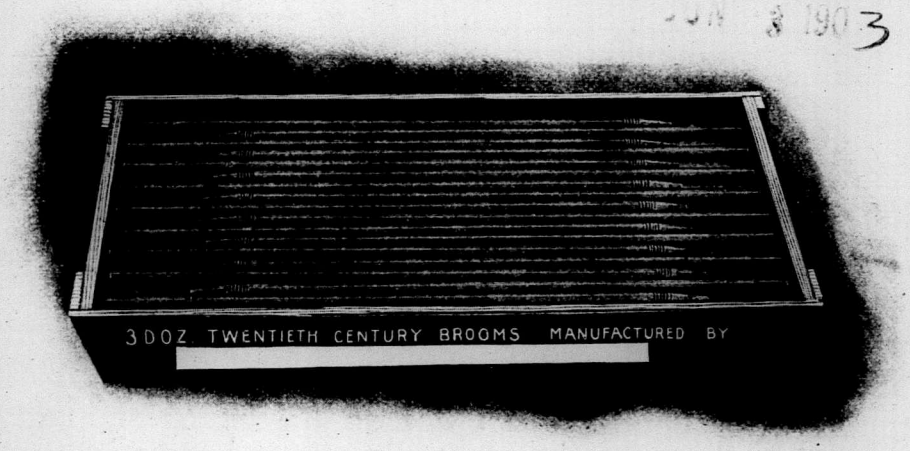
OLD STYLE.

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

The Twentieth Century Broom

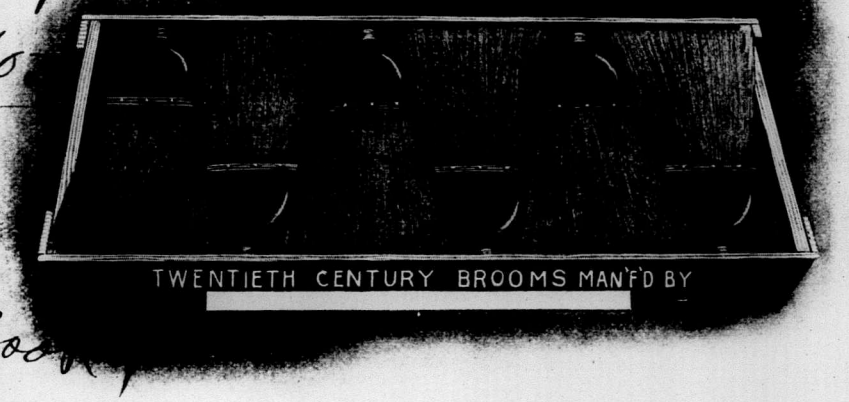




Showing style of packing The Twentieth Century Broom, securely boxed, heads below and handles on top.

Showing how the corn is cemented into the metal hood, and the socket for handle firmly secured.

Old Style of Packing.



The Twentieth Century Broom

is patented in the United States, Canada, and foreign countries, and is manufactured by us under royalty to the patentees, from whom we have acquired the sole right to make and sell these brooms in Canada. We anticipate an enormous demand and are building a large factory and putting in a plant sufficient for the requirements of the Canadian market.

The line will consist of three sizes of house brooms—small, medium and large; also factory brooms, stable brooms, railroad brooms, mixed with rattan and bamboo to give additional strength.

Ask your wholesale house for **The Twentieth Century Broom,** or write direct to

THE ECLIPSE MANUFACTURING CO.,
LIMITED
OTTAWA, CANADA.

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.

SPRING

1903.

Commence Right

Appoint Nicholls Bros., Provision Brokers, Your Agents

AND INCREASE YOUR TRADE

FOR **BUTTER** AND **CHEESE**

CORRESPONDENCE SOLICITED FROM CANADIAN MANUFACTURERS AND SHIPPERS.

Main Office . . .

10 Westgate Street, Cardiff, England.

A B C CODE USED.

Branch Office . . .

51 Corn Exchange Buildings,

MANCHESTER, ENGLAND.

Export Business of the Port of Montreal

By E. C. H., Montreal.

MONTREAL'S position at the head of the St. Lawrence River, and at the beginning of the canal system to the great lakes, at the confluence of the Ottawa River and some 800 miles into the country, peculiarly fits it to be Canada's national port. At present it is our greatest port, especially so in the matter of export business; and all indications so far point to its continuing in the position. Not only is most of our own export business done through Montreal, but a great and increasing volume of trade is added from United States sources. It is not only the Montrealer, but the business men in all parts of the country who should take an interest in this harbor.

While the shipping business of 1902 did not give entire satisfaction, for various reasons, chief of which was in regard to the high rates of insurance in comparison with that on lines to other ports, there was still an increase of 15 in the number of vessels arriving at Montreal that year, being 757 boats against 742 in the year previous. The total tonnage in 1901 was 1,453,048; in 1902, it was about 1,528,000, showing an increase of nearly 75,000 tons. The extra number of vessels calling at the port was due in part to the ships that had been taken for transporting troops to South Africa being again on their regular routes. In 1900 and 1901 several vessels were taken from the St. Lawrence route for this purpose and were so employed until 1902. The regular outgoing sailings from Montreal numbered 359, the total tonnage of which was 954,264.

STEAMSHIP SERVICE TO EUROPE

The regular services from Montreal include Elder, Dempster & Company's ships, sailing to Bristol and London; the Allan Line, to Liverpool, London and Glasgow; the Donaldson Line, Thomson Line and Lord Line, known as the Reford Agencies, the first sailing to Glasgow, the Thomson Line, a weekly service to London and fortnightly to Leith, Newcastle and Aberdeen, and the Lord Line to Cardiff. The Dominion Line is on the St. Lawrence route again, sailing from Montreal to Liverpool. The Leyland Line sails between Montreal and Antwerp, and Quebec and London; the Head Line, of The Ulster Steamship Co., Limited, between Montreal and Belfast and Dublin; the Manchester Liners, Limited, keep up a direct service between Canada and Manchester; the Hansa-St. Lawrence Line plys between Montreal and Antwerp; the Hamburg-American Line, between Montreal and Hamburg; and the Furness Line, between Montreal and Antwerp.

STEAMSHIP SERVICE TO SOUTH AFRICA.

The newest service is conducted jointly by the Allan, Elder-Dempster and Furness lines. It is a monthly service to South Africa, sailing from Montreal in the summer and St. John in the winter, and provides that very necessary refrigeration accommodation for perishable goods. The first trip was made by the Ontarian, which left Montreal on October 19, 1902, with a complete cargo of cheese, butter, eggs, grain, flour, hay, apples, honey and provisions, with a small amount of general merchandise.

SHIPMENTS OF DAIRY PRODUCTS.

The year 1902 was a record one in the export of dairy products. In cheese, the increase over the previous year from Montreal was 15 per cent., there being 2,109,171 boxes shipped, the value of which was $17,927,000. A gratifying feature also of the business was the high quality of the cheese, resulting in its bringing a better price than in 1901, notwithstanding an increase in the general output. As to butter, the exports were 30 per cent. greater than in 1901, the value of the increase amounting to $2,000,000. There were 539,845 packages shipped, bringing $7,936,121 into the country. These figures show Montreal to be by far the greatest shipping port for dairy products in North America. The amount of cheese exported from the Canadian port in 1902 was over 100,000,000 lb. more than that sent out from the greatest American port, New York; while in butter, we exported over 30,000,000 lb. more than New York.

THE EGG TRADE.

In the egg business the season of 1902 was not satisfactory. Owing in a great measure to unfavorable weather for eggs and to the increased home consumption, consequent upon the high price of provisions, there was not as much for export in 1902 as in previous years, and the trade fell off to the extent of some 70,000 cases, the total export amounting to 160,344 cases. Prices, however, ranged very high, and holders were able to dispose of their goods profitably.

EXPORTS OF WHEAT.

Although wheat exports were very large, the total amount of grain shipped from Montreal in 1902 was smaller than that of any of the three previous years, the figures being 21,000,000 bushels last year, and 22,900,000 bushels in the year previous. These figures are given in round numbers. The decrease in exports was in oats, peas, flaxseed and corn. As a great deal of corn is shipped from the United States via Montreal, and as the crops were very small there in 1902, it made a great difference in the exports of this grain from Montreal. Wheat, however, increased to the extent of more than 3,000,000 bushels. The shipments in 1902 were (in bushels): wheat, 16,951,132; oats, 1,850,055; rye, 895,763; peas, 406,543; flaxseed, 354,471; barley, 246,336; corn, 237,328; buckwheat, 163,452, making a total of 21,105,080 bushels of grain exported from Montreal. The trade in flour was more satisfactory and encouraging to our millers than ever. One reason for this was the ready reception given to Canadian flour in the new field, South Africa. Already a fair trade is doing with that distant colony, and indications are that in flour our millers will obtain a large share of the business. The tax on flour imposed by the British Government, contrary to the expectations of most dealers, had very little effect on the business done from here. In 1902 there were 938,536 sacks and 132,792 barrels of flour shipped ex-Montreal, against 726,144 sacks and 154,590 barrels in 1901. The exports of baled hay are also increasing, and this is expected to become a large item in the Montreal shipping business. Last year there were 691,747 bales sent out, against 372,715 in 1901, almost doubling the business.

DECREASE IN SHIPMENTS OF PROVISIONS.

Provisions dropped off to some extent last year, for no apparent reason, except that our farmers, and particularly those of Quebec, are not sufficiently alive to their own interests to give attention to the right class of hog for the British market. Cured meats to the amount of 114,830 boxes went out last year and 127,501 boxes in 1901; in lard, exports were 212,376 tierces in 1902, and 236,207 in 1901. Canned goods likewise showed a falling off, more on account of the scarcity in some lines than for any lack of a market, being 95,564 cases in 1902 and 97,062 cases the year before.

CANADIAN APPLES.

Canadian apples are making a good name for themselves abroad, and the benefits of the Fruit Marks Act are begin-

ning to show themselves. Last year it resulted in a much better quality of apples being sent to foreign countries, and keeping a large quantity of undesirable fruit where it belonged in the orchards. Some complaint has been made in regard to this, and it is no doubt discouraging at first for farmers to be compelled to keep a large quantity of fruit. But the final result must be better prices for our fruit when its reputation becomes enhanced by quality sent out, and in the end the whole effect of the new laws will be considered beneficial. In 1902, up to November 15, there were 1,110,620 barrels shipped from Montreal from Canada and the United States, against 320,662 barrels for the same period in 1901. The fiscal year for 1902, ending June 30, shows an export of 483,496 barrels, against 123,737 barrels for that period in 1901. This report shows an export also of 54,144 cases in 1902, our shippers apparently going more into the packages which are wanted on the other side.

GOOD TRADE IN MERCHANDISE.

As to general merchandise an active trade was done throughout the season of 1902, and accurately reflected the unprecedented prosperity of the Dominion, the combined exports of the products of the mine, forest, fisheries, farm and manufacturing industries in 1902 being valued at $196,019,763, of which, in round numbers, the mines brought in $35,000,000; the farms, $37,000,000; the fisheries, $14,000,000; the forests, $32,000,000; the manufacturing industries, $18,500,000; products of animals, $59,200,000, and things miscellaneous, $32,600. In 1901 the total value of exports of domestic products was $177,241,115, showing an increase for 1902 of $18,778,648.

SHIPPING FACILITIES.

With an export trade going ahead as rapidly as our own, too much importance cannot be placed on having proper shipping facilities, a suitable harbor, plenty of wharf room and storage room, easy connection with railways, safe channels, and so forth. Already much has been done, and much is being planned along all these lines. The deepening and enlarging of Montreal harbor has been going on for some time, and each year sees it better able to accommodate the largest ships. The St. Lawrence route has been much improved of late years; in fact, competent authorities state that the channel is quite safe for any ships, the pilot of which knows his business. It is pointed out that of the accidents which have happened in recent years on the St. Lawrence, nearly all have owed their occurrence to incompetence or carelessness of those in charge of the unfortunate vessels. Last year there were 11 mishaps to vessels, none serious, and all found to be due to incompetence in managing the ships.

HARBOR MATTERS.

Representations are continually being made to the Municipal, Provincial and Federal authorities in regard to Montreal harbor and its needs by the Board of Trade and Chambre de Commerce, all of which have resulted in several great improvements. Last year the construction of a new Weber elevator began, and it is to be finished before August 1, 1903. This will greatly improve the facilities for handling grain, between railways and steamship lines. It is being built by a Buffalo company. The best of care has been taken to secure in its construction the most suitable materials of every kind, without regard to expense, and when completed it will be unrivalled on this continent in point of equipment. The foundations and upper floors are of concrete. There are 78 bins, reaching to a height of 110 ft. above the ground. Surmounting these will be a huge cupola, bringing the total height of the structure to 195 ft. Electricity will be used throughout for lighting purposes, a passenger elevator, rooms and offices for the workmen will be added. The marine tower which will run along the dock beside it, on rails, will be 28 ft. wide, 30 ft. long and 150 ft. high. The elevator will handle grain between the cars and vessels lying along the piers King Edward, Alexandra and Jacques Cartier. Its handling capacity for receiving grain from boats will be 18,000 bushels per hour; from cars, 20 cars per hour. It will discharge into boats 80,000 bushels per hour and into cars, 48 cars per hour. The total capacity will be 1,000,000 bushels, and working one third of the time in an average season, it could receive and ship over 18,000,000 bushels.

One of the most gratifying changes to Montrealers is the paving of Common and Commissioners streets along the harbor front, with granite, which work has already begun. The incessant traffic of heavy-laden lorries along these streets necessitated a more solid foundation than the ordinary roadway, and much inconvenience will now be overcome.

A new pier was completed last year and named the "King Edward." It was partly in use last season by the Elder-Dempster steamships, but this year, being completed, will be entirely at the service of that line.

The portion of the harbor owned by the city has been elevated to a level with Commissioners street, from McGill street to Bonsecours Market, raising this part of the harbor some 30 ft. above the water level, instead of three or four ft. This, of course, has been a great change for the better for many things, among the more important results being in regard to the railway tracks to the docks. Where formerly heavy trains had to take steep grades, there is now but a slight one, scarcely to be noticed. It is expected in view of this change, that some of the shipping men will be induced to erect permanent sheds on the wharves. A committee appointed to study the harbor question recommended that permanent sheds should be capable of protecting the goods they contained, even in spring, when the water is highest. This could be accomplished by having the lower floors of the sheds four ft. above the level of the high-level wharves.

Many other improvements are being talked of and have good prospects of going into effect. The foremost business men of Montreal are giving the subject of the harbor's needs their attention, and all desire to make it a first-class port. The burning of The Richelieu & Ontario boat Montreal awakened the authorities to the necessity of better fire-fighting facilities. Now a fireboat, such as is in use in New York, is discussed and may be a fact before long. However, J. X. Perrault, of the Montreal Chambre de Commerce, states that this harbor is less exposed to danger from fire than any other port in the world. Making investigations in all parts of the world only served to strengthen his opinion.

Last year The Montreal Street Railway Company inaugurated a summer service calling at the railway stations and running along the harbor front from McGill street to Berri street. This was a convenience much appreciated by all whose business requires their presence at the warehouses there or on the docks.

FINANCIAL ASSISTANCE.

It is thought that as Montreal is the national port it should receive financial assistance from the Dominion Government, and representations along this line will be made. The resources of the harbor board are not sufficient to meet the requirements of the situation and aid from the country would be beneficial to the whole Dominion.

Canned and Evaporated Goods

ALL KINDS

WANTED

Sole selling agency of a first-class firm for

GREAT BRITAIN

by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England. Can also handle Peas, Beans, Oatmeal, etc.

HIGHEST REFERENCES.

Alex. S. Duffus, Jr.

27 Leadenhall St.,

LONDON, E.C., ENGLAND.

Thomas Boyd & Co.

28 King Street, Liverpool,

England.

Commission Merchants

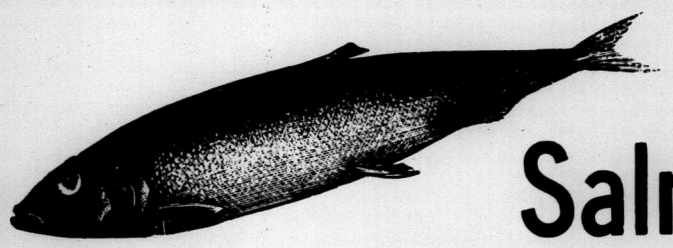
All descriptions of Produce received on Consignment, and advances made.

Correspondence Invited.
References Exchanged.

BANKERS: Lloyd's Bank, Limited, Liverpool.

Codes: A.B.C., 4th and 5th ed.;
Liebers, Western Union and Private.

British Columbia



Salmon

This famous pack will bring you trade and keep it.
It is reliable at all times.

Our leading brands on hand:

RED SOCKEYES,

"Nimpkish"
"Griffin"
"Sunset"

COHOES,

"Golden Net"
"Empress"
"Harlock"

The British Columbia Packers' Association,

VANCOUVER, B.C.

What Business Men can do for Better Roads.

By A. M. CAMPBELL,
Commissioner of Good
Roads for Ontario.

GOOD country roads are of as much value to the business man living in a town, as to the farmer who is commonly supposed to be the only one benefitted. If the farmer must drive over the roads to the centres of population and to the railway station to dispose of his farm produce, it is equally necessary to the townsman that the farmer should use the roads to draw the merchant's goods back to the farm. It does not follow because the farmer personally drives over the roads, using his own vehicles, that he is the only one interested in the condition of the roads.

Every ton of goods handled by railway or steamer has to be carried over the common roads, both at the beginning and end of the train or vessel journey. Millions of dollars have been spent on our railways, waterways and harbors, yet, without the common country roads, all this expenditure would be useless. Without common country roads, steamers would lie idle in the harbors, railways would cease operation, for they could not receive the products of field, forest, and mine to transport. Countries have existed and prospered without railways, and without fast lines of steamships, but they cannot prosper without good country roads.

In a period of bad roads railway receipts suddenly drop to a minimum, and for that reason, railway companies are among the most active of good-road advocates. Merchants, wholesale and retail, bankers and all professions, have felt the depression which ensues from a season of impassable roads. Because of bad roads the Christmas trade is a matter of constant uncertainty, in some years producing a handsome profit, in others, a loss. Good roads would do as much for the business man of Canada as for the farmer.

In Ontario there are 60,000 miles of road maintained by the rural municipalities. To put these roads in fit condition will cost, including bridges, at least an average of $1,000 per mile, creating a total outlay of $60,000,000. Under existing methods this practically rests upon the farmers, or but little more than half of the population and half the assessment of the province. A trans-continental railway, involving an expenditure of $100,000,000, is regarded as a stupendous enterprise, yet it is one towards the cost and maintenance of which half a continent and more will contribute. Why should a work of $60,000,000 be left to but half the citizens of a single province?

The people in the towns and cities are very apt to urge that, because their pavement cost so much per foot frontage more, because the farmer receives the reciprocal use of the city street in return for the city man's use of the country road, they have therefore discharged their obligation with regard to roads. Contrasting a 100-acre farm, however, with a 100-ft. town lot, and a farm road at $1,000 with a city road at $5,280, we find the cost to the individual farmer is $166, and to the city property owner, $50.

Many of the streets, it may be said, cost much more than the amount named. The same is true of the country roads, and if we double the cost in the one instance we must do so in the other, so that the proportions remain about constant. Then, too, a 100-ft. lot is a greater frontage than is occupied by the majority of city houses. A 100-acre farm is not uncommon in the country, and in levying it with 1-6 of a mile, there has not been included its proportion of flankage existing in every block.

What action then, can a business man take, who is anxious to do something for better roads? He will at once be confronted by the fact that the townspeople do not understand why they are financially interested in better roads; while many farmers will be inclined to resent any interference in a work, the economic features of which they have not studied.

The situation is this: Country roads, as a rule, are maintained by township councils. Each township, according to its size, wealth and population, is spending a considerable amount annually on its roads. This expenditure is made primarily under the well-known statute labor system, with the result that it is frittered away with less than half the permanent results it could produce under an efficient system and proper methods. Already, under the good-roads movement, about 120 townships have discarded statute labor and are moving along approved lines. They are purchasing road machinery, graders, rollers, and stone crushers, etc. They are doing all work under from one to six road commissioners, instead of under from 50 to 150 pathmasters. They are building steel and concrete bridges, stone and concrete culverts, and in other ways are doing permanent, not merely temporary, work on the roads.

In bringing this about, much assistance has been rendered in some cases by boards of trade. To the Board of Trade of Orillia is due the credit of taking the initiative whereby the township of Orillia adopted better methods of road management. Other townships of that district, seeing the beneficial results, are considering more favorably a change from statute labor. The Boards of Trade of Orillia and Barrie were largely instrumental in securing a county-roads system for the county of Simcoe, under the recent Act of the Legislature, appropriating one million dollars for highway improvement. The Board of Trade of St. Mary's has shown an active interest in country-road improvement, which has undoubtedly influenced the surrounding townships. The Brantford Board of Trade was recently instrumental in securing a most successful county convention of municipal councillors for the discussion of road improvement.

This is one channel through which an organization of business men can advance the movement for better roads.

Apart from organized effort through boards of trade, business men possess a strong influence which can do much to draw the attention of county and township councils, or councillors individually, to the aims of the good-roads movement. Their influence can create organized effort, which, persistently put forth, will enable councils to take advanced steps in this important matter. The public-spirited men everywhere who use the roads, know the need of and are advocates of better methods of roadmaking and road management. The principal object must be to reach and interest those who do not use the roads, who do not know their value, and those who, using the roads, are indifferent regarding them.

Public meetings and conventions called together by townships and county councils have been one of the most potent means of moulding public opinion and bringing about reform in this matter, the efforts of the Ontario Commissioner of Highways having been largely directed through this channel as well as through the circulation of a large amount of literature. The co-operation of business men can be made exceedingly effective in advancing the cause of better roads.

MINTO BROS., Tea Importers and Blenders to the Trade.

We are practical tea blenders, have made the sampling of tea our special study, and place at your disposal our experience of nearly half a century.

Send us your orders; we will match your blends and keep them constantly uniform.

Our **Mela-Gama** Packet Tea is a perfect blend of **High-Class** tea of Ceylon character.

The Grocer's Friend and Mother's Favorite.

55 Front St. East, Toronto.

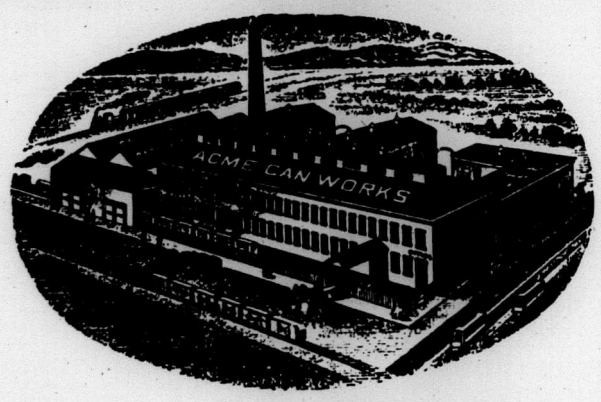
See Cut book 10 Page 188 J. McN.

With Chinese Starch

a girl 15 years old can do just as good work as the smartest Chinaman. No other brand of **Starch** will give as good results. Better send us a trial order **now.** Every package guaranteed; if the starch is not what we state, return it at our expense. We pay freight on all orders.

GEO. C. RUDKIN,
CAPE TOWN,
Sole Agent for South Africa.

Ocean Mills,
MONTREAL.



Cannot be surpassed in point of

WORKMANSHIP, MATERIAL, QUALITY.

PROMPT SHIPMENTS.

We are the only manufacturers in Canada making a complete line of **KEY OPENING CANS** for **MEATS.**

Our Automatic Plant for making Fruit and Vegetable Cans embodies all the latest and up-to-date machinery. Capacity 100,000 per day.

OUR SPECIALTIES—Meat Cans, Fruit and Vegetable Cans, Coffee and Spice Cans, Syrup, Jam and Butter Cans, and all other Cans used for packing purposes.

If it is made of Tin—**we have it.**

Send us specifications of what you require; we can fill them.

THE ACME CAN WORKS,

Office and Factory: **Ontario St. and Jeanne D'Arc Ave., MONTREAL.**

JAS. B. CAMPBELL. **WILLIAM PRATT.**

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	**Coal Oil Mantles.**
Oil Gas Mantles.	**Gasolene Mantles.**
High-Pressure Mantles.	**Acetylene Mantles.**

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

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

Don't wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

A COUPLE of months ago I received a copy of a weekly store paper, called Acker's Weekly Bill of Fare, which has served to make me acquainted with the story of one of the best conducted grocery stores on the continent. Some of the particulars cannot fail to be of suggestive interest to "The Canadian Grocer" readers, so I will outline their story and the methods which prevail in their large establishments in Philadelphia and Atlantic City.

Some 23 years ago the firm started business selling exclusively coffees, teas and chocolates, of which they had made a thorough and critical study. Later, they added their own brand of pure spices, then followed their own brands of flavoring extracts, cereals, canned goods, in rapid succession until finally by a process of critical selection they had brought together a complete assortment of the highest grade food products.

As the business grew the firm added a confectionery department, manufacturing all their own goods, and later on they began the baking of fine pastry and started a "Fruit Kitchen," under the management of experts in these lines, and the fame of "Acker's Pastry," "Acker's Preserves" and "Acker's Chocolates and Bon Bons" is not limited to Philadelphia.

The firm issues weekly a model grocery catalogue. It accurately describes the goods in a most tempting way, and invariably quotes the prices, giving full information as to terms of payment, delivery of goods, etc., from the 31 different departments.

Acker's Weekly Bill of Fare is practically a newspaper, telling exclusively the news of the Acker stores. All the departments of the business receive attention in each number, and additional interest is found in the weekly menus arranged by Mrs. Parker Harrison, of more than local fame. I envy Acker's customers the privilege of having such a comprehensive and suggestive shopping guide to help them in their selection of table delicacies.

Copies of The Weekly are mailed each week to the firm's large list of customers. It has proven immensely popular, and in conjunction with the catalogue, enables the busy housewife to arrange her grocery order with intelligence, and with the confidence that the order, if sent by mail or telephone, will receive the same careful attention as though it were left in person at the store.

The pages of The Weekly Bill of Fare reproduced herewith will give an idea of the appearance and makeup of the paper, but only a regular reading can bring a full realization of its practical value, and serve to show its excellence as an advertising medium. The reading matter is always terse, inviting, and convincing—furnishing excellent examples of good grocery advertising.

To those unfamiliar with the working system of a large retail establishment it may appear little short of wonderful that thousands of orders and many thousands of items can be daily gotten up and delivered without any apparent extra effort, and with but few errors. It is only made possible by close adherence to a well defined system, and this system in Acker's is the outgrowth of their own business experience and their knowledge of the most progressive methods employed in other large establishments.

When an order is given to a clerk in the store, he writes out a duplicate sale slip, with the full name and address of the customer, the goods ordered, the time they are to be delivered, and also his own number. This order is then immediately transferred to the order department, where it is entered in a special book and given a number. This numbering prevents oversight of the order, should it in any way become mislaid afterwards. The order is then taken to the clerical department in the general office, where the account is verified and O.K.'d and duly entered in a sales record. It is then returned to the order department, its return checked, and after being filled, passes to an inspector, whose duty it is to verify its accuracy in every detail.

If the order be for out-of-town it then goes to the packing department, where the goods are packed and shipped according to instructions. If for local delivery it is sent to the delivery department, placed in the proper route and entered upon the driver's record, a duplicate of which is retained in the delivery department. After the goods are delivered, the driver's records are balanced, and the items transferred to the sales record for that day, which in turn must also balance to the penny.

Special arrangements are made for the handling of extra articles like pastry, butter, cheese, etc., which are not added to the order until ready to be sent out.

Elaborate as such a system may seem, it is nevertheless very simple and easy in operation. A special night force receives from the post office each hour during the night, all mail orders which they promptly fill and have ready for delivery the next morning. This greatly facilitates the handling of the rapidly increasing number of mail orders.

The complaint department is regarded by this firm as one of the most effective means for discovering and correcting any irregularity or imperfection in their extensive business. Buyers who hesitate about making complaints to some firms because of the disagreeable manner in which they are received, have no such apprehension in reporting any real or fancied grievance to Acker's, for they cordially welcome every criticism and suggestion. This is as it should be, for the best and truest friends of any store are those who point out any violation by the clerks of the principles of thorough loyalty to the customers' interests.

Where large numbers of people are employed it is absolutely impossible to avoid occasional errors. In the selling of goods, it is also true, that an imperfect article will occasionally be delivered, notwithstanding the most rigid precautions

that may be taken to insure perfection.

Acker's experience illustrates the value of discriminating in the purchase of food products—of having a regular source of supply where the quality does not vary—and selling such goods under a special brand. With every grocer this is not possible, but with many it might be practised to an extent.

In some future issue I may tell the story of another grocer who, from the modest beginning of one store, through system and push, has organized a chain of over 100 retail stores, extending over a large territory. And all this in the short space of 15 years.

ADVERTISING SUGGESTION TO GROCERS.

By J. Troy.

PERHAPS every advertising man connected with papers, especially in the smaller cities, has met dealers who were thorough believers in the efficacy of advertising, and were ambitious to avail themselves of its advantages, but considered that they were so handicapped by the nature of their business and environment, that they hesitated to invest in it.

This is more especially the case among retail grocers whose business is not extensive. The former appreciate the hopelessness of competing with the mammoth grocery concerns in prices or variety, and are consequently confined to the local trade of their particular part of the city, which generally comes without solicitation.

Dealers of this class, who wish to exercise their latent enterprise and experiment in advertising with almost a certainty of returns, can pursue no safer course than to select a specialty from their stock and exploit it—judiciously, persistently, consistently and particularly, and their other business, incidentally.

It makes but little difference what the article is, so long as it is something of general use. If properly advertised it will sell, be it soap or champagne.

A few years ago, the writer, in conversing with a young and ambitious grocer, suggested this idea to him as a safety-valve for his surplus enthusiasm on the subject of advertising. He accepted the suggestion, and selected coal-oil as the article to experiment on. Choosing a distinctive name—short, catchy and appropriate, which was copyrighted—he began a systematic and liberal course of advertising. The newspapers, of course, received the bulk of his expenditure, but some other methods were utilized as far as practicable and profitable. The consequence was that, although his coal oil was sold at a considerably higher price than other oils, he secured the best trade of the city and surrounding country, and the additional custom brought to his store started him on the road to prosperity. His oil was the best procurable and was the criterion by which other oils sold in the city were compared.

The writer even now is not at liberty to divulge the real name of the oil referred to, which was copyrighted, but by way of illustrating the point, for convenience sake, we will call it "Grocene." "As Good as Grocene" is a first-class recommendation for oil in the locality referred to. Since then the writer has seen this idea carried out successfully with other articles. One dealer made a hit with a superior article of syrup, put up in gallon jugs and neatly labelled; another with spices, another with teas in lb. packages.

The grocery business furnishes innumerable opportunities for safe and profitable advertisement investment in this line. The grocer who selects something of general use, advertises it extensively, fills orders with a superior article, and "keeps everlastingly at it," will attain success. A wise selection of some specialty in advertising, as an auxiliary to the newspaper, sometimes proves profitable to the advertiser in quest of publicity, but in the main, the daily newspaper is the surest and safest medium by which to reach the consumer. The distinctive name selected, if emblazoned on the fences and dead walls by the use of good paper, oftentimes attracts a great deal of notice, particularly if the paper is designed with a view to catch the eye of the passer-by.

The circular, if gotten up properly, has its uses, but the newspaper should be the chief beneficiary. The result to be attained by this method of advertising is not only the profits realized from the sale of the specialty. A superior article, although high priced, will attract the best and most desirable class of customers to your place of business.

THE LAKE HURON & MANITOBA MILLING CO., LIMITED

GODERICH, CANADA.

Manufacturers of Strictly

High Grade Hard Wheat Flour.

MANITOBA HARD WHEAT used exclusively.

Most Modern and up-to-date Mill in the Dominion.

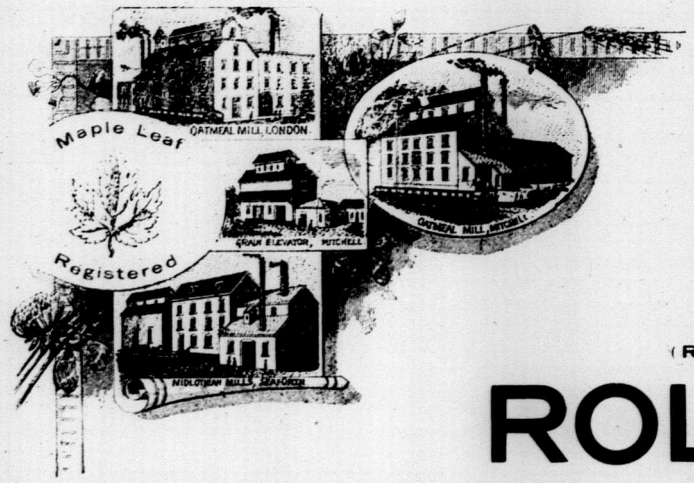
Though only one year in business our product enjoys an unrivalled reputation throughout Ontario, Quebec and the Maritime Provinces, and commands the highest prices in Great Britain, the continent of Europe, and South Africa.

Our DRY GRINDING insures safety in TROPICAL CLIMATES.

We pack in Wood, Jute or Cotton.

Bran and Shorts machine-packed in jute bags, 100-lbs. each.

Correspondence solicited.



Walter Thomson & Son

MANUFACTURERS OF THE

CELEBRATED

"Maple Leaf"

(REGISTERED TRADE MARK BRAND)

ROLLED OATS

AND

SUPERIOR GRADES OF

OATMEAL

FOR DOMESTIC and EXPORT TRADE.

CORRESPONDENCE INVITED

MILLS AT

MITCHELL, LONDON AND SEAFORTH

CANADA.

Also

Flake Wheat

Split Peas

Pot Barley

..and..

Cornmeal

A Great Canadian Milling Industry

CANADA may have been a little slow in coming to a full realization of her great and varied resources, but she is getting her eyes open now. Only a few years ago Canadians were wont to speak of themselves in a rather apologetic manner, deploring the fact that they were completely overshadowed by their large and successful neighbor — the United States. Canada, although a young country, was busy exporting her young men to assist in building up this same neighbor. She framed her tariff laws so as not to offend the United States or Germany, without much thought of what was best for her own interests. But, to-day, what a change is to be seen? From the busy toilers in the field and factory to the statesmen in halls of Parliament—there is a new note, and it is the ringing note of self-reliance, the feeling that a great destiny commercially awaits the energy and perseverance of the Canadian people. To-day Canada frames her tariff to suit herself, irrespective as to whether it pleases the nations who are willing to sell her as much as possible and buy from her as little as they possibly can. It requires no great foresight to forecast the future that awaits this young nation, whose great untouched wheat lands are capable of producing without question the finest wheat in the world, and whose mineral and forest wealth are largely yet unexplored and whose innumerable water powers are only waiting to be harnessed.

It is perhaps not surprising — Canada herself is only beginning to realize these things—that even many public men of Great Britain are no "Greater Britainers," and regard Canada as a kind of Imperial nuisance, who will not contribute to the support of the navy. We are glad to find, however, that there are a large number of the solid business men of the United Kingdom turning to Canada for their supplies, and are not being disappointed thereat.

But we are almost forgetting that we are not writing an article upon Imperial politics, but started with the intention of giving a brief description of a great milling industry—one whose name is a household word in Canada, and is also well known abroad. We said "great," not meaning that there are not many mills which manufacture a larger number of barrels daily, but we know of none which are more complete in the variety of their manufactured products. We refer to the mills of The Tillson Company, Limited, of Tillsonburg, Ontario. The history of the growth of this business is concurrent with the growth of Canada.

Commencing over half a century ago with a small gristing mill, it now embraces four large mills, where the five

THE FAMOUS TILLSON SCOT.

staple grains—wheat, oats, corn, peas and barley—are manufactured into a number of products. It would be impossible to make a reading trip through these mills particularly interesting, owing to the technical nature of the description, but we rather call your attention to their products.

FLOUR.

We would like to emphasize under this heading that Tillsonburg is in the Ontario winter wheat section. Many importers are at a loss to understand why Ontario millers cannot supply to a greater extent hard wheat flour. Remember this fact and it will at once be apparent: Tillsonburg is about 900 miles from Fort William, the port through which at the head of the inland lakes most of the hard Manitoba wheat starts its eastward journey, and that Fort William is still 500 miles east of Winnipeg, which itself, is only on the border of the wheat-growing lands of the West. Twice during the past decade have the Tillsons been compelled to double the capacity of their flour mill, and, while a large proportion of the output finds a ready market at home, during the past few years an ever-increasing trade has been done with Glasgow, Liverpool and Bristol markets. Their straight grade flour, under the brand of "Puritan," has taken high rank wherever used.

In all the flour manufactured, Manitoba wheat is used, being mixed with Ontario wheat, making a most excellent combination for a good family flour.

ROLLED OATS AND OATMEAL.

In Canada the staple breakfast food is rolled oats, and we believe it is becoming so in the Old Land as well. It is conceded on every hand that the past year not only brought the Tillsons more prominently to the forefront as manufacturers, but as advertisers as well. People are not easily surprised in these days of big things, particularly in advertising, but they were completely carried away by the most unique advertising campaign with which Tillson's oats in 2-lb. packets, were placed upon the Canadian market. The watchword of Tillson's oats—"A Food, Not a Fad"—might be heard everywhere; and, in one of the schools, when a little lad was asked to name some principal Canadian grains, he rereplied, "Tillson's oats," as the first that he could think of.

The particular feature of these oats is their flavor, which is produced by Tillson's well-guarded process. By it they have been successful in giving to rolled oats the flavor which distinguishes them from all others—this is perhaps best described as a pop-corn flavor.

It is their intention to commence the introduction of these goods on the British market this season, where it is believed they will be accorded as hearty a reception as at home, on account of the

marked superiority of these over the average rolled oats.

We reproduce one or two advertisements which occupied full pages in the public press here. "The Tillsons are Coming" shall be their British watchword, too. The registered trade-mark of Tillson's oats is the Scotchman, which appears at the beginning of this article.

Here are also put up breakfast food and wheatlets in attractive packages. In fact, it may be said here that the labels used on these packages are the most attractive we have ever seen on cereal foods.

Breakfast food is made from choice wheat flakes, especially dried and treated, so as to make a partially cooked breakfast dish. It embodies all the elements of whole wheat that is eatable, and is found to be most nourishing.

Wheatlets are made from only Manitoba wheat, and represent the germ of wheat. Unlike most preparations of this kind,

THE TILLSONS ARE COMIN'.

they are thoroughly sterilized, and so keep fresh for a long period.

Besides rolled oats, large quantities of ground oatmeal are manufactured, and an almost unbroken stream is on its way to the Old Land from Tillsonburg.

As we have mentioned already, large quantities of corn, peas and barley are also converted into their table products.

Altogether, for the weaving of the business bond between Great Britain and Canada, the mills at Tillsonburg are splendidly equipped, and it is a pleasure for "The Canadian Grocer," which has always striven to open and promote new fields for Canadian products, to commend the enterprise and energy of the Tillsons of Tillsonburg.

PRODUCTION OF AND EXPORT TRADE IN PEAS.

THERE has been a gradual decrease in the production of peas in Canada during the last five or six years, and, as a consequence, the export trade has suffered considerably. Up to the year 1897 the production showed an increase each year, but that year was the turning point; and since then the production has fallen off rapidly. Of course, the exportation trade kept pace with the increase in production, and also the decrease.

In 1897, in Ontario, the pea-producing province of Canada, 896,735 acres were devoted to the pea crop, this being the largest area in any single year; but since then the acreage has become smaller each year, until in 1902, only 532,639 acres were under pea cultivation.

The decrease in yield, comparing the year 1897 with 1902, is about 10,000,000 bushels, valued at $6,000,000.

In 1891, 2,754,365 bushels of peas were exported from Canada, and the trade kept increasing until 1897, when the total exports amounted to 4,121,069 bushels, valued at $2,410,928. Since then, exportations have decreased to less than half that quantity, being in 1902, only 2,013,813 bushels, valued at $1,814,538.

The reason for this is what? Undoubtedly we have the pea weevil to blame. This weevil is about one-fifth of an inch in length, and one-tenth of an inch in width; it is brownish-black in color, with white and black markings; there are also two black spots on the end of its body.

There are other pea pests, such as the grub, the pupa, the pea moth, and the pea aphis, but none do nearly the amount of damage to the pea crop that the weevil does.

The pea weevil is, of course, most common in the pea-producing districts, that is in Southern Ontario in the counties lying between Lake Erie and Lake Ontario.

Not only have the productions and exports decreased, but the market value—value for feeding purposes—and the germinating power, have fallen off on account of the ravages done by this weevil pest.

As a result of a number of examinations, it has been discovered that where weevils have infested all the peas and have afterwards escaped, the seed weighs on an average about 45 lb., instead of 60 lb., per measured bushel. It has been found that on an average only about 30 per cent. of the weevily peas will germinate.

All varieties of peas are affected by the weevil to a certain extent, but some not so much as others. For instance, in seven years' experiments it was discovered that those affected to the worst extent were the Improved Grey, the Crown and the New Zealand Field; while the Egyptian Mummy and the Canada Chester were damaged the least.

Thus, it may be seen that Canada is falling behind in pea production and exportation. What is to be done to arrest this backward tendency? It must surely go against the grain of all Canadians to see a retreat in any division of Canada's army of industries and production. We all wish to see a general advance; every difficulty being swept out of the way. In order to have a general advance all divisions must do their part.

Now, it is the duty of the producers of peas to do all in their power to redeem the past, and have "Forward" for their motto in the future.

The following recommendations, issued by the Ontario Agricultural College, where experiments have been conducted in the growing of peas, and in combatting

A STRIKING TILLSON AD.

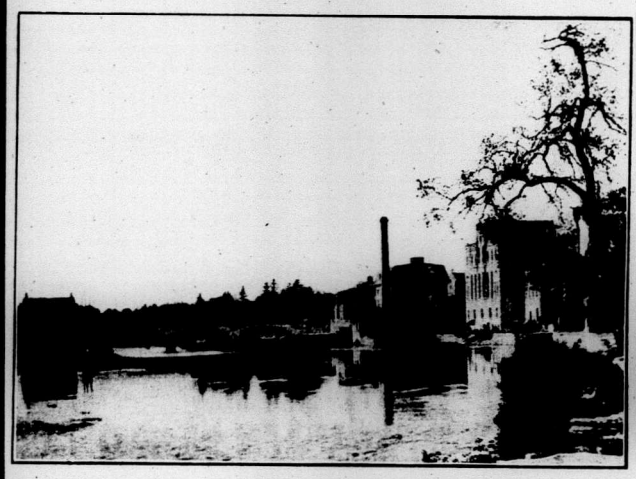
the pea weevil, will be very useful to pea growers in carrying out that motto: First, that the acreage of both field and garden peas of the best varieties be greatly increased in those sections where there are no pea weevils; second, that the growing of both field and garden peas (to be ripened), in the weevil-infected districts, be discontinued for the next two years, and such crops as Early Yellow Soy beans, grass peas, Emmer (improperly called Spelt), mixed grains, etc., be substituted; third, that if any persons continue to grow and ripen peas in the infested districts, they make the best possible use of fumigation methods; fourth, that seedmen, farmers and others send no infested peas into those districts where the pea weevil does not exist; and fifth, that farmers, gardeners, seedmen, millers, exporters, importers, and all others who have anything to do with the growing or handling of peas, co-operate heartily in the effort to eradicate the pea weevil within the next two years.

THE G. CARTER, SON AND CO., LIMITED

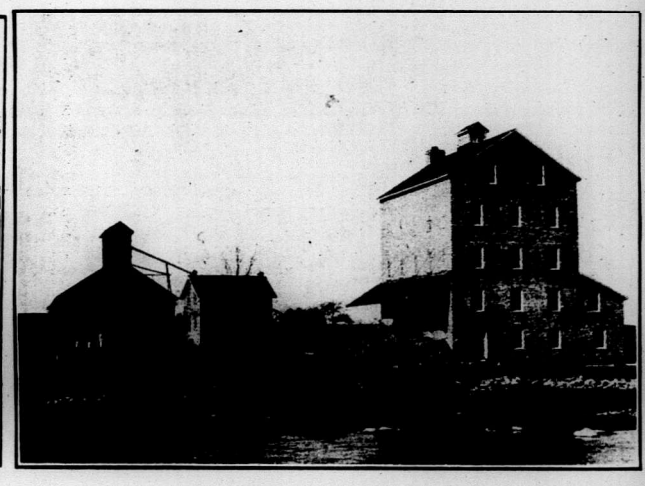
ST. MARYS, ONT.

CANADA

Merchant Millers, Grain and Produce Dealers and Seedsmen.



ST. MARYS FLOUR MILL.



THAMES CEREAL MILL.

Good sound Flour FROM Good sound Wheat

MAKES

GOOD BREAD MAKES GOOD MONEY.

OUR WINTER WHEAT PATENTS

Noted for their uniformity.

Brands :

WHITE EAGLE, SHIELD, DAILY BREAD and PHŒNIX.

OUR MANITOBA BLENDS

Among the best in the market.

Brands : WHITE SILK, SNOW FLAKE, STORM SIGNAL.

PURE MANITOBAS

From No. 1 Hard Manitoba Wheat.

Brands : PLANET, STRONG BAKERS.

We make a specialty of assorted cars of Flour, Cereals, Mill Feed, and "Matchless" Corn and Oat Feed.

A NEW CEREAL MILL

WITH ALL THE LATEST IMPROVEMENTS IN MACHINERY CAN MAKE THE BEST GOODS.

We Have It.

In one of the best grain-growing districts of Ontario

Ample supplies of raw material at first cost.

WE MAKE OF UNEXCELLED QUALITY:

Rolled Oats **Standard Oat Meal**
Rolled Wheat **Granulated Oat Meal**
Rolled Barley **Pot and Pearl Barley**
Wheatlet, Farina and Split Peas

We do a large direct Export Trade with leading Markets in Great Britain and Ireland and South Africa.

Correspondence Solicited.

Cable address, "CARTER"; Riverside Code, 1890 Edition.

The Canada Flour Mills Co.
LIMITED

Canada's Greatest Flour

Kent Mills Flour Awarded Gold Medal

World's Fair, Chicago, 1893 : : : :

Beans a Specialty.

LARGEST BEAN WAREHOUSES IN CANADA.

Exporters of Flour, Compressed Bran, Kilndried Cornmeal, White Beans, Clipped Oats, Graded Oats, Barley.

Capacity Flour Mills 1,000 bbls. per day of 24 hours.
" Cornmeal Mills, 600 bbls. per day of 24 hours.

Correspondence : : **Chatham, Ontario, Canada**

Cable Address : **Chatkent**

MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled by few Canadian mills.

Our Special Brands are :

Snow Flake—Manitoba Patent.
Lily White—Manitoba Strong Bakers'.
Ontario—Manitoba Blend.
Pastry—Pure Winter Wheat.

We are also General Grain Dealers. A trial solicited. Satisfaction guaranteed.

W. Moore & Sons

MEAFORD, ONT. - CANADA

Choicest Canadian Cereals

We are Manufacturers and Exporters of high-quality cereals made from Canada's best grain.

Flaked Oats, Flaked Wheat, Rolled Oats, Pot Barley, Corn Meal, All Kinds of Feed, Etc.

Ours is the Pan Dried **Improved Process,** and our millers are thoroughly experienced, picked men. Everything contributes to make our brands **A No. 1,** and we **guarantee satisfaction.**

CORRESPONDENCE SOLICITED

PARKINSON CEREAL CO.

THORNBURY, ONT., CAN.

MONKLAND MILLS | BROOMFIELD MILLS | FERGUS ELEVATOR

James Wilson & Sons

Manufacturers and Exporters of the Finest Grades of

OATMEAL
PEASE MEAL
SPLIT PEAS
POT BARLEY
PEARL BARLEY
ROUND PEAS

Feed of All Kinds
Correspondence Solicited

FERGUS, ONTARIO, CANADA

The Canadian Milling Industry

AN ERA OF EXPANSION PREDICTED

LIKE the majority of other large industries in Canada, the milling industry has had its periods of buoyant activity and expansion and its years of depression, contraction and loss. The industry is, in fact, so dependent on crop conditions and so easily affected by tariffs, freight rates, and other outside influences that it is not surprising that our export business has been almost as unstable as it could possibly be. Almost 50 years ago, in 1855, Canada exported over $7,000,000 of flour. Thirty years later, the shipments had shrunk to $716,739. In 1898, they again reached $5,446,016, but two years later fell back to $2,791,885.

Since the beginning of the present decade the industry has been steadier than heretofore, at least as regards the volume of business. Last year the returns showed an export of $1,056,648 barrels, while, for the 11 months ending March 31, the exports exceeded 1,128,000 barrels—and this, in spite of the hard knock given Canadian milled flour on the British market.

The arrangement of the grain and flour duties imposed by the British Parliament was such as to give the British port millers a protection of 20 per cent. over colonial and foreign millers. This condition undoubtedly had a depressing influence on the Canadian milling industry, yet the millers here so successfully sought new markets, fresh openings for trade, that although the exports to Britain were materially reduced, the total volume of exports of flour from this country were 24 per cent. larger in the 11 months ending March 30 this year than in the same period the year previous. That this result is largely due to the development of new markets will be seen from the following table, which shows the remarkable increase in the shipments to Australia, British West Indies and to "other countries":

EXPORTS ELEVEN MONTHS ENDING MARCH 31.

	Flour, bbls.		Wheat, bush.	
	1903.	1902.	1903.	1902.
Great Britain	538,321	555,931	25,705,651	13,963,048
United States	16,940	10,588	891,691	28,400
Newfoundland	194,571	218,864	.....	.....
Australia	141,705	39,459	.....	.....
Brit. West Indies	40,948	16,760	.....	.....
Belgium	.....	.....	749,909	513,122
Germany	.....	.....	224,718	1,405
Other countries	195,313	5,832	325,356	185,681
Total	1,128,676	907,434	27,983,425	14,691,665

It will be seen from the above table that the reduction in our exports of flour to Great Britain has been in the face of a remarkable expansion of our shipments of wheat to that country. It is safe to say that the exports of flour would have been much larger but for the protection granted British millers. However, as the industry here has not lost ground, but has had to develop new markets, the results, now that the duty has been removed, cannot but be satisfactory in the end. It will be seen from the figures below that the exploitation of new markets has been steady, that our sales to Great Britain have been, right up to 1902, the bulk of our entire export business. It has only been during the last three or four years, in fact, that our sales to Australia and British Africa have been large enough to justify separate entry. Last year these countries bought over 16 per cent. of our whole export. The figures below are worthy of comparison with the table published above:

COMPARATIVE EXPORTS OF CANADIAN FLOUR.

	1890. Bbls.	1895. Bbls.	1900. Bbls.	1901 Bbls.	1902. Bbls.
Great Britain	102,596	111,588	455,075	770,714	648,199
Newfoundland	37,805	190,825	218,332	234,259	318,458
Australia	.....	.....	39,560	47,484	69,118
British Africa	.....	.....	31,457	500	85,913
British West Indies	3,561	15,288	12,635	33,722	36,775
Total to all countries	149,959	325,329	768,162	1,118,700	1,086,648

The past, as indicated by the foregoing figures, has been satisfactory in every regard, despite the difficulties which have been met all along the way. The business has now, it would seem, reached a basis that would ensure its stability and expansion. The larger, and many of the smaller, milling concerns conduct their business along lines which ensure the most economical production and distribution as well as the best quality of product.

It is, therefore, fair to assume that as our production of grain increases, so must the milling operations throughout the country. The domestic consumption is bound to increase, for the population of the number of consumers in Canada is growing as it never grew before. Yet, it must be remembered, that the bulk of the immigrants will be producers as well as consumers, so the ultimate result will be to multiply the "surplus for export" in a noteworthy manner. It is true that the production of grain in Canada has been as "a drop in a bucket" as compared with the world's crop, yet, it will be seen that the production has begun to grow in a manner that is prophetic of greater results to come. The figures relating to wheat, oats, flour and oatmeal for the past 12 years are instructive.

The returns for 1902 show a small falling off as regards all but wheat, but this reduction has already been regained during the present year, for which full figures will not be obtainable for some months yet. In any case, the expansion in the trade has been rapid, if not regular, and no hesitation is exhibited by the larger milling concerns in preparing for increased business in the future. Two of the largest flour milling concerns in Canada have made arrangements for enlargement of their works, which will add to their milling capacity more than the total present volume of Canada's export business in flour. The expansion of Canada's exports of oatmeal and rolled oats is assured by the establishment of a branch of The American Cereal Co., in Peterboro', Ont., from which branch will be done much of the export trade in this firm's product, "Quaker Oats," and by the wide extension of The "Tillson's Oats" Works in Tillsonburg, Ont.

Everything considered, it is reasonable to expect that the next two or three years will see a development of milling in Canada such as this country has not yet experienced and such as has only been paralleled by the growth of the industry in some of the great milling centres of the United States.

EXPORTS OF GRAIN, FLOUR AND OATMEAL.

	1890.	1895.	1900.	1901.	1902.
Wheat, bush.	422,274	8,825,689	16,844,650	8,739,758	26,117,530
Oats, "	757,792	926,975	2,894,717	8,155,063	5,030,123
Flour, bbls.	149,959	325,329	768,162	1,118,700	1,086,648
Oatmeal, "	70,238	80,263	145,867	151,851	91,706

A MODERN MILL NOW READY.

A YEAR ago The T. H. Taylor Co., Limited, Chatham, Ont., intimated through these columns that they had under construction a modern flour mill. We have just had the pleasure of inspecting the mill and must say that for general plan of construction and equipment it surpasses any other mill we have seen.

What strikes one as he passes through the mill is the thoroughness and neatness with which all the work has been done. The building, which is a solid brick structure with high ceilings, painted timber and plastered walls, compares favorably with the finish of the most modern dwellings. All exposed woodwork has been planed and painted white with Magnite cold water paint, recommended by the fire underwriters for protection against fire. The building is five storeys high with a cleaning department separated by fireproof walls and doors. An elevator of massive size is alongside of the mill, the capacity of which is 60,000 bushels, fully equipped with modern devices for quick handling, mixing and weighing of wheat.

The shipping room, engine and boiler rooms are of large proportions, and, with airy ceilings, give the impression that no expense has been spared in design and construction, showing a marked contrast to the old and now silent and abandoned mill on the opposite side of the street.

On the first floor of the mill the packers are situated, leaving ample space for sorting and shipping purposes. The ceiling on this room is 18 ft. high, designed to give sufficient room for driving the rolls and rope drive for cleaning room and elevator, and for the several stands of elevators.

On the second floor are placed the rolls. There are fourteen 9x30 double stand furnished with a Columbia feed break, a machine designed for feeding the rolls the desired number of bushels per hour, a wheat tempering or steaming machine, and the necessary exhaust suction blower for the purpose of cooling the rolls and drawing away the heated and moist temperature which is always a source of worry and trouble to the dusty miller.

On the third floor are situated the purifiers, bran dusters and "Little Wonder" reels. The purifiers are provided with ample "Perfection" dust collectors, hanging from the ceiling above, thus mill is so full of dust collectors, that any casual visitor may inspect this mill without fear of dusty clothes.

The fourth floor is probably the most interesting, especially to the old-time miller, for here are found four No. 4 square sifters. These are the machines that have taken the place of the old-fashioned hexagon reels, followed later by the round reels of more modern device. The construction of the square sifter is radically different from that of any other sieve bolter, and while possessing every desirable and practicable feature heretofore used, it embodies a number of new features of value and importance. It has greater capacity and occupies less floor space than any other machine on the market. The mechanical construction of this machine is of high order throughout. Each part is well proportioned, neat in design, and strong. All the bearings run immersed in oil, which are fed by sight feed oilers, and the overflow caught in overflow cups. The cut-offs, as embodied in the machine, give the miller full control of the machine—an advantage not possessed co completely in any other sieve machine.

With this device any portion of the sieve surface can be instantly cut off while the machine is in motion. The cut-offs enable the miller to easily and quickly bring the flour up to grade. This use obviates entirely the necessity of returning any portion of the flour back through the machines to bring up the grade—a retrograde practice that economizing space. In fact, the entire some millers have been compelled to adopt, owing to a lack of these facilities. The machine runs steadily and quickly, with practically no vibration, and makes separations that are dry and as near the

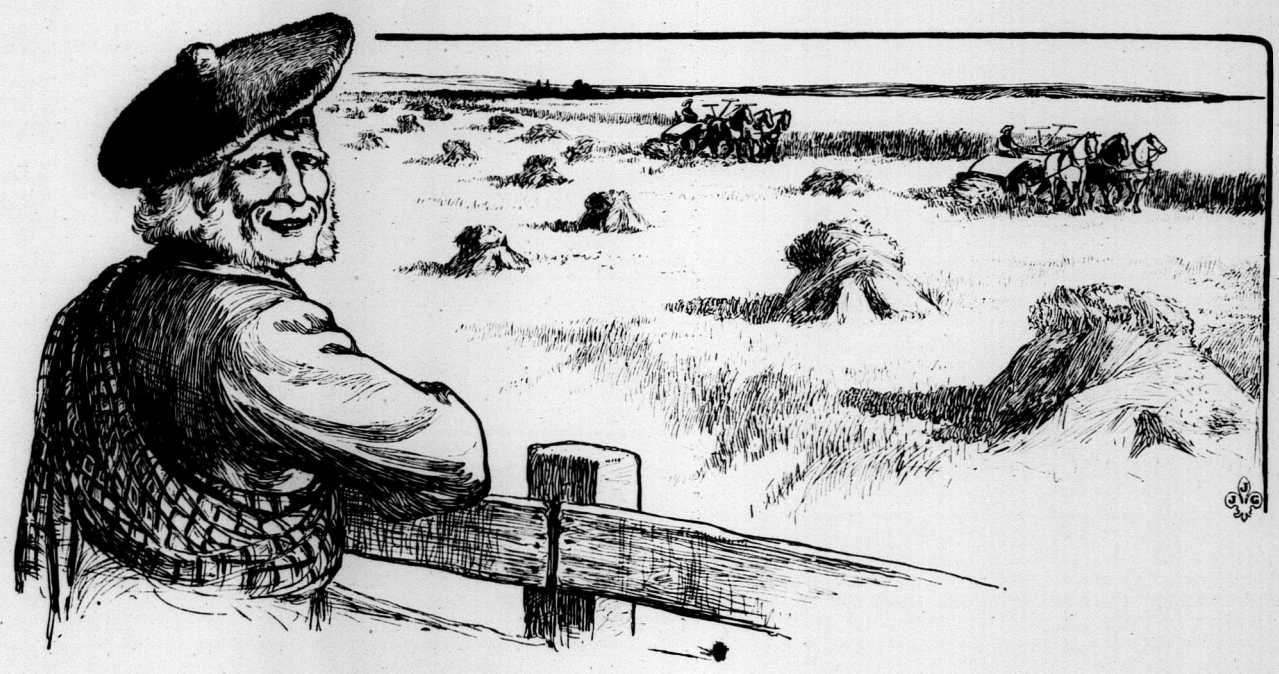
The Wheat Crop of the World.

The following is a tabulated statement of the wheat crops of the world from 1898 to 1902. It is interesting, inasmuch as it shows the relative yield of each country and continent, and the proportion of the world's crop produced by each. This table, taken in connection with the population of the different countries named, gives a good idea of what the grain trade means to America:

Countries.	1898. Bushels	1899. Bushels	1900. Bushels	1901. Bushels	1902. Bushels
United States	675,149,000	547,304,000	522,230,000	748,460,000	670,063,000
Ontario	33,042,000	22,158,000	31,265,000	22,118,000	26,904,000
Manitoba	26,112,000	28,802,000	13,436,000	52,094,000	54,750,000
Rest of Canada	9,000,000	9,000,000	7,000,000	16,000,000	17,000,000
Total Canada	68,154,000	59,960,000	51,701,000	90,212,000	98,654,000
Mexico	8,789,000	9,287,000	12,429,000	9,000,000	12,403,000
Total North America	752,092,000	616,551,000	586,360,000	847,672,000	781,120,000
Chile	14,000,000	13,000,000	12,000,000	9,000,000	12,000,000
Argentina	53,389,000	104,977,000	101,655,000	72,181,000	56,380,000
Uruguay	6,000,000	7,164,000	6,891,000	3,664,000	7,604,000
Total South America	73,389,000	125,141,000	120,546,000	84,845,000	75,984,000
Great Britain	75,330,000	67,594,000	54,298,000	54,111,000	58,463,000
Ireland	1,856,000	1,786,000	1,682,000	1,470,000	1,602,000
Total United Kingdom	77,186,000	69,380,000	55,981,000	55,581,000	60,065,000
Norway	300,000	260,000	300,000	300,000	260,000
Sweden	4,542,000	4,430,000	5,249,000	4,310,000	4,649,000
Denmark	2,991,000	3,654,000	3,604,000	942,000	3,000,000
Netherlands	5,406,000	5,096,000	4,660,000	4,300,000	5,400,000
Belgium	13,211,000	11,319,000	13,788,000	13,872,000	14,228,000
France	363,498,000	364,414,000	326,083,000	310,938,000	352,716,000
Spain	123,865,000	100,759,000	92,424,000	117,765,000	123,440,000
Portugal	7,800,000	6,400,000	8,000,000	10,000,000	10,400,000
Italy	137,345,000	137,912,000	133,741,000	156,755,000	131,102,000
Switzerland	4,500,000	4,200,000	4,200,000	4,400,000	4,200,000
Germany	132,557,000	141,360,000	141,138,000	91,817,000	143,315,000
Austria	46,890,000	50,209,000	40,929,000	44,027,000	49,655,000
Hungary	128,227,000	141,285,000	141,221,000	123,929,000	168,899,000
Croatia-Slavonia	11,408,000	9,014,000	11,035,000	10,709,000	14,000,000
Bosnia-Herzegovina	2,297,000	2,000,000	1,760,000	2,000,000	2,000,000
Total Austria-Hungary	188,822,000	202,508,000	194,935,000	180,665,000	234,554,000
Roumania	58,457,000	26,064,000	56,663,000	72,386,000	76,220,000
Bulgaria	33,993,000	21,630,000	27,000,000	24,000,000	32,000,000
Servia	11,000,000	10,000,000	8,135,000	9,000,000	8,000,000
Montenegro	220,000	200,000	220,000	200,000	200,000
Turkey in Europe	25,000,000	15,000,000	20,000,000	22,000,000	25,000,000
Greece	4,000,000	2,500,000	3,000,000	3,200,000	3,200,000
Russia proper	334,246,000	314,876,000	319,193,000	319,991,000	469,509,000
Poland	21,691,000	21,544,000	19,722,000	14,409,000	20,336,000
North Caucasus	52,251,000	57,313,000	56,948,000	67,232,000	77,069,000
Finland	159,000	143,000	150,000	150,000	100,000
Total Russia in Europe	408,347,000	393,876,000	396,013,000	401,782,000	567,014,000
Total Europe	1,603,040,000	1,520,971,000	1,495,145,000	1,484,313,000	1,798,963,000
Siberia	36,157,000	45,473,000	20,172,000	16,504,000	30,796,000
Central Asia	14,944,000	14,938,000	6,959,000	9,645,000	15,897,000
Transcaucasia	40,000,000	33,000,000	35,000,000	35,000,000	35,000,000
Total Russia in Asia	91,101,000	93,411,000	62,131,000	61,149,000	81,693,000
Turkey in Asia	44,000,000	35,200,000	30,000,000	30,000,000	35,796,000
Cyprus	2,400,000	2,000,000	2,400,000	2,000,000	1,800,000
Persia	17,600,000	16,000,000	16,000,000	15,200,000	13,600,000
British India	259,670,000	236,679,000	181,803,000	252,587,000	224,335,000
Japan	21,407,000	20,771,000	21,688,000	20,000,000	20,000,000
Total Asia	436,178,000	404,061,000	314,022,000	380,936,000	376,428,000
Algeria	27,114,000	22,282,000	23,000,000	23,000,000	27,000,000
Tunis	6,500,000	4,800,000	5,600,000	6,400,000	7,000,000
Egypt	13,000,000	13,000,000	13,000,000	12,000,000	12,000,000
Cape Colony	2,012,000	2,291,000	2,000,000	2,000,000	2,000,000
Total Africa	48,626,000	42,373,000	43,600,000	43,400,000	48,000,000
West Australia	421,000	892,000	1,018,000	799,000	963,000
South Australia	4,141,000	9,056,000	8,720,000	11,608,000	8,265,000
Queensland	1,041,000	626,000	634,000	1,232,000	1,746,000
New South Wales	10,893,000	9,569,000	14,033,000	16,683,000	15,275,000
Victoria	10,914,000	20,198,000	15,718,000	18,410,000	12,510,000
Tasmania	1,721,000	2,376,000	1,136,000	1,145,000	994,000
New Zealand	5,849,000	13,485,000	8,852,000	6,733,000	4,174,000
Total Australasia	34,980,000	56,202,000	50,111,000	56,610,000	43,927,000

RECAPITULATION BY CONTINENTS.

North America	752,092,000	616,551,000	586,360,000	847,672,000	781,120,000
South America	73,389,000	125,141,000	120,546,000	84,845,000	75,984,000
Europe	1,603,040,000	1,520,971,000	1,495,145,000	1,484,213,000	1,798,963,000
Asia	436,178,000	404,061,000	314,022,000	380,936,000	376,428,000
Arfica	48,626,000	42,373,000	43,600,000	43,400,000	48,000,000
Australasia	34,980,000	56,202,000	50,111,000	56,610,000	43,927,000
Total	2,948,305,000	2,765,299,000	2,609,784,000	2,897,676,000	3,124,422,000



FOR fifty years we have watched Canada grow the best oats in the world. We know where the best seed, the most fertile soil, the greatest agricultural care, is producing the best of Canada's best. This is the grain that comes to the Tillson Mills. Then the best oats is pan-dried—a process owned solely by us. This means clean oats, free from hulls or black specks.

Tillson's Oats Pan-Dried

is the BEST oats on the market. If you would supply your customers with the best—with oats that will bring them back for more—oats that will satisfy the most critical—give them TILLSON'S OATS.

Put up in attractive two-pound packages.

Tillson's Wheatlets and Tillson's Breakfast Food are also popular with discriminating buyers.

The Tillson Company, Limited,

TILLSONBURG, ONT., CANADA.

ideal separation as has ever been seen by the expert miller.

The fifth and last floor contains the heads of all the stands of elevators. The great care in planning and arranging the machinery is here aptly illustrated, for, by having all the elevators on one main shaft, simplifies construction and economizes power.

You will notice up to this time no mention has been made of the cleaning machinery, for we have been in the main part of the building, while all the cleaning machinery is placed in a separate room, mentioned above. Each flat is filled with all the necessary separators, scourers, rolling screens, etc., and each machine connected with "Perfection" dust collectors taking care of all the impurities off the wheat. In the planning of the separate room wherein all the dirty work of the milling process is entirely cut off from the reduction and purifying process of the wheat, it is obvious that this mill's flour must, of necessity, be freer from impurities of this nature than that of a mill where all work is done in the one building.

In this part of the building also is a 1,400-bushel scale which will enable the firm to weigh in a carload of wheat at one draft, reducing any chance of mistakes. Its being in the building adds materially to the absolute correctness of the scale as compared with the old-time track scale, which, being exposed to the weather, must be always more or less subject to inaccuracy.

The Humphrey passenger elevator for the use of the millers and employes, continually in operation while the mill is running, is a novel and interesting device, securing to the firm greater attention to the machinery in all parts of the mill.

All the spouting, trunking and elevator stands have been put together in a really artistic manner showing the work of the expert millwrights, and the material used is of the most expensive kind, being clear pine planed and sandpapered at the factory and shellacked and varnished after being set up. The finely finished woodwork, the brightly-painted ironwork of the machines, together with tinted and frescoed walls and bright ceilings, present a really bright and cleanly appearance and reflect credit on the proprietors of this modern mill.

The power is supplied by two new 72-in. by 16 ft. tubular boilers constructed to admit of carrying a working pressure of 125 lb. to the square inch. A 250-h.p. tandem compound Wheelock condensing engine is used to develop the power and a 30-in. extra double leather belt conveys the power from the 11-ft. flywheel to the main driving shaft. Auxiliary engines, one for driving the fan for the Jones underfeed stokers, which automatically feed the boilers with fuel, the other, an Ideal, for driving the dynamo for developing light for the company's plants. An inspection of this power plant will well repay the visitor, for every device is installed for economy of fuel.

Friction clutches are installed on the main shaft whereby the mill proper can be instantly thrown off duty and operated or not, as desired; also, to throw the elevator and cleaning department out of gear. In fact, every device to secure the greatest economy in operation has been adopted regardless of expense or outlay.

The installing of the plant has been under the supervision of W. G. Muster, an expert millwright for the firm of Nordyke & Marmon, of Indianapolis, Ind., which firm has supplied the principal part of the machinery installed and the flow sheet and plan of the mill.

The floor space will permit of exactly doubling the present capacity of the mill, and it is intended to install additional machinery for a spring wheat plant as soon as the condition of the trade will require it.

This firm is one of the oldest in the milling business in Canada, the founder, Thos. H. Taylor, having established the business in 1845. The present company was incorporated in 1892, the year following the death of Mr. Taylor.

The company also operates the Daisy Mill, a modern Plansifter mill, which gives them additional capacity in busy seaseasons. The total capacity of the two mills will be between 800 and 900 barrels per 24 hours.

The officers and managers of the company are too well and favorably known to require extended notice. Suffice it to say that W. H. Taylor looks after the financial and sales department; W. J. Taylor the mechanical and general supervision of the flour mills, and to him is due the credit for the arduous and worrying task of erecting and installing this magnificent milling plant. George A. Gray is the popular head bookkeeper and office manager, and James Mitchell, the head miller. Chas. Chanter supervises the shipping and Chas. Pooley represents the firm in the Lower Provinces. Most of these have been with the company for years and with such magnificent equipment and such experienced management it can be safely predicted that the new mill will turn out products equal to, if not superior to, any manufactured in Canada.

The company, besides their milling business, operate a large woollen mill, turning out ladies' friezes and costume cloth, kerseys, etc.

A NEW COMPANY.

THE Eager & Sanderson Company, Limited, headquarters at Winchester, Ont., have been incorporated with a capital of $40,000, to carry on a general milling business and to trade and deal in flour, meal, feed, grain, coal, wood and lumber and to manufacture cheese boxes and supplies for the same, and to generate and use electricity and to dispose of any surplus thereof in excess of the company's requirements, and, for the said purposes, to acquire the business and the assets of the business now carried on by Daniel Eager and Thomas Sanderson in Winchester. The provisional directors are: Daniel Eager, Thomas Sanderson, John Augustus Farlinger and Samuel Smith Reveler.

CANADIAN FLOUR IN TRINIDAD.

In their Commercial Review, published some weeks ago, Gordon, Grant & Co., Port-of-Spain, Trinidad, reported that "Late shipments of Canadian flour have not kept well, and in consequence, recent arrivals did not bring full values."

As a reply to an inquiry by "The Canadian Grocer" as to why the shipments of Canadian flour referred to did not keep well this firm write: "Our experience has been that shipments milled during the hot summer months deteriorate very rapidly on arrival here, and whilst supplies from the United States are now above suspicion also at that season, there is not so much danger in largely stocking the latter.

"The bulk of our flour is received from New York, and being milled in close proximity to the seaboard, is not subject to vexatious railway delays, which, in the crop season in Canada, are sometimes a question of weeks, and this, along with the shorter ocean voyage, enables your competitors across the border to land their shipments in a fresher condition.

"Still there are doubtless other reasons which millers themselves are best aware of, as they have more than once remarked when advising consignments, that prompt sale must be made, the quality being such that it would not keep for very long.

"We, who were the pioneers in introducing Canadian flours, as well as many other articles, regret, after the exceedingly hard work we have had in establishing it in the market, the disfavor into which it has fallen, and which must now be left to manufacturers themselves to overcome. With the yearly increasing wheat cultivation in the Dominion, the world must look more and more for its supplies in that direction, and should millers exercise more care in preparing their goods for climates so different to their own, the trade of these colonies would be largely diverted to them."

PROGRESSIVE CANADA.

CANADIAN CEREALS

TAKE THE LEAD.

CROWN MILLS

The name of McIntosh on Breakfast Foods is a guarantee of quality.

All our Products are manufactured from the Best Canadian Grain with the latest and most approved process of milling. Our "Crown Brands" are of world-wide fame.

GRAIN and PRESSED HAY
EXPORTERS

A few of our well-known foods:

Beaver Oats,
Swiss Food,
Rolled Oats,
Cut Oatmeal,
Flaked Wheat,
Flour,
and all
Wheat, Corn and Oat Products.

We will be pleased to correspond with reputable firms in Great Britain and other countries with a view to increasing our export trade.

P. McINTOSH & SON

Millers and Manufacturers,

Cable Address:
"Intosh."

Toronto, Canada.

ESTABLISHED 1845. INCORPORATED 1892.

THE T. H. TAYLOR CO., Limited,

Chatham, Ont.

Are now ready for increased business, having just started operation of a new modern mill, fully equipped with the most improved and up-to-date machinery. We are now in a better position than ever to supply the wants of our customers. Our Beaver flour, always a leader in the past, is destined to be still "The Leader." It will ***pay*** to handle ***Beaver*** for it ***pays*** to have ***The Best.***

Daily capacity 800 barrels.

Correspondence solicited.

GREAT SCOTT!

I can make **Forty-Three Per Cent.** selling

WHEATINE

THE KING OF SUMMER CEREAL FOODS.

As I may forget I shall order 3 bags at once from

MILNE BROS. - Markham.

Originators and Sole Manufacturers.

Our Brands are the BEST in the Market, and prices right.

Our process of manufacture up-to-date. Nothing but A1 wheat used.

Capacity 200 Bbls. ⚜ Correspondence ...Solicited.

The Brampton Milling Co.

BRAMPTON, ONTARIO, CANADA.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.

OUR FOREIGN TRADE IN BREAKFAST FOODS.

THE development of Canada's breakfast food trade has been almost entirely in a domestic channel, and in that channel there has been remarkable development during the last few years. New factories have sprung up, and established ones have made rapid strides in improvements and extensions.

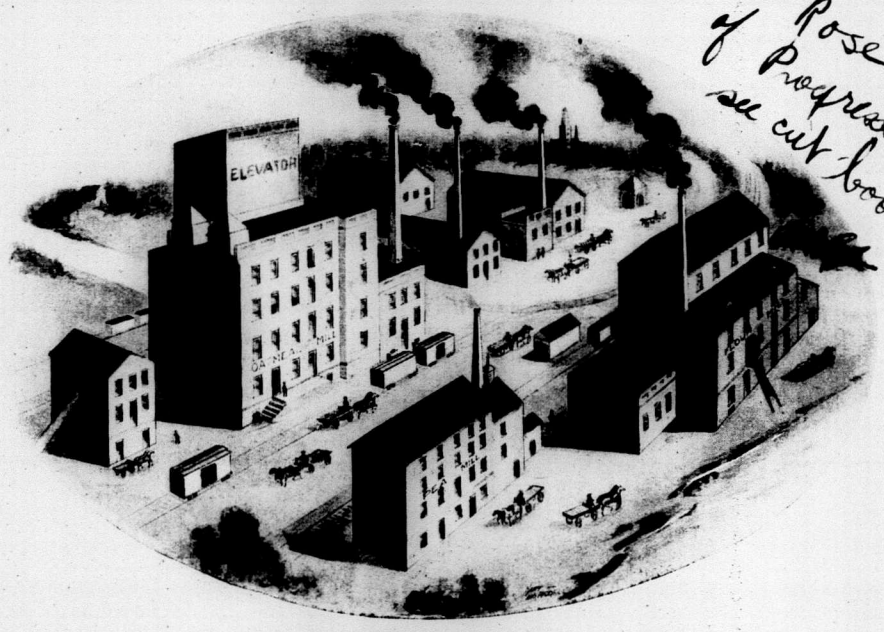
It is wonderful the number of breakfast foods now on the market (that is, speaking of breakfast foods in the literal sense). Our forefathers and fathers were content to use as their breakfast food good old Scotch porridge; but gradually people's tastes have become more and more fastidious, and a more fancy choice of goods is demanded. This demand has slowly been filled, for there are now a very large number of fancy breakfast foods on the market—indeed, far too many for the good of the trade. The market is becoming somewhat overstocked with these various foods, and the retailer especially is in difficulty on account of there being so many. He cannot keep a complete stock of all the kinds, and it is rather difficult to pick out the best selling ones, because of varying demands made by his customers.

As may be seen by the accompanying table, there has been very little, if any, development in the export trade during the last six years. In some products there has been an increase in the value, while in others there has been a decrease.

The exports vary considerably from year to year in most breakfast foods, but the export trade in cornmeal seems to have made a steady advance.

The imports in breakfast foods have also varied much in the different years. One year they have been large and in others small, so that it cannot be very well decided whether there has been a development in the last ten years or not. In oatmeal, however, there has been a decided increase in imports.

Canadian manufacturers have been successful in developing a good domestic trade; and, after this, in all probability, they will pay more attention to their export trade. In fact, some of the largest concerns have that purpose in view, so that, in the next five or six years we may hope to see Canada's exports in breakfast foods show a decided increase.



A VIEW OF THE TILLSON MILLS, TILLSONBURG, ONT.

EXPORTS OF BREAKFAST FOODS.

Year.	Oatmeal.	Cornmeal.
1892	$409,319	$4,381
1893	625,977	4,747
1894	308,104	6,362
1895	276,310	3,438
1896	364,655	4,758
1897	462,949	1,881
1898	554,757	3,559
1899	396 568	3,916
1900	474,991	2,496
1901	467,807	1,719
1902	344,332	4,369

BRAMPTON MILLING CO.

W. Steed, proprietor of Brampton Flour Mills, has recently taken into partnership Mr. W. L. Joy, milling superintendent for Mr. Archie Campbell, Toronto Junction, for the past ten years. The new firm purposes erecting a new elevator and warehouse, when they will have an up-to-date plant in every respect with 200 barrel capacity. The style of the new firm will be The Brampton Milling Co.

THE "TWENTIETH CENTURY" BROOM.

The evolution of the broom has been, like most other processes, one of slow growth and development. For a long time people have had to content themselves with the primitive construction of a bunch of broom-corn tied to a stick with wire, and sewed with cotton twine. They had never seen anything better, and so they put up with it, just as they put up with stage coaches before the era of express railway trains, going at the rate of 60 miles an hour.

The twentieth century is only three years old as yet, but among other marks of progress it has witnessed, one of the most notable is the production of the "Twentieth Century" broom.

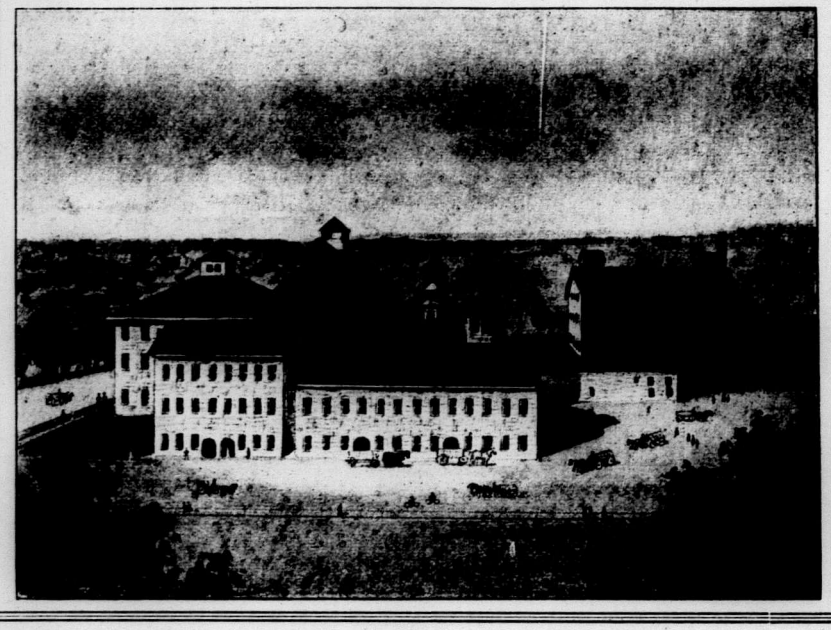
While the essential features of the well known household broom are maintained, there are many distinct improvements introduced, which at a glance commend themselves to every observer. The loosely constructed head of the old-fashioned broom is replaced by a neat, strong hood of fine steel, handsomely enamelled in light or dark blue, red or other color, giving strength, durability and neatness; the handle is detachable, being screwed into the socket, which holds it there securely, but it can be unscrewed at pleasure.

An important feature of the new broom is that its construction admits of the use of bamboo and rattan mixed with the broom corn to make a strong heavy broom for heavy work, such as is required for factories, stables, railroads and streets. The old broom is not strong enough for such work, and cannot be reinforced as is done in the "Twentieth Century" broom.

The "Twentieth Century" broom is patented in the United States, Canada, and foreign countries. Large factories are already in operation in Brooklyn, N.Y., and in London, England, and another is in course of erection in Paris, France. The sole right to manufacture and sell in Canada has been acquired by the Eclipse Manufacturing Company, of Ottawa, who have built a new factory in addition to their former establishment, and are equipping it with machinery to turn out the large quantities which will be required to meet the demands of the Canadian market.

Readers of "The Canadian Grocer" are referred to the advertisement of the Eclipse Manufacturing Company, on pages 20 and 21 of this issue.

The Brewery and Malt-House of The Eaton Bros. Brewing Co., Limited, of Owen Sound, Ontario, Canada.



OUR MALTING METHODS

THE question of the duration of the germination period of the steeped barley has been discussed in every way, with the result that as a rule the manufacturer of commercial malt to further his business interests is inclined to shorten that period as much as possible, insisting that a skilled maltster, using sufficient precaution, can, within three or four days, produce just as good a malt as if that period were prolonged. The brewer who uses the malt and knows through experience the difference of the various kinds, generally prefers a malt which has been allowed a longer period of germination.

By means of the ten-day germination process adopted and in operation in the malt-houses of The Eaton Bros. Brewing Co., of Owen Sound, the production of first-class malt is made possible. The fact that such a prolonged germination can be successfully carried on without mould or dried-out grain can be only attributed to the perfect equipment of these malt-houses. This new malting process is destined to revolutionize the present system of malting. The Company rests firm in the belief that the brewing profession will welcome with open arms the advent of a new malt superior in the brilliance of its wort and durability of its beer.

We are Looking for Good Export Connections For this Malt, Particularly in the WEST INDIES.

CORRESPONDENCE SOLICITED

The Eaton Bros. Brewing Co., Limited

OWEN SOUND, ONTARIO, CANADA

Development of our trade with the West Indies

A REPRESENTATIVE of "The Canadian Grocer" recently had an interview with Pickford & Black, of Halifax, owners of the line of steamers which run fortnightly between Canada, the Windward Islands, and Demerara.

"Is Canadian trade with the British West Indies increasing?" asked "The Grocer."

"The trade returns for the last fiscal year show quite a large increase in our British West-India trade, both in exports and imports. We have no figures at hand at the moment, but readers of 'The Canadian Grocer' can obtain details by consulting the Canadian Blue Book, issued by the Department of Trade and Commerce. Let us first consider the exports and note the growth of trade from year to year:

"Ten years ago we were shipping practically no flour to the British West Indies whatever. To-day, the average shipments by our fortnightly steamers come near to 30,000 barrels. Less than six years ago our shipments of butter and cheese were not more than 2 per cent. of the total consumption of the islands; to-day, at many of the islands, we are supplying nearly 50 per cent. of the amount consumed with a prospect of a still further increase. A few years ago, such a thing as a Canadian shoe was practically unknown in the stores of the West Indies; to-day, several Canadian manufacturers are doing a fair business in every island at which our steamers call. About three years ago the first shipment of brooms and brushes was made to West-India ports by Canadian manufacturers; to-day, we have good sized shipments by every steamer. Five years ago the exports of biscuit were small and were confined to Bermuda; to-day, regular shipments are made to 14 different islands. The first paint shipments from Canada were made about seven years ago and, judging by the quantity now exported, the demand is gradually increasing. Canada has always had a large export trade to the islands in oats and potatoes; before the days of steamers, these were shipped by sailing vessels, and we think that to-day the business in these lines is quite as large as it has ever been.

"Before passing to the question of imports, we would add that there is a noticeable increase in the export of a large number of other articles, particularly in the line of food products, but time at present does not permit us to elaborate the details.

"In the import trade, the present year will probably establish a new record for sugar, although last year the business was almost double that of any previous season. We brought in 30,000 tons of sugar by our steamers, as against 16,000 tons the previous year; in 1900 we imported 12,000 tons and in 1899 between 8,000 and 9,000 tons. No better illustration of the increase can be given than by a comparison of these figures. We will not be surprised to see imports of from 40,000 to 50,000 tons of West-India sugar at the ports of Halifax and St. John during the present season, and it is a fair deduction that the more sugar we buy from the West Indies the larger quantities of food stuffs and other manufactured goods will they buy from us."

"Can the business be still further increased with profit to the exporter?"

"There is no doubt that the majority of British West-India people are favorably disposed towards Canada and Canadian goods. The reason that they have not been better customers of ours is very largely our own fault. For many years New York has been their best selling market, and they naturally found it to their interest to buy their goods where they sold their sugar. Whatever Canada has sold in the British West Indies has been in competition with New York exporting houses. Particularly is this true of all lines of food stuffs, and naturally the New York people have done what they could to keep Canadians out of the field. They have lost no opportunity to create a prejudice against Canadian flour and other manufactured articles, and for a time it was very uphill work for our people to secure the same recognition for the merits of their goods as has been obtained at home. These troubles, however, are now largely past and to-day in Bermuda, Trinidad, Barbados, Demerara and the other leading markets Canadian flour, etc., commands a place alongside the standard brands of United States goods. It has been demonstrated that Canada can produce articles suitable at a reasonable price, and now that we are buying liberally of the principal products of the British West Indies it should be easy to still further increase the volume of our export trade.

"A few travelling men went out the past winter, but not in sufficient number, as we think, to make a thorough canvass of the trade. If our people are to do a very large West-India business they must give it the same close and continuous attention that they give to their home business; in fact, they must give it even more attention in certain departments, because goods that are packed for consumption in the tropics require far more care than seems necessary for home consumption. This phase of the question has been touched upon so often before that it is perhaps unnecessary to refer to it at the present time, but we feel we cannot impress too strongly upon Canadian exporters the absolute necessity of exercising the greatest care in the preparation and packing of every article destined for use in a tropical climate.

"Another thing most necessary is prompt attention to orders. Over and over again we hear complaints about delays in shipments and in several instances, we have known of accounts being lost to Canada through carelessness of this kind. There is no doubt that the business can and will be profitably increased, and as the output of Canadian manufactories enlarges, the West Indies, as a market, will receive more attention. The fortnightly sailings of our ships give manufacturers a good opportunity of studying southern markets. For obvious reasons we are disposed to encourage this increase and in order to induce Canadian manufacturers to send their representatives to the West Indies, have made special rates to bona fide commercial men."

SHREWDNESS AND HONESTY.

An honest merchant made as strong a statement about his stock as the goods would warrant.

What he said was true.

A shrewd competitor always went him one better.

What he said was not true.

The honest merchant lost some sales, but saved his reputation.

The shrewd competitor fooled a number of people, but lost their friendship.

In the end the honest merchant had the bulk of the business.

In the end the shrewd fellow had nothing but experience.

Moral.—Shrewdness is not a desirable quality in dealing with customers.—**Southern Merchant.**

Canadian Butter for the West Indies

By R. C. Hamilton.

IN these days of expanding trade every line of business keeps a sharp eye open to locate new and profitable markets for the surplus products of our great Dominion. Our coal, our iron, woollens, cottons, and other manufactured goods, are year after year becoming more and more favorably known to the various markets of the world, and our producers have learned, through strenuous competition, that "quality" always tells, and that merit in goods as well as in character can always win a high place. The day of "shoddy" was, but to a large extent is no more.

Nor is it alone in our manufactures that Canada has gained a high place with reference to products of other countries. Our great Northwest has been opened up and "Manitoba wheat" is known the world over; only a few years ago the products of the Danish dairies held the market in Great Britain, which is to-day strongly disputed by Canadian butter and cheese—and to successfully compete with the Danish dairies is no small credit to the Dominion of Canada.

Canadian butter and cheese are also winning their way in other markets. It is well known that in the West India Islands, and even as far south as Trinidad, very few cattle are kept for dairy purposes, and even if they were, the chances of making good butter and cheese in the hot climate are not good. This great market, as yet only partially developed, has been to a certain extent supplied by the Danish dairies, and by New York State. Of late years Canada has turned to this market as a profitable one, and every steamer sailing from St. John or Halifax has its quota of the Canadian product.

One brand in particular, the "Bluenose," put up by Smith & Proctor, of Halifax, is known all over the islands, and is recognized as a standard article. This firm buys both western and Maritime Provinces butter, of the very highest grade, "prepare" it on their own premises, and put it up in tins ranging from ½ to 25 lb. These are put up in cases for shipment, just as other canned goods. They also have shipped successfully to Malta and other Mediterranean ports, and to South Africa.

Considering the climate, it is natural to expect that the butter has to be "prepared." That is, some preparation is used to preserve the quality and flavor—but this is one of the secrets of the trade which the possessors thereof are not anxious to divulge. This firm has been in the business some four or five years, and their annual trade is very considerable.

Another brand of Canadian butter which is well known in the southern markets is the "Mayflower," put up by a firm in Brookfield, Colchester county. Upper Stewiacke, in the same county, is also a contributor to this growing and profitable trade. Smaller quantities are also shipped from other points in Nova Scotia.

The firm of I. S. Sanford & Son, of Halifax, commenced within the last year to ship butter south, and found it profitable. Under the name of "The Acadia Canning and Creamery Company," one of the firm has now opened up in the Annapolis Valley and in Musquodoboit, three factories to cater to this trade. The out

Fac simile of the sealed tins in which butter is shipped from Nova Scotia to the West Indies.

put at the present is about 1,000 lb. per week, which will be increased to 2,000, if not 3,000. Their brand is registered as "Evangeline," and is put up in very attractive tins of the sizes previously mentioned. The tins are made abroad, and are handsomely lithographed, showing prominently the company's name, the words "Canadian Butter," the brand, and the registered trade mark—a picture of Evangeline. Special machinery, which is manufactured in Montreal, is used to put the cans together without the use of solder, or, at least, so that no solder appears on the inside of the tin to deteriorate the quality of the butter. By removing a narrow strip, as in ordinary self-opening cans, the cover is easily taken off.

When prepared ready to put up, the packages are wrapped in a fine quality of parchment paper, and in this they differ from the Danish product, which is usually wrapped in cotton cloth. It is also stated that the Danish butter is not put up in as attractive tins. The quality which the Acadia Creamery is putting up is all high-grade creamery and when properly "prepared" and packed will keep its quality and flavor almost indefinitely, just as other canned goods.

A gentleman lately returned from the West Indies informs us that he found Canadian butter known and inquired for in all the principal island cities, and that the market for a high-grade article is almost unlimited. During his stay in the islands he ate no butter—the reason is plain. In our milder northern climate butter keeps fairly well in summer, even without a refrigerator, whereas in the West Indies, it becomes almost liquid, and is served out with a spoon—and is even considered a great delicacy.

The market for butter in the West Indies is as yet only partially developed. Many people there have never used it, but will in time do so as a satisfactory article is brought to their attention. One thing that has previously militated against Canadian butter is that in the past considerable quantities of a very inferior article were shipped. This was put up in 25 to 50-lb. kegs, and was not long in that hot climate until it was little better than "axle grease." Some is still shipped in this kind of packages, but it is of a much better quality and has been giving better satisfaction.

The same argument holds good in this trade, as in all others—there must be the greatest attention paid to the peculiarities of the market and the requirements of the people; the goods shipped must be of the very highest grade—especially in butter and cheese, since they deteriorate so quickly in the hotter climate; and the goods must be put up in attractive packages. The business cannot be undertaken without considerable capital, combined with experience, and a knowledge of the requirements of the markets. Expensive machinery has to be installed, and The Acadia Canning and Creamery Company inform us that they expect, on the average, to carry in stock at least $40,000 to $50,000 worth of butter ready for export. A knowledge of the requirements of the markets can only be thoroughly acquired by a visit to the West Indies, which Mr. Smith, of Smith & Proctor, has made on several occasions. Then there is the secret of preparation to learn—how acquired we are unable to say. The market, however, is large, and though the giving away of this "trade secret" might cause considerable competition, there would still be a market for all the surplus butter made in Canada.

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The Pure Gold Manufacturing Company, manufacturing grocers, Toronto, Canada, solicit orders for their high-grade Products, Baking Powder, Icing Powder, Jelly Powder, Pudding Powders, Flavoring Extracts, Coffees, Spices and Mustards, Tomato Catsups and Sauces, Fancy Vinegars, Marmalades and Jams, Preserves and Jellies. They manufacture only pure goods and the most attractive in the Empire, sold f. o. b. ocean steamer and no extra charges whatever. Orders direct or through Richardson & Britton, Kimberley, S.A., or Canadian Export Association, will receive prompt attention. Every package of goods warranted or no sale. Catalogues, illustrations, hangers, show cards, etc., in great variety, free on request.

Canadian Hunting and Fishing Territory

BY L. O. ARMSTRONG.

IT is gradually dawning upon our statesmen and politicians that the money value of our illimitable hunting and fishing territory is very great. The desire to spend a few days in the woods in the minds of people who a few years ago never would have thought of such a thing, is growing year by year. We remember in our boyhood days how very few people went away for a summer holiday, and how this few of the wealthiest has grown into myriads of all sorts and conditions of men who wish to go to some summer resort. Now the watering-place is losing its attractiveness and the more popular woods, lakes and streams of the north are replacing it in the hearts of the people. It is the call of mother nature to her wornout sons and daughters to come back to her and regain some of the freshness and simplicity of youth. Canada is very rich indeed in this kind of territory. Certain writers claim for her 2,000,000 square miles of sportsman's country, but I would speak here of 300,000 miles of which I know something. These 300,000 miles lie in a comparatively narrow stretch between St. John, N.B., on the Atlantic Ocean, to Victoria, B.C., on the Pacific; narrow, but 300,000 miles in extent.

Beginning in New Brunswick, we have a large interior country with clear, rapid streams full of trout, and lakes innumerable, affording fine catches of trout and charr, sometimes called locally namaycush, sometimes togue, and sometimes touladi. New Brunswick has both salt and fresh-water fishing. Between the Maine boundary and St. John, N.B., are a number of excellent streams and lakes, including Harvey, South Oromocto, Long and Victoria Lakes. These are trout lakes, but sea-salmon is to be found quite near in all the tributaries of the St. John. Only three miles from Canterbury you find trout and land-locked salmon.

New Brunswick has many sportsmen of fame; some of these live in New Brunswick simply to enjoy the sport and the life in the woods. The rivers of New Brunswick are exceptionally clear, and in almost every deep pool you will find trout.

The Miramichi is a grand river and it has many good feeders in its run through the centre of the province. It has always been and is still a good salmon stream. It also drains a reliable country for big game which, owing to conscientious protection, is increasing.

One of the feeders of the Miramichi is the Cains river, whose valley is famous for caribou and bear. All through New Brunswick deer and caribou are increasing owing, not only to good laws, but to the disappearance of the wolf.

Great is the scenic beauty of the Tobique river, and one could idle the summer away there without fishing or shooting much. Yet it is a river richly supplied with both salmon and trout. There are about 120 miles of main river and branches and almost every mile affords good fly fishing. The Tobique fish stories are second to none, and are mostly true. From 20 miles from its mouth towards its sources it flows through a country in which there is much game. The Canadian Pacific Railway has a branch to Plaster Rock, where there is hotel accommodation and where you can hire conveyances to the interior lakes.

Grand Falls, with its majestic scenery, is a sportsman's centre.

Edmunston, the terminus of the road,

CANADIAN HUNTING AND FISHING TERRITORY—BIG GAME.

is famous for its fishing. In Touladi Lake, nearby, the charr is called touladi, and here the namaycush is caught of 20 lb. in weight and more.

There is moose here, and very fine specimens are shot annually.

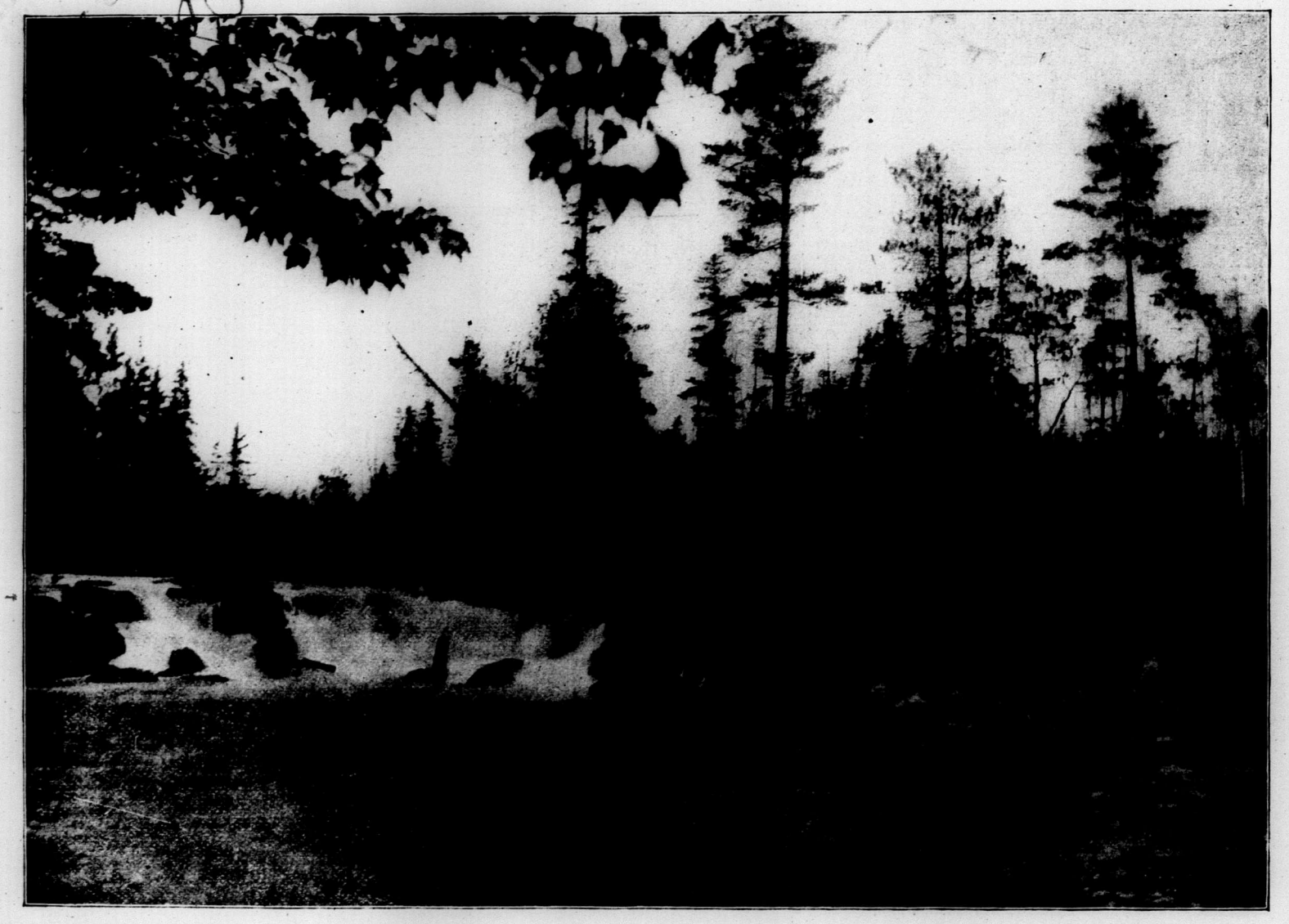
The fishing and shooting of the western part of Nova Scotia are reached from St. John, N.B., by the fast steamer Prince Rupert, which makes daily trips during the summer season between St. John and Digby. To the north of Cape Breton lies North Sydney, and between that port and Newfoundland a splendid steam ferry has been established. Few countries have as many attractions for the sportsman as Newfoundland. The interior is a vast deer park. The countless lakes and ponds abound with trout of the finest description, and are the breeding places of innumerable wild fowl. Almost every stream holds salmon.

Herds of caribou traverse the island in their periodical migrations, and the bulls yield the grandest of trophies. September and October are the months for stalking, and the assistance of guides is requisite. There are black bear and wolf in the interior; and the beaver and otter inhabit the lonely lakes and lakelets. Hares are in abundance, and the willow grouse, the rock ptarmigan, the curlew, the plover, and the snipe are found in proper season all over the island. On the great "barrens," or in the marshy grounds and around the shores and islands are innumerable sea-fowl.

The climate in summer, tempered by the balmy sea breezes, is bracing and health-giving.

Quebec Province has long satisfied the ambitions of angler and sportsman, and it still bears a good name. The Quebec garrison has for over a century always contained many sportsmen among the officers. At Lake St. John the Ouananiche, and in the many rivers and lakes of the Laurentian range the brook trout offer to this day as good fishing as can be found, and from Lake Megantic east, the streams and lakes of the Eastern Townships still have their devoted adherents. Indeed, the trout fishing in Brompton Lake, reached by Canadian Pacific Railway and Mount Orford Railway, and in Brome Lake, the bass fishing, are better than they have been within the memory of living man. Moose, caribou and deer are still found in numbers to satisfy the many Nimrods who make an annual visit to Quebec in the hunting season. The fish and game protection laws are not, however, as well adhered to in Quebec as they ought to be.

The transcontinental line of the Canadian Pacific Railway follows the valley of the Ottawa River to where the Mattawa falls into it, and there turns westward, following the Mattawa, Lake



CANADIAN HUNTING AND FISHING TERRITORY—A RETURNING HUNTING PARTY.

Nipissing and the French River to Lake Huron. How many hundreds of thousands of Indians the fish and game along this route have fed before the coming of the white man. The voyageurs and the employes of The North West Company and The Hudson's Bay Company have shared with the Indians and have lived upon it since. Then came the lumbermen and the railroad contractors in myriads, many of these using dynamite with which to slaughter the fish, and yet, notwithstanding all that, the sportsman to-day finds abundance of fish and game there. Of late years, under the good game laws of Ontario, the fishing and big-game hunting is improving very much indeed. This is true of the great northern forest all the way to Winnipeg. A little more commercial fishing is done in some of the inland lakes than I would allow as a sportsman. I think that commercial fishing should not be done in any lake smaller than Lake Winnipeg, and especially should this be the case where there are miners and farmers to feed. I would allow anybody to fish with hook and line, but no netting of any kind. I would have every river and lake in the Dominion owned by the Government free to all to fish in. I would have no preserves of any kind.

I am afraid I am making my communication too long and will conclude with a resume of such fishing and shooting as I have myself enjoyed from Winnipeg to the Pacific Ocean.

One of the best afternoons of duck shooting that ever fell to my lot was on the Red River, between Emerson and Morris. I am ashamed to say how many I killed, but I won't do it again. I transgressed again on lakes near Killarney, Man., before Killarney was. I have shot many more prairie chickens than the law allows all over the prairies, but they have increased notwithstanding. There is no better sport to be found to-day than in the shooting of geese, ducks, plover and prairie-chicken on the Canadian prairies. Whitewater Lake, in Southern Manitoba, is one of the good points.

The trout fishing in the Bow River and its tributaries, and in other streams coming out of the Canadian Rockies, is unsurpassed.

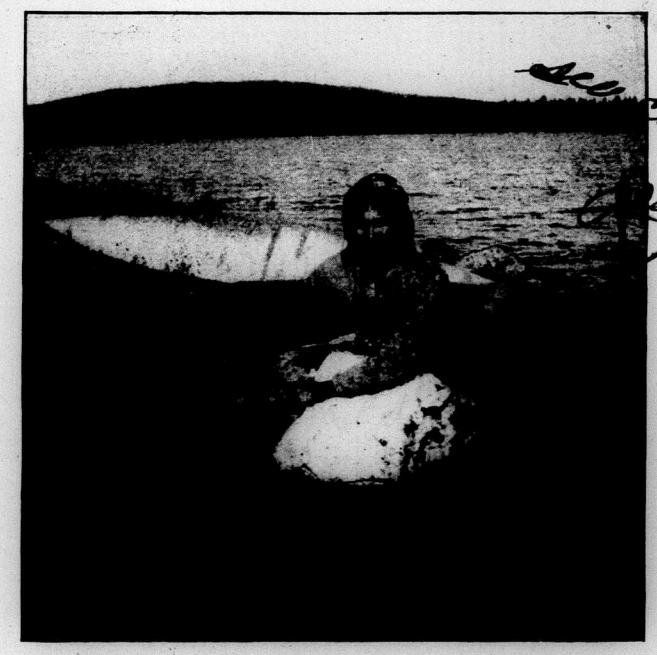
Should you want a hunt more enjoyable than grizzly hunting follow a prairie wolf, the most cruel and cowardly of animals, on horseback with a lot of cowboys.

The lakes and rivers of the Rockies, in the rainbow trout, give you as gamey a fish to tackle as any that swims. There is especially fine salmon trout in the Mother lakes of the Columbia, south of Golden, B.C.

I will say nothing of big-game hunting in the Rockies, so much has been better said than I could say it. I will conclude by saying that Canada, from ocean to ocean, owing, in part, to the fishing and hunting possibilities in her mountains, forests and prairies, her streams and lakes, is to-day the greatest nursery for raising men of the best type that the world can produce.

CIVILITY TO THE TRAVELLER.

THE traveller when he calls on you should always be received with civility, even though you may not be able to give him your order. Civility is due to him, in the first place, to show that you are a gentleman, and also because, looking at it from a selfish point of view, it may be in his power to benefit you in some way or other at some future time. This matter has been well and forcibly put by a writer in Keystone, who says :



CANADIAN HUNTING AND FISHING TERRITORY—MOTHER AND BABE.

"Business is business, and a commercial traveller or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his insignificance as a man and as a merchant. There are men on the road, as elsewhere, who cannot be too severely treated, but they are exceptions. The average travelling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a travelling storehouse for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other travelling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue. What folly it is to excite without provocation the ill will of such a man! If a merchant cannot see the advantage of having the goodwill of the travelling fraternity, let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the travelling man's favorable or unfavorable attitude towards him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the goodwill of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimates or action of other people has its fruit as much as our direct efforts.

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CHRISTIE'S

Canada's Biscuit Pioneers.

The following are a few of our specialties:

Assorted Sandwich,
Fig Bar,
Peach Bar,
Zephyr Cream Sodas,
Oaten,
Elite,
Imperial Wafers,
Water Wafers,
Water Ice Wafers,
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Our biscuits for export are put up in tins hermetically sealed and artistically wrapped. They have been before the public upwards of half a century. They have made an unassailable reputation and are now universally accepted as **The** Standard of excellence.

We lead in quality.
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We lead in variety.

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BISCUITS AND CONFECTIONERY

OUR FOREIGN TRADE IN BISCUITS.

THE value of Canada's exports in biscuits during the last five years has increased nearly two-fold. This is significant. It shows that Canada is exporting fancy biscuits to a much larger extent than formerly.

In 1902 Canada exported biscuits and bread to five more countries than she did in 1897. There has been a very large increase in the export trade to the British West Indies; in 1897 exports valued $1,140, while in 1902 they valued $11,200. The increased exports to the United States have also been very large during the last five years. Last year the value was $6,793, while in 1897 it was only $569.

The export trade with Newfoundland, St. Pierre and Hayti has, however, decreased. The countries importing from Canada now, which did not in 1897, are Great Britain, British Africa, British Guiana, Cuba, Dutch West Indies and Dutch Guiana.

Canada's export trade with British Africa in biscuits in 1900 was started during the Boer War. A Canadian firm tells of the experience of a shipment of biscuits they consigned to a firm in South Africa. The firm in Africa received neither the biscuits nor the invoice at the specified time, and it was supposed that the Boers had captured the consignment on its way up country. However, after many months' delay, the biscuits turned up at their destination, but the invoice never arrived.

Notwithstanding the exposure to all kinds of weather and situations, the biscuits were in excellent condition notwithstanding their time in transit, and that some of them were of a delicate description. The African firm were so pleased with the consignment that they at once cabled a repeat order.

Canada in 1902 imported biscuits from Great Britain, Hong Kong, Newfoundland, China, France, Germany, Japan and the United States, and imported from Holland, besides the above sountries, in 1897. The value of imports since 1897 shows a great decrease. As the population of Canada has greatly increased since that year, and as the consumption per head has also increased, there must be a very large increase in the value of biscuits manufactured in Canada.

In 1897 the imports were valued at $42,378, while in 1902 the value was only $27,717. Our largest imports are from the United States and Great Britain; and the trade with these countries shows a considerable falling off in the last five years.

The following is a general statement of the exports and imports, comparing the years 1897 and 1902:

	1897. Quantity.	1897. Value.	1902. Quantity.	1902. Value.
	Cwt.	$	Cwt.	$
Exports	3,484	16,534	3,394	30,177
	Lb.	$	Lb.	$
Imports	635,339	42,378	396,034	27,717

GROCERS AND CONFECTIONERS.

NEARLY all grocers handle confectionery to a certain extent, and it is proper that they should do so. Some, perhaps, go into the line too far, and thus usurp part of the true confectioner's business; but there are far more that do not go into it far enough. To be up to date, a grocer should not neglect the confectionery department of his business.

Biscuits and cakes are lines which a grocer should certainly handle. Besides the ordinary kinds, such as sodas, etc., a good variety of sweet cakes and fancy biscuits should be kept in stock.

In the lines of candies, etc., it is rather difficult for the grocer to decide just how far to go; the varieties are so many that the picking out of the best lines for the grocery business requires some forethought.

Fruit, of course, should also be handled by grocers to some extent; but grocers should be very careful that they do not go into this line too deeply, for it is very easy to lose money on it, especially if the handler is at all inexperienced.

The reason that a grocer should go a little into confectionery is not only because of the profit to be derived out of the line itself, but because of the advantages it can be put to in a grocery store. In the first place, the appearance of a store can be greatly improved by a display in the confectionery line. A neat looking showcase displaying a few of the most staple lines of confectionery, placed in a prominent position, brightens up a store wonderfully.

Some grocers—perhaps not very many—go into the novelty line. They have a showcase in which are displayed sundry articles, such as pins, needles, lead pencils, pens, etc.

Now, would it not be far more appropriate to the grocery trade to devote that showcase to confectionery? Of course, it would; pins and needles are surely very foreign to the grocery business.

Besides the inappropriateness of it, the appearance is far from being good; a showcase of such goods seems to be out of keeping with the rest of the store. Another advantage of having a confectionery department in a grocery store is that, if the grocer gets a large order from some person, he may have something suitable to put in "for the children." There is no better way of getting at the heart of the parent than through the child. That little bag of candies, or whatever it might be, has great influence with the mother; and being thus influenced she, in all probability, will go back to that store to make a similar purchase.

CONFECTIONERY FACTORY.

The St. Croix Courier says that repairs on Ganong Bros.' confectionery factory are being rapidly pushed ahead, and that, when everything is completed, the factory will be thoroughly equipped and will be the most modern in Canada.

It is expected that the building will be completed by July 1, but it will be some time after that before all the machinery will be installed.

Several changes are being made in the plan of the building. The engine room has been removed to the new extension of the main building; a new cold-storage plant has been installed in the same section. The entrance for the factory employes will be on the west side instead of on the east as formerly.

NEW BISCUIT AND CONFECTIONERY FACTORY.

The Mooney Biscuit and Confectionery Co. are erecting a large five-storey building 175x70 ft. in Stratford, Ont. The establishment will be equipped with the most modern machinery, and the finest quality of both biscuits and confectionery will be turned out. No doubt business men will be interested in this new biscuit manufactory and will give its production a fair trial.

CHOCOLATE AND COCOA IN TURKEY.

THE French Chamber of Commerce at Constantinople recently published a report on the chocolate and cocoa trade in the Ottoman Empire. The report states that although 50 years ago chocolate was practically unknown in Turkey, there now exists a very fair demand for the article, which is not only brought in from abroad, but is likewise manufactured at some works which have been erected at Constantinople. It is estimated that in ten years' time the sale of this article will become double what it is now. The gross weight of the cocoa and chocolate which entered the port of Constantinople during 1901 was 110,556 kilos., and in 1902 the entries had risen to 125,012 kilos.

Formerly, the entire chocolate trade was in French hands, and France still has the largest share of the business in this article. About 60,000 kilos. of French chocolate were sold at Constantinople during 1902. This was the highest total ever reached, and consisted chiefly of the best qualities. There is, no doubt, plenty of room for expansion in this branch. The French brands which have the largest sale are:—Firstly, Menier, probably the first to come to this market. In addition to the limited and somewhat decreasing trade in the best qualities, this firm sells its chocolate tablets of 125 to 250 grammes packed in yellow paper. The grocers retail this chocolate at from 17 to 18 piastres the kilo. It costs them 2.75 frs. the kilo., less 10 per cent. discount, delivered free to Marseilles, and they have to pay when ordering. These severe cash terms have done much to give Menier's rivals an advantage, as they offer a credit of 30 days, which, after all, is not excessive. Menier's ought to appoint a good local agent, if possible, a Frenchman, and if they advertised more largely and catered for the cheaper class of custom, their business here would undoubtedly increase. The chocolate of the Compagnie Coloniale is excellent, but works out too dear, from 3½ to 4½ frs. the kilo. This restricts sales, although it is to be seen at four or five of the best shops. The Compagnie Coloniale are making also a cheaper quality which they call "Planteur," very much liked, and which has a ready sale owing to its moderate price. This particular chocolate is the one which sells most of any other, it is packed in blue paper, each tablet, which weighs 125 grammes, being divided into six, eight or ten bars. It also sells in packets of 3 and 5 kilos. Every packet contains one of the firm's picture cards, a practice which helps to popularize the article. The Compagnie Coloniale is well represented locally. It has lately reduced its price for "Planteur" from 2.40 to 2.20 frs. per kilo., free on railway in Paris. The company allows a credit of 30 days, which, although not much, as far as the firm itself is concerned, means a great deal to its clients. To stimulate sales, certain allowances are made at the end of each year on the total purchases made during the twelvemonth, viz.: 1 per cent. for 1,000 kilos; 2 per cent. for 2,000 to 3,000; and 3 per cent. for anything over 5,000 kilos. This is a system which works excellently for this class of goods. "Planteur" chocolate is retailed by the grocers at 14 to 16 piastres the kilo. The small eating chocolates of this company have a very poor sale, as they work out rather dearer than the other brands.

The firm of Felix Potin & Co. has rapidly gained a good position in this market with its chocolate. The article is invoiced at 2 frs. the kilo., and is sold in 3 to 5 kilo. packets of tablets weighing 125 to 250 grammes. The labels are white, and goods are delivered c.i.f. Constantinople. Every tablet of this brand has one of the firm's cards, on which are three or four used foreign pastage stamps. This ingenious form of advertising has created a big demand for the chocolate among the school children, who are the chief consumers. As retailers sell this quality at 14 piastres the kilo., they make a good profit on it, and push the brand. Messrs. Potin import also small bars of 20 to 30 grammes, packed in cardboard boxes for children, and bars of 40, 50, and 60 grammes, sold in packets of 40, 50, and 60 bars at 1½ to 2 frs. a packet.

There has been a new brand on the market during the last few years, that of Guerin-Boutron of Paris, which has met with a good sale owing to its superior quality, its low price, and the fact that it is represented by Mr. E. Lannessans. Smaller quantities are also sold of the chocolat Lombard, the chocolat Louit freres, and the "Docks Parisiens" brands.

After the French, Italian chocolates have the largest sale, and the annual total is estimated at 25,000 kilos. Italy owes her trade in this market to low prices, viz. 1½ frs. per kilo. c.i.f. Constantinople, and to the fact that the Turkish population is not yet educated to distinguish good from inferior chocolate, and consequently purchase the kind which the dealers push most owing to the larger profit derived from its sale. The Italian manufacturers supply chocolate in a profusion of shapes and fanciful designs representing watches, coins, animals, etc., but they are inferior in every respect to similar goods of Swiss origin. There are two Italian marks sold here, viz. Moriondo and Gariglio, and M. Talmone.

Dutch makers have succeeded in imitating the French in all but the quality, the appearance of the packing, wrappers, etc., being similar, and the result has been a very fair trade for Holland. Imports of the article from that country during 1902 are roughly estimated at about 15,000 kilos. Bensdorp's chocolate in tablets or bars sells at 1.45 to 1.85 frs. the kilo. c.i.f. Constantinople, 5 per cent. discount being allowed for cash payment. This firm's round sticks in decorated tins are also selling well, as are their chocolate creams, which are invoiced at 2.70 frs. the kilo., less 5 per cent. Messrs. Van Houten sell a little chocolate also here, although their specialty is cocoa.

English chocolate is represented by Lipton and Cadbury. The latter firm owes its footing to its numerous specialties, which can be retailed at a penny and a halfpenny each. The total annual importation of British chocolate is about 12,000 kilos.

The Swiss do a small fancy trade in better-class goods. In all about 5,000 kilos. per annum. The brand most sold is that of Suchard, and then come those of Maestrani and J. J. Favarger.

A few years ago Mr. F. Mullatier, a Frenchman and member of this Chamber of Commerce, commenced to manufacture chocolate at Constantinople, and his chocolate creams, almonds, etc., have met with a good sale.

As regards the cocoa trade, the total importation does not exceed 3,000 to 4,000 kilos. a year, and the article not having been long on the market, the trade is in its infancy. Mr. Mullatier purchases a certain quantity abroad, and the Dutch makers, Van Houten, Bensdorp & Co., and Driessen, all do a small trade Suchard's Swiss cocoas are also represented. The British, as usual, sell their cocoas by their complicated weights, and have an exceedingly limited sale. The sale of German and French cocoas is also practically nil.—British Trade Journal.

OUR FOREIGN TRADE IN CONFECTIONERY.

Canada, as yet, exports nothing to speak of in the confectionery line. The home industry is, however, developing, new confectionery manufacturing companies are starting up and the ones already established are increasing their production. So in time we may expect to see an export trade developed.

Since 1898 our imports of confectionery have increased in value by $113,854, although for the last three years there has been very little increase in the trade. It is evident from this that our home manufactures are increasing, because the consumption of confectionery in Canada is certainly far greater than it was three or four years ago. The increased population is one of the factors causing the greater consumption, but that is not the only one; the consumption per head has also increased, especially in the line of fancy confectionery.

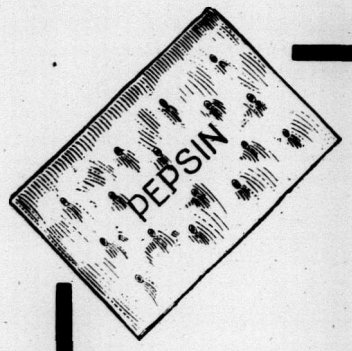
Canada imports from more than a dozen countries, but the value of the imports from the United States amounts to more than half the total.

CONFECTIONERY NOTES.

Charles Ledword, baker, Ottawa, has been burned out.

O. A. Cook, baker and confectioner, Manitou, has sold out to W. M. F. Evans.

J. W. Atkey, baker and confectioner, Minnedosa, N.W.T., has sold out to Gammon & Clark.



The Pepsin Biscuit

The latest and most successful biscuit yet introduced. Combines healthy, nourishing qualities, with crisp, appetizing biscuit food.

It is the successful result of long experiments in the Laboratory and the Bake-shop.

GOOD FOOD EVERYWAY.
WRITE FOR PARTICULARS.

PACKAGES ONLY, 1-lb., 2-lb., 3-lb.

IMPERIAL BISCUIT CO., Limited, GUELPH

Salted Butter Crackers

with a piece of Canadian Cheese make a tasty top-off to any meal. **We make the Salted Butter Crackers.**

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

NEW YORK.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGE TS.

403 St. Paul St., MONTREAL.

NORTHRUP & CO.

offer a genuine fish delicacy in

BROWN'S CANNED CLAMS

Canned while perfectly fresh, retaining all their rich, delicate flavor. They are very nutritious and easily digested.

BROWN'S SARDINES

in ¼'s — Oil and Mustard — are acknowledged the best. Once tried, always used.

We also can supply you with

CHOICE DRY CODFISH, SMOKED HERRINGS, Etc.

Let us have your order, please.

Northrup & Co., St. John, N. B., CANADA.

Imperial Brand Maple Syrup

is a paying article to handle.

Its quality never varies, always of the highest.

ROSE & LAFLAMME, Agents, MONTREAL.

BATGER'S
Lime Juice Cordial

"In the good old Summer Time"

there are lots of lime juice cordials sold. The wise dealer sells the kind that gives satisfaction, like

"BATGER'S."

It fills the bill.

ROSE & LAFLAMME,
Agents,
MONTREAL.

CANADA'S FOREIGN FRUIT TRADE

OUR export trade in green fruits ten years ago was larger than our import, but to-day, although the export trade has expanded a little, the import trade is over one and a half times the export. The increase in population of course accounts for this expansion.

In the year 1892 Canada imported from other countries green fruit to the value of $1,522,220, and exported to the value of $1,538,271; this shows the value of the exports to be $16,051 over the imports. Last year the value of the imports was $2,594,494, while the exports were $1,680,818; this shows the value of the imports to be $943,676 more than the exports.

The growth in the importation trade has been very good during the last ten years. By comparing the reports for 1892 with those of 1902 it may be seen that there has been an increase of $1,072,274. The export trade, of course, does not make such a good showing, there being an increase of only $112,547 in those years.

The apple is the only fruit sent out of Canada to any great extent, but the exportation trade in that fruit is considerable. In 1892 there were 690,951 barrels of apples, valued at $1,444,883, sent out and distributed to the following countries: Great Britain, United States, British Guiana, West Indies, Newfoundland, Belgium, Germany, China, Japan, and St. Pierre. Last year there were 516,215 barrels, valued at $1,566,808 exported, a few being sent to Porto Rico as well as to the countries mentioned before. Although there is a decrease in amount there is an increase in value. There are also berries of various kinds exported to Great Britain, United States, Newfoundland, the West Indies and St. Pierre. The exports in 1892 were $93,398 and in 1902, $84,010, showing a falling off.

The most of imported fruit comes from the United States, the West Indies, Spain and Italy. There were a few barrels of apples imported from the States. In 1892 there were 34,706 barrels, valued at $80,936, and last year, 23,365 barrefs imported, valued at $90,307.

The importation of the different kinds of berries has increased considerably in ten years. In 1892 there were 319,412 lb., with a value of $33,463 imported; whereas in 1902 the number of pounds was 1,064,946, and the value $94,224. There is very little variation in the amount of cherries brought into Canada. Ten years ago the value of the imports was $11,997 and last year, $11,334. Both cherries and berries are obtained from the United States, and a few berries from France.

Cranberries are imported from the United States and Newfoundland. There is a considerable increaase in the importations in the ten years. Last year the returns were 26,995 bushels imported, valued at $52,679, and for 1892, 19,476 bushels, with a value of $41,735.

Canada imports a few currants from the States, but not as many as formerly. The value in 1892 was $680 and in 1902, $58.

Canada's importations of grapes is large, but it has not increased any since 1892. Grapes come from the United States, Spain and Great Britain. The imports in 1892 were 1,143,713 lb., valued at $67,975, while those of last year were 1,034,132 lb., valued at $70,485.

The import trade in oranges, lemons and limes has increased considerably. For the year 1892 the value of the imports was $745,018, and for last year, $1,248,302; these figures show an increase of $503,294. These fruits are imported from the United States, Spain, Italy, Japan, the West Indies and Great Britain.

In 1892 the importation of peaches was 2,149,976 lb., valued at $80,768, and in 1892, 3,559,824 lb., valued at $91,870. This shows quite an increase. The United States supplies this fruit.

Plums also come from the States, and the imports last year doubled those of 1892. The amount imported in 1892 was 10,271 bushels, with a value of $24,184, and last year 33,812 bushels, valued at $40,368.

The quince importation was very much smaller last year than in 1892. In 1892 there were 907 bushels, worth $1,287, and in 1902 only 271 bushels, valued at $357. Quinces come from the United States.

All other fruits on which there is duty, "Not elsewhere specified," come from Great Britain, the West Indies, China, Spain and the United States. In 1892 their value was $75,223 and in 1902, $60,903.

The fruits which come into Canada free of duty are bananas, olives, pineapples, guavas, mangoes, plantains, pomegranates, shaddocks and wild blueberries, strawberries and raspberries.

Bananas come from the United States, West Indies and Sandwich Islands, but, of course, by far the greater number come from the United States and West Indies. Last year 765,767 bunches, valued at $738,168 were imported, and in 1892, $288,865 bunches, valued at $298,080. This shows a considerable increase in the banana trade in the ten years.

The pineapple import trade also shows quite an advance. In 1892 there were 515,689 pineapples, valued at $54,282 brought into Canada, while last year 1,095,949, valued at $87,929 were imported. Pineapples come from the West Indies and the United States.

The Canadian market is supplied with guavas, mangoes, plantains, pomegranates and shaddocks from the United States and West Indies. A far greater quantity of these fruits were imported in 1902 than in 1892. Last year the value was $6,698, whereas in 1892 it was only $509.

The value of the imports of wild berries from the United States has increased in the ten years from $137 to $812.

Will the next ten years show as great an increase in our fruit imports as the ten years just past? It remains to be seen. However, from all appearances, there will be a still greater increase in the coming ten years. The Northwest is rapidly being settled—indeed, this year has been an unprecedented one in that line—and, therefore, there will be a very much increased demand from that part of Canada in the ten years to come.

COAST APRICOT OUTLOOK.

Private mail advices from the Coast in connection with the situation in dried fruits say of apricots: "We have been at considerable pains in gathering data and we think we are safe in saying now that the output of dried apricots in California this season will not exceed 500 carloads of 15 tons each. It may even be less than this. Last year the output was fully 1,100 carloads. Spot stocks of apricots are practically gone, and we doubt if there are more than 30 to 40 carloads remaining. Of these 20 to 25 carloads are in the South and are inferior goods, and about 15 cars are northern goods. These are in the hands of shippers and very firmly held in anticipation of an advance.

WHITE & CO., TORONTO, CANADA.

WHOLESALE IMPORTERS AND JOBBERS IN

Foreign Fruits and Produce of all kinds.

TORONTO AND DISTRICT AGENTS FOR

California Fruit Distributors, (California Peaches, Pears, Plums, Grapes, etc.)

SPECIALTIES MADE IN

Bananas, Pineapples, Oranges, Lemons, Cocoanuts, Onions, Nuts, Figs, etc.

GOODS SOLD BY AUCTION OR PRIVATE SALE. WAREHOUSE 64 FRONT STREET EAST

AUCTION ROOMS, COR. SCOTT AND ESPLANADE STREETS. Cold Storage on Premises. Capacity, 25,000 cubic feet.
Cable Address: "WHITE." Correspondence invited.

McWilliam & Everist

IMPORTERS——FRUIT——EXPORTERS

COMMISSION MERCHANTS

Oranges, handle your shipments satisfactorily. **Lemons,** **Almeria Grapes.** Our extensive trade enables us to

Correspondence Invited.

Place our name on your list. It will pay you.

Canadian APPLES. Cable or write us for our prices.

We shall be pleased to give your orders prompt and careful attention.

TORONTO, Cable address: "McWILLIAM" **CANADA.**

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is his stronghold.

Tip-Top Soap Chips will make both trade and reputation.

Telephone Main 1618.

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NEW PROCESS

TIP-TOP (REGISTERED) SOAP CHIPS

FOR HOUSEHOLD AND LAUNDRY USE.

MANUFACTURED BY

The Industrial Soap and Oil Co.,
LIMITED,
TORONTO, CANADA.

Actual Size Package, retails 5c.

This preparation is the most useful cleanser ever put on the market. Suitable for clothes, kitchen utensils or anything where soap is used.

Ask your wholesaler about it.

The Toronto Green Fruit Market

THERE is a very extensive trade done on the Toronto fruit market. Not only do the wholesale houses transact a large trade with the city retailers, but they also carry on an extensive distributing trade to jobbers all over the province. The following is a statement showing the quantity and value of green fruits from foreign countries which entered the port of Toronto during the fiscal year ending June 30, 1902 :

Goods.	Quantity.	Value.
Apples, green	105 bbls.	$ 282
Blackerries, etc	311,975 lbs.	28,898
Cherries	1.940 lbs.	298
Cranberries	4,781 bush.	8,981
Grapes	160,407 lbs.	12,649
Oranges, 25c. per box	68,253 boxes	128,754
" 13c. "	1,511 ½ boxes	2,381
" 10c. cub. ft	30,511 cub. ft.	19,233
" 55c. bbl	2,875 bbls.	9,467
Peaches	375,939 lbs.	12,196
Plums	1,503 bush.	1,582
All other, n.e.s	....	2,976

This report shows a total value of $227,677 of foreign green fruits brought into Toronto during that year.

The question naturally comes up as to where all this fruit comes from. There is the domestic fruit, such as apples, plums, peaches, etc., which is mostly brought from the Niagara Peninsula, the great fruit-growing district of Canada. Tropical fruits are imported principally from the United States, the West Indies, and Spain.

Roughly speaking, the season for domestic fruit is from the month of June until October, while foreign fruits are coming in to a more or less extent the year round.

ORANGES.

Oranges are one of the most important fruits on the market in their season. They generally make their first appearance about the end of October, and are to be had until July. Oranges for the Toronto market come from Jamaica, California, Florida, Colorado, Mexico, Puerto Rico, Spain, Sicily and Japan. The Jamaica oranges are the first on the market, coming in during the later part of October or the first of November. These only last until some time in February. Valencias (from Valencia, Spain), and Mexicans are next, making their appearance in November. The Valencias, however, last much longer than the Mexicans. After April Mexican oranges are very seldom seen, while the ones from Spain last until July. In December the Californian navels come in. This orange is recognized as being the best, and is therefore a favorite on the Toronto market. This delicious orange is to be had until the month of June, and we cannot help wishing that it might remain longer. Florida oranges also make their appearance in December, but they are only to be had during three months. The Seville oranges (another Spanish variety) and the Tangerines, both come upon the scene in January, but the Seville makes its exit in April, one month before the Tangerine.

LEMONS.

The lemon also holds a prominent position on the fruit market, especially as it is on hand all the year round. Lemons are imported from California, Spain and Sicily ; the first two-named places, however, supply the greater number, the lemon from Sicily being very seldom seen on the Toronto market.

BANANAS.

Bananas are to be had during all seasons, and are for that reason very universally used. They are the favorite fruit during the time that oranges are off the market, but bananas have to take second place when oranges make their introductory bow to the public. Nearly all the bananas are imported from the West Indies, principally from Jamaica and Cuba, but there are a few which come from some of the northern countries in South America. It might be interesting to know that the banana tree is a species of the genus Musa, and being tropical it grows very quickly ; indeed, it grows with exceptional speed. It often reaches a height of from 15 to 20 ft., and has a soft, thick stem, marked with dark stripes and spots. The purple leaves are very large, very often being 6 ft. long and 1 ft. broad, with a thickness to correspond. After bearing its bunch of fruit the tree is cut off about 1 ft. from the ground, and begins its work of growing and bearing fruit all over again.

PINEAPPLES.

There are only two months, August and September, in the year, during which the Toronto market is altogether without pineapples, but they are also very scarce in July. The pineapple is not so universally liked as the orange or banana. Some people think that the flavor of no fruit can be compared with that of a good pineapple, while others can see nothing whatever in the fruit. Pineapples are obtained from Florida and the West Indies, especially from Cuba.

GRAPES.

Grapes, during the first of their season, are all the go, and it is fitting they should be. What is more pleasant on a hot summer's day than a bunch of juicy grapes ? Besides, they have no very prominent rival in the field except peaches. Grapes are on the market from August until the following April, and often there are some in May and June. There is not, however, a very great demand for them after September, except during the Christmas season. The first grapes of the season come from California, and the next from Spain. However, when the Ontario grapes come from the Niagara district, they take the lead in the market, for a time at least.

GRAPE FRUIT.

The market is supplied with grape fruit from Jamaica, Florida and California. Its season is included in the months from November to May. This fruit does not occupy a very prominent position on the Toronto market.

WATER MELONS.

The water melon is a very great favorite during its short season. Its cool, refreshing juice is very palatable on a hot summer day. It comes at the very time when it is most welcome, namely, in the months of June, July, August, there being also a few in September. The early market is supplied from the Southern States, principally from Georgia and Florida. The first of the season come from Florida. The Canadian water melon, grown in the Niagara district and in most of the counties, chiefly Essex, along Lake Erie, appear on the market during the latter part of August and in September.

MUSK MELONS.

The musk melon has the same season as the water melon, namely, June, July, August and September. Although it is not so great a favorite as the water melon, it is still very welcome and holds a good position on the market. The musk melon is obtained from nearly all the Southern and Southeastern States, and also from the same Canadian districts as the water melon. However, the greater number, during the first of the season, come from Georgia and Florida, the Canadian not coming in until August.

PEACHES.

Peaches have always been a great favorite with most people, especially for preserving purposes. The first peaches to make their appearance on the Toronto market are those from Georgia, Texas, and other Southern States. Michigan also sends peaches a little later. The season for foreign peaches is during June and July, while Canadian peaches come in during August and September, so that the two markets do not interfere with one another. However, by far the larger number of peaches, used in Toronto, come from the Niagara district.

APPLES.

Apples are what may be called Canada's national fruit. There is no coun-

try in the world where such a large quantity and also such a good quality of apples is produced as in Canada. And if, for no other reason than this, the apple would be the Canadian:s favorite fruit; but there are other reasons. The apple is a fruit which one never grows tired of. It is "as old as Adam, yet young as the morning dew." In that it differs from most tropical fruits. May and June are the two weakest months in the year for the apple market. The early Toronto market is supplied from several points in the United States, chiefly Texas and Tennessee, but the later market is almost entirely supplied from the surrounding district, with a few shipments from points in Ontario further away. The first Canadian apples to appear on the market are the Early Harvests, the Astrachans, the Duchess and the Alexanders. Then come the fall varieties, such as the Spy, the Snow and the Russet.

PEARS.

Pears first come on the market in July and last until January. The pear season is introduced by those from California; the early market is also supplied from the State of New York. Canadian pears do not come in until September. Shipments of Canadian pears come from different parts of Ontario, the greater number coming from the Niagara Peninsula.

PLUMS.

The market is supplied with plums from California and Niagara almost entirely. The Californian stock is on the market during June and July, while the Canadian plums do not make their appearance until August. They last until the end of September, and often there are a few in October. A few shipments of plums are also received from Tennessee.

Cherries and apricots are obtained from California and Ontario. Their season is included in the months between June and August, but occasionally some come in as early as May. The Californian stock are, of course, the first on the market.

BERRIES.

Christmas sees the first strawberries on the market; they come from Florida. Strawberries, for the first part of the season, are also obtained from Tennessee, Texas, Mississippi, Carolina, and from the districts around Baltimore. Canadian strawberries appear on the market the latter part of June.

The raspberry and blackberry season is July and August, although a few may come in during the last week of June. They are obtained from different points throughout Ontario, but chiefly from the Niagara district. The Lawton berry comes in a little later than the rasps and blackberries.

The market is supplied with gooseberries from all over Eastern Ontario during July and August. The blue or huckleberry comes from Manitoulin and the North Shore district, and also from some of the rough parts of Quebec. The season is the same as for the gooseberry.

The Niagara Peninsula supplies nearly all the black, red and white currants. Their season is the same as that of blackberries.

FRUIT INDUSTRY CO-OPERATION.

By W. A. McKinnon, Chief of the Fruit Division, Department of Agriculture, Ottawa.

TO be really effective, co-operation should begin with the planting of the orchard, or rather with the selection of varieties. The group of growers who are united for the purpose of making a profit out of the product of their orchards should agree in advance to plant only a few of the very best commercial varieties which succeed well in the soil and climate which is at their disposal.

W. A. M'KINNON.

ORCHARD CULTIVATION.

The cultivation of the orchard should be uniform and thorough, the object being to apply such methods as will yield the best results. It will not do if some of the growers are careless or haphazard, while others are giving their orchards every possible chance to do good work for them.

Pruning, also, is a matter of the first importance, and should be thoroughly attended to from the start—all the orchards being pruned on the same scientific principles.

Spraying must be carefully done, and by experienced hands, or it will only lead to discouragement. A group of growers could well afford to possess a power-spraying outfit amongst them, and to make it the business of a couple of men each year to spray all their orchards in succession.

The object of co-operative orchard management should be to secure from all the members a high average quality of fruit, and to minimize the percentage of "culls," which will be a drag upon the commercial operations to follow. We have assumed that the members are just beginning to plant, but co-operation can attain at least part of its good results in the case of old orchards. These may be top-grafted to profitable varieties, may be gradually pruned into shape, and kept clear of insects and fungus diseases, while they may be brought under cultivation if the circumstances warrant such a step. In many old orchards the first thing to be done is to remove one tree out of every six or eight, in order to admit sufficient light and air to those that remain.

GRADING, PACKING AND MARKING.

Grading is the most essential step towards successful marketing of fruit. It is particularly true of the British markets, that they are continually asking for large quantities of fruit of one quality and of one variety. The most serious complaint they have to make against shipments from Canada is that they are "irregular." It should, therefore, be the object of a co-operative association to place considerable quantities of uniform grade and variety upon the market. This they are in a position to do, if all the members will send their fruit to a common packing house, where it can be impartially graded by experienced hands. The brand which the association has adopted will soon become well known as being thoroughly reliable, and there will almost certainly be a demand far greater than the members are able to supply.

The packing of the fruit when graded should be carefully looked after, especially when shipments are sent to distant points. All packages should be tight when commencing their journey, and high-class fruit will carry best in boxes, the tender varieties being wrapped individually in paper.

Marking, if properly done, will be the only introduction which a buyer will require. It should be so thoroughly reliable, both as to variety and grade, that inspection will never be required—unless it is to ascertain how the fruit has stood a long journey. The marking should also include a clear and attractive advertisement for the co-operative association who are shipping the fruit. Pencils and chalk should not be used for the essential marks on any package of fruit; either a well-cut stencil or a large rubber stamp should be employed.

MARKETING.

Marketing is a word which covers two operations, namely, those of buying and of selling. Dealing with the latter first, it will be apparent that if the fruit of a number of growers is judiciously distributed in markets where the demand is greatest, and if accounts are kept by one manager for all, there is likely to be a great advantage gained and a great economy effected.

A similar economy will result if all material such as poisons, packages, implements, and so on, are purchased wholesale by the manager, and distributed to the members as they may be required.

Finally, a co-operative association can, through its manager, obtain much more attention and consideration from transportation companies, commission men and others with whom they may have to deal, than would be accorded to the members if acting individually. "In Union is Strength."

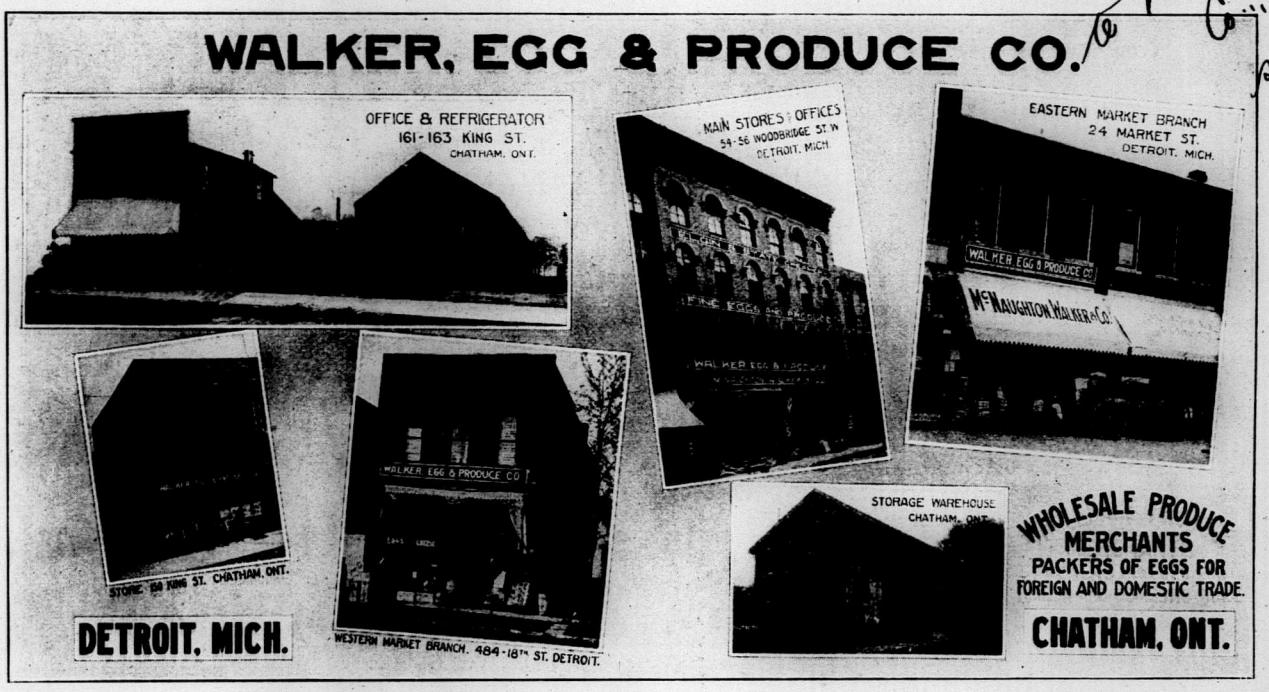
WALKER EGG & PRODUCE CO.

PACKERS OF

FINE FRESH and GLYCERINE EGGS

FOR EXPORT TRADE.

Creamery and Dairy Butter,
Turkeys, Poultry, Apples, Etc.



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Agencies in all the principal cities of the United Kingdom.

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Temper and Profits.

"A penny wise is a pound foolish"—sometimes. Better lose a penny or two of your profits than to lose a customer. When you're trying to stimulate a woman's interest it doesn't pay to irritate her temper. Let her find the articles you sell exactly as you represent them.

Windsor Salt

shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal pure and simple. *It is all salt!* Leading wholesalers sell it.

THE CANADIAN SALT CO., Limited,
Windsor, Ont.

LIPTON'S TEAS

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

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

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PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
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Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

IMMIGRATION, PAST AND PRESENT

"I've made up my mind to sail away,
Sail away!
Sail away!
I don't need to waste another day,
I'll find luck somewhere,
In our colonies I mean to try;
Yes, I'll try; do or die."

WHAT tremendous strides in development the Canadian Northwest has been making! An unprecedented tide of immigration has poured itself into that wonderful country, boundless in possibilities. "Settlers" and "immigrants" must be two very familiar words in the ears of the people of Winnipeg, the main gate through which this immense crowd of people has been pouring on its way to the land of promise beyond. Representatives from Galicia, Austria, Hungary, Sweden, Servia and Italy, have come to make their homes in the West, as well as from Great Britain, United States, and Eastern Canada. It was an interesting and imposing sight to see those crowds of various races, nationalities and tongues pouring out of the immigration trains at Winnipeg Station.

At Winnipeg each batch of settlers, as it arrived, was broken up and spread itself in various directions over the country, each person eager to try his fortune in that—to him—new and strange prairie-land.

It is a wonderful change that has come over Canada since the time when the United Empire Loyalists came here in such large numbers to settle, in order to be under British rule. There are always hardships to be borne by settlers in new countries, and the settlers of the Northwest at the present time have had their share; but what are they compared with those our forefathers underwent in making homes in Upper and Lower Canada? They are nothing! Compare the old, uncertain, slow-sailing, badly ventilated and "white slave trade" boats of that time, to our modern steamboats with all their modern conveniences. Compare the trail of blazed trees, through a never-ending forest, along which the settler made his way with cumbersome wagons, in which were carried all his belongings, to our present line of railway, over which the settlers are whirled in a few hours to their destination. The settlers of the present day do in hours what took weeks for our ancestors to do.

When the immigrant of many years ago had found a suitable place to locate, what had he to do? Much might be said of the earlier life of these settlers. Firstly, of the building of the log-cabins and of the slow clearing-away of the forest around them; of the sowing of grain and the gradually increasing crops; of long trips, sometimes 40 and 50 miles, through the unknown woods with a sack of grain on their back to the Government mills; of home grinding upon the "hominy block" and in the "plumping mill," to save these long trips; of the cultivation of flax and the rearing of sheep to provide home-made clothing; of how every man was his own tanner and bootmaker, and, worst of all, of the daily expectation—which was only too often realized—of being swooped down upon by the Indians, who would scalp the inmates of the log cabin or cabins, and devastate in a few hours, with fiendish pleasure, the fruits of years of toil from daylight till darkness.

That, however, is the dark side of the settler's life. There is also a bright side to be told about, and the happy events, for the very reason that they were so few and far between, were more thoroughly enjoyed than if they had been an every-day occurrence. The "bees," for house and barn raisings, and the "sugaring-off" at the close of the maple sap season are examples of the few early shining spots in the monotonous existence of the early settler.

A few quotations from "Reminiscences of a Canadian Pioneer" will serve to illustrate in part the life of the early settler: "Imagine yourself, gentle reader, who have perhaps passed most of your days between the wearisome confinement of an office or counting-house, and a rare holiday visit of a few days or weeks at your cousin's or grandmother's pleasant farm in the country—imagine yourself, I say, transplanted to a 'home' like ours. No road approaches within ten miles; no footpath nearer than half that distance; the surveyor's blaze is the sole distinctive mark between the adjoining lots and your own; there are trees innumerable—splendid trees—beech, maple, elm, ash, cherry—above and around you, which, while you are wondering what on earth to do with them, as you see no chance of conveying them to market for sale, you are horrified to hear must be consumed by fire—yea, burned ruthlessly to ashes, and scattered over the surface of the earth as 'good manure'; unless, indeed—a desperately forlorn hope—you may 'some day' have an opportunity of selling them in the shape of potash, 'when there is a road out' to some navigable lake or river."

Speaking of the felling of a large tree, after having done all the heavy chopping, the author says: "Now for the reward of your perspiring exertions—a few, well-aimed blows on the reverse side of the tree, rather higher up than in front, and the vast mass 'totters to its fall'—another for the coup-de-grace — crack! crack! cra-a-ack! aha!—away with you behind yon beech—the noble tree bows gently its leafy honors with graceful sweep towards the earth—for a moment, slowly and leisurely, presently with giddy velocity, until it strikes the ground, amidst a whirlwind of leaves, with a loud thud, and a concussion both of air and earth, that may be felt at a considerable distance. You feel yourself a second David, who has overthrown a mightier Goliath."

The authors comment on a backwoods tavern well suggests what travellers had and were glad to put up with in the way of accommodation: "This tavern was a curiosity in its way, built of the roughest logs, with no artificial floor, but the soil being swaley or wet—a mud-hole yawned just inside the door, where bullfrogs not infrequently saluted the wayfarer with their deepest diapason notes."

The settler of to-day has no long, tedious journey to perform; he has seldom forest to clear away or stumps to uproot or burn out. In the Great West the land is all ready for him to sow his grain. Instead of reaping his crop with a scythe and threshing it with a flail, he has his labor reduced to almost a minimum by automatic machinery. He can produce thousands of bushels of grain where the first settler produced bushels. The modern settler receives his mail regularly, whereas his brother of many years ago thought himself fortunate if he heard of his friends across the ocean once a year. Best of all, he has no fear of being raided by any prowling tribe of Indian warriors; he has no fear that some night he may wake up to find his building on fire, and a fierce ring of red men around his premises, eagerly waiting for him and his family to come out in order to slaughter and scalp them.

There is no hardier, more enterprising, no people more loyal to their country than the Canadian race; and this race has descended from those early settlers, who had so many difficulties to contend with. What are these new settlers of our fair Dominion, with all their advantages, going to do for the country? Let us hope that they will remain true, loyal sons of Canada, and carry on the development of this land, rich in resources, in a manner worthy of its founders.

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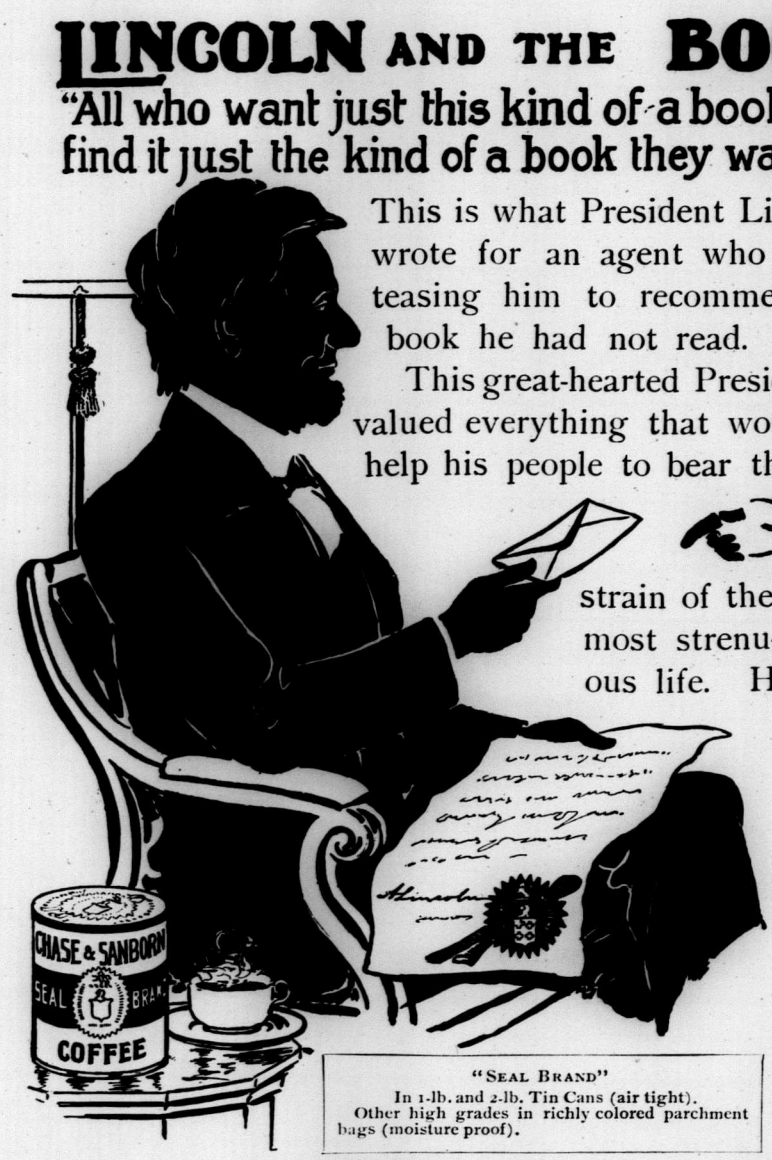

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NEED OF INSOLVENCY LEGISLATION.

ALTHOUGH it is a foregone conclusion that the insolvency bill before the House of Commons will not be adopted, Mr. Monk has served a good purpose in introducing it. It keeps the question before the country.

As a private measure there is not the slightest likelihood of an insolvency law for the Dominion being placed upon the Statute Book. The opportunities for the initiating of important legislation by private members is gradually becoming more and more curtailed in the Canadian as well as in the British House of Commons. A measure like an insolvency bill for the Dominion, if it is ever to be placed upon the Statute Book must be initiated by the Government. There is no question about it.

The bill that is now before the House, or, what is perhaps more properly speaking, nominally before the House, is on the whole a good one. It is not harsh on the debtor and it protects the creditor. The rights of both appear to be amply protected and provision is made for the discharge of the honest but unfortunate debtor, while the clause governing the iniquitous preference evil safeguards the interests of creditors at home and abroad.

On account of the absence of an insolvency law covering the Dominion our credit as a business community has been affected abroad, and at home merchants and manufacturers in one province often hesitate to do business with those in another on account of the diversity of existing laws and the advantage which local creditors have over those in distant parts of the Dominion.

It is about 23 years since the insolvency law of 1875 was repealed. The late law was deficient, costly and consequently unpopular, but the commercial interests of the country have long since come to the conclusion that it would have been better to have amended the Act than to have repealed it altogether. And for several years all the leading Boards of Trade from one end of the country to the other have by resolution ot deputations tried to persuade the Goveanment to re-enact another measure. Among the exporters in Great Britain there has been a similar agitation, particularly during the last six years; but, of course, it has not been so pronounced as that which has been carried on in this country. It has, however, been both strong and influential, as the deputation which waited upon Hon. W. S. Fielding a few years ago in London demonstrated.

To-day the apathy of the Dominion Government in regard to insolvency legislation is an enigma to the commercial classes in Great Britain who are interested in Canadian trade. Some have even gone so far as to question our honesty.

On several occasions bills have been introduced in the Canadian House of Commons or in the Senate and on two instances at least by members of the Government, but they were never pushed to a final stage and to-day there does not appear to be anyone in the present administration who is prepared to take up the burden.

Although Mr. Monk's bill has not up to the time of writing been actually defeated, it is at any rate practically dead, as far at least as this session is concerned.

If we are ever to have a Dominion insolvency law a bill creating the same must be introduced by the Government. It is to the task of persuading the Government to do this that the various commercial bodies throughout the country should set themselves.

The experience of the past is not encouraging; but Canada is not the only country in which legislation of this kind has been slow in developing. It took about sixty years to bring the British Act to its present condition, and the Acts dealing with it were nearly as numerous. In the United States it also took years of agitation before the present law was enacted, and experience is teaching them that it needs improving in certain particulars.

KING EDWARD AND BUSINESS MEN.

KING EDWARD has given offence in certain quarters because he associates with business men. It is evident that the day has not yet disappeared when it was considered improper for kings and queens, or even members of the titled aristocracy to mix with those engaged "in trade." It can scarcely, however, be far from its close.

Those who look down on trade are usually not people noted for their intelligence or for their strength of character, and where the King leads many of them are likely to follow, even if it is to the length of associating with business men. And then it must not be forgotten that many of the most brilliant minds among the aristocracy of Great Britain are engaged, either from inclination or necessity, in commercial pursuits.

In aristocratic England as well as in democratic countries like Canada and the United States, the influence of business men is increasing on all sides of life. King Edward evidently recognizes this and the closer his intercourse is with those actively engaged in the mercantile world, the more business like will he be in the affairs of State. It is a good sign when the King of Great Britain or the executive head of any other country has a penchant for the society of business men. He gets his ideas broadened; and the broader they become the better it must necessarily be for the people over whom he rules.

CANADA AND GREAT BRITAIN'S FOOD SUPPLY.

THE question of the supply of food for the United Kingdom in case of war is now attracting considerable attention. The fact that the mother country only produces about one fifth of the consumption of breadstuffs and has to bring about fourth-fifths across the sea, naturally creates anxiety as to how the necessary supplies are to be secured — where they are to be obtained in the first place and how they are to be safely conveyed to Great Britain in the second place.

We desire to draw attention to the fact that the finest wheat in the world grows in Canada, that the largest wheat producing acreage in the world is that of the Canadian Northwest. Therefore it seems clear that if the supply for the mother country is to be grown under the flag, the natural place to grow it is in Canada.

Then comes the question as to conveying the food across the ocean to British ports. On this point also the arguments are overwhelmingly in favour of Canada.

The route at present from Canada in time of war would be from the mouth of the St. Lawrence to the north coast of Ireland—in Summer from the Straits of Belle Isle. In a very few years there will be another Summer route from the wheat fields by rail to the Hudson's Bay and thence by the Hudson's Straits and North Atlantic to the north of Ireland.

This is the safest sea route from Great Britain in any direction; the shortest, the safest in time of war and the most easily guarded.

Steam has revolutionized naval warfare. War vessels without coal are more helpless than the old sailing vessels would have been without powder, for they often used to board and depend on cold steel in olden times; but a warship without coal is useless. This necessitates naval bases, and coaling stations. The striking distance of a warship is limited by the distance she can go on less than half the coal she can carry when fully coaled, the remainder being required for her return to her coaling base.

A glance at the map will show that to the north of the route from Canada to Great Britain there are no naval bases or coaling stations from which cruisers could make raids upon our vessels. Then on the south all the advantages are on our side.

The foreign naval stations on the east are: Kiel, Cherbourg, Brest, etc., from which vessels would have to pass the British stations of Portsmouth, Plymouth and Berehaven, to reach the route of our vessels, or to return to their own coaling stations.

On the west the nearest foreign stations are New York, Boston or Portland, and vessels from these ports would have to pass our stations of Halifax and St. John's, Newfoundland, before approaching the line from Belle Isle or Hudson's Straits. This makes this route practically an inland British route.

On the other hand, take the sea routes in every other direction and notice how changed all the conditions are. Now all are open to raids from foreign ports.

THE PROPOSED BUSINESS TAX.

IT is becoming more and more evident that the final decision in regard to the municipal tax bill now before the Ontario Legislature should be deferred until next year. The bill is undoubtedly an improvement over the existing law, but it is not perfect, and the more time that is given to the consideration of its provisions the more perfect will it necessarily become.

The business tax principle should be considered carefully in all its ramifications, as the bill is now considerably more exacting on some business men than on others. Hon. J. N. Gibson, the Attorney-General, is of the opinion that there is in the bill an inequality between the wholesaler and the retailer, and a deputation of retailers which was before the Special Committee of the Legislature the other day proposed that the tax should be 3 to 5 per cent. on retail merchants and 10 per cent. on wholesale merchants. On the other hand, as Mr. D. E. Thompson pointed out, there are retail merchants who are carrying on a more profitable business than many wholesalers. Undoubtedly this is true. A departmental store may be taken as a case in point.

There appears to be little or no opposition to the business tax in principle. The opposition is born of the method of applying it. It is to be hoped a solution of the defects in regard to this point will be found, so that the burdens of taxation will be equitably adjusted on all classes of business.

The bill now before the Ontario Legislature is based on the report of the assessment commission and in its preparation some of the best authorities on municipal taxation were employed. At the same time, however, it has its defects, and it is in view of this that we urge deferring its final adoption until the next session of the Legislature.

MAKING SALES.

IF a salesman believes in what he is trying to sell, if he knows exactly what he can claim for the article, he has a good chance to sell it. "Absolute confidence in your proposition provides the convincing argument without which you cannot succeed." The man who knows can convince others.

A salesman should always make a careful study of the articles he is required to sell, so that he may tell would-be purchasers the truth about them.

If he does not believe in what he is advocating, how can he convince others? If he does not know everything about it, how can he tell some one else?

Before people buy they want to know exactly what they are buying. If you cannot tell them they go to some person who can.

To be a good salesman one must be a good talker—good not meaning fluent only, but convincing. One may be fluent without being convincing, and it is the convincing argument that the salesman needs.

Things will not sell themselves. They must be talked up, and talked up well, before people take any notice of them.

CANADA AND MR. CHAMBERLAIN'S SPEECH.

THE Birmingham speech of Right Hon. Joseph Chamberlain, Secretary of State for the Colonies, on the question of inter-Imperial trade has naturally excited a great deal of interest, not only through the British Empire, but also in Continental Europe and in the United States as well. While what proposition Mr. Chamberlain may have to make in regard to inter-Imperial trade was not clearly defined, it is evident that he is prepared to suggest or to do something which would cause the departure of Great Britain from her old policy of free trade, even to the extent of retaliating upon those countries which at present levy a heavy import tax on British products.

The question of inter-Imperial trade, as far as Canada is concerned, resolves itself into this: How far is Great Britain prepared to go in granting the colonies a preference? What will the British Government demand of us and how far are we as a self-governing colony prepared to go in granting preferential treatment of British products?

Mr. Chamberlain once said that in negotiating for a mutual preference within the Empire it must be on a basis of free trade. This was five or six years ago, and it is possible his views may have become changed or modified since then, but we fancy, on the other hand, that he will demand that at least, if not an additional increase in the Canadian preference, there shall be a regular contribution to a fund for the defence of the Empire.

Canada may give a further preference in the tariff; in fact, Mr. Fielding, in his last budget speech, emphatically declared that the Government had been negotiating with the Imperial Government for a mutual preference on that basis, but on the other hand there is a strong sentiment in this country against both a further increase in the preference and a direct contribution to the fund for the general defence of the Empire. Should occasion arise, as the war in South Africa clearly showed, there would be voluntary response from one end of Canada to the other to any call that might be made for men in defence of the Empire. But our right of self government we guard jealously, and taxation without representation we would never countenance. The contribution to a general fund for the defence of the Empire would be taxation, by whatever name we may choose to call it.

In the building up and developing of our own country and its great natural resources we have no small task before us, particularly in view of the fact that we have to the south of us a powerful and aggressive competitor. If, therefore, we develop our own resources, build our railways, improve and extend our canal system, and contribute our share in men and money toward putting this part of the British Empire in proper state of defence, we are manifestly adding much to the strength of the Mother Country, as well as to the wealth and prosperity of our own land.

We are persuaded that anything that would curtail in the slightest way our present condition of self government would eventually tend to lessen those ties with the Mother Country which are now so dear to the vast majority of the people of this country. It would be unwise and sordid to eliminate sentiment altogether from questions of this kind, but sentiment must not and cannot be the chief factor. As a matter of fact this question of mutual trade relations between Canada and the British Empire is in its essence a business proposition and must be settled on a business-like basis. There was at one time a strong sentiment of attachment between Great Britain and those of her North American colonies which now compose the United States, but this sentiment was killed and the colonies lost because of the action of the British Government in regard to certain matters appertaining to trade and commerce.

The future welfare of Canada depends not upon any special trade relation with Great Britain, the United States or any other country. It depends upon the skill and energy with which we develop our natural resources and the stamp of our national character. At the same time there is no good reason why some arrangement should not be made between Canada and the Mother Country, whereby the products of the one may be given a preference in that of the other, but we must be prepared to give as well as to take, and if we enter upon any negotiation with Great Britain or any other country for that matter in a spirit other than this our efforts are likely to be abortive.

It is sincerely to be hoped that the attitude of the Right Hon. Joseph Chamberlain, on the question of inter-Imperial trade will result in some mutual arrangement whereby the different nationalities—if we can be permitted to use the term—composing the British Empire will help to build each other up and increase the wealth and prosperity of the whole.

It is conceded by nearly every one that the tariff is becoming less and less a party question in Canada. It is certainly not a party question in Great Britain, and if between political parties the tariff is becoming less a cause of party differences and more a business proposition why should not the question be also settled on a business-like basis by the different countries composing the British Empire?

MR. JUSTICE NESBITT.

THE appointment of Mr. Wallace Nesbitt, K.C., to a seat on the Supreme Court Bench has naturally created quite a little interest.

As a rule, appointees to judgeships are selected from the political party which happens to be in power. In this case the appointee comes from the Conservative party. It is this in part which has excited interest. On the other hand, Mr. Nesbitt stands in the front rank of the legal profession, and as such, no doubt, received a larger renumeration than the bench will afford. The honor, however, of a seat on the Supreme Court of Canada is by no means a sinecure, and at the same time the position does not demand as strenuous work as a practice such as Mr. Nesbitt's has been during the past few years.

Mr. Justice Nesbitt has been a man of opportunity. By that, we mean that he has not neglected opportunities for fitting himself for his profession.

He is a man of keen perception, a close student of legal matters, and in addition to this he possesses a large fund of business common sense, which has caused him to be actively interested in more than one commercial enterprise.

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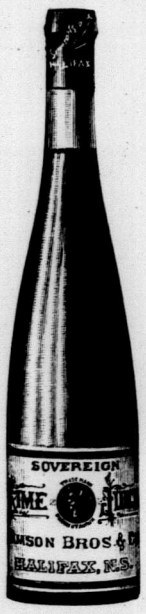

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OUR TRADE WITH FRANCE

WE, in Canada, have been so much engrossed in our endeavors to secure as much as possible of the British market for our products and manufactures that most of us have given but scant attention to the opportunities that present themselves for enlarging our trade in the various European markets, in France, with whom we have a trade treaty, in particular. The French market has an absorbing power of about $1,000,000,000 yearly ; it requires the best quality of goods to be had, and pays a good price for them ; the French people have the reputation of being entirely unprejudiced as far as the origin of the goods is concerned ; indeed, it is frequently said that they prefer imported to domestic articles. Apart from that of the British Isles, there is, perhaps, no market in the world which it would be more desirable for us to cultivate. And yet there has been little done by Canada so far to make her products known in France.

The French-Canadian chambers of commerce, however, have done something, and are doing more. The Franco-Canadian Steam Navigation Co. owed its inauguration largely to them. This was established in 1900, and, although at a most inopportune time, considering the demands made for vessels to transport troops to South Africa, disturbing the shipping operations of the St. Lawrence route, the first sailings gave promise of ultimately becoming more frequent and more profitable. The ships, however, were not owned by the company, but were chartered, and various other reasons contributed to the discontinuance of this service. Those interested in the prospects of trade between Canada and France, however, had been entirely too well satisfied with the results of the first attempt at a direct line to feel in any way discouraged, and their further efforts resulted in the establishment of another line between the sister cities of La Rochelle and La Pallice, in France, and Montreal, by a Russian company, The Finska-Lloyd. There are two steamers at present on this route, the first sailing having been from La Rochelle—Pallice, on April 15, 1903, by the ss. Hektos, which arrived in Montreal during the first of May with a full cargo of wines, fruits, etc. Both these steamships are newly built, and are owned by the company. The agents in Montreal are Blakeley & Lemieux, and in Rochelle, Canaud & Nordlindh.

In addition to the work done by the boards of trade and French-Canadian chambers of commerce in furthering Canadian trade, there is another commercial body in Montreal organized purposely to foster trade between this country and France. This is La Chambre de Commerce Francaise, and it includes in its membership nearly all the leading French business men resident in Canada. Its office is in the Board of Trade Building. M. Kleczkowski, the Consul-General of France for Canada, is honorary president, and its chief officers are : Henri Jonas, president ; J. de Sieyes, vice-president ; J. Dantony, treasurer, and J. B. Monier, secretary. Besides a long list of active members in Canada it has a great many members among the importing and exporting firms of France. Most of the Canadian members of this chamber are also members of the French-Canadian Chamber of Commerce. In this connection it might be mentioned that a few months ago a "Canadian Chamber of Commerce" was established in Paris, which puzzled some of the chambers here. They knew nothing of it nor did they know its members or its intentions. A question was asked in the House of Commons in regard to it, and the Premier stated that it had not been authorized by the Canadian Government nor was it under the Government's protection. We may add that neither is it connected in any way with the chambers of commerce in Canada.

The treaty between France and Canada, signed in Paris in February, 1893, and which went into full operation in 1896, has not been taken full advantage of, either by ourselves or the French people. The treaty itself deals with comparatively few articles of commerce, but other French treaties allow of goods entering that market free of duty, which other countries, the United States in particular, have taken advantage of, but of which we have been sadly negligent. The treaty allows the following Canadian goods to enter France free of duty : Canned meats; pure condensed milk : fresh-water fish, eels, salmonoids ; fish preserved in their natural form ; canned lobsters ; fresh and dried apples and pears for table use ; pressed or dried apples and pears for cider or perry ; other preserved fruits ; building timber, rough or sawn ; wood-paving blocks ; staves ; wood pulp ; extract of chestnut and other tannin extracts ; common paper, machine-made ; prepared skins, only tanned, glossed or dressed; others, whole ; boots and shoes ; furniture, of common wood, other than chairs, of solid common wood ; dressed and matched flooring of pine or soft wood ; wooden, sea-going ships.

French imports of all these articles have been growing in proportion with the increased imports of that country, but the increase in our exports of these articles have not been what they should, in view of the treaty arrangements.

The Canadian Customs returns do not show the exact exportation to France (or other foreign countries) in detail, for the reason that much of our exports go through United States, England or Belgian ports, since we lack a direct route to France. Destined for one of these ports first, it then shows in our returns as an export to that particular country and not to France. This cannot be helped, as in many cases the goods are under option from France in one of these ports. The years 1899 and 1900, however, can be taken as fairly average in the matter of French importation and Canadian exportation, and the figures for these years show as clearly as can be defined the position we took on the French market before and after we first had direct communication with France by The Franco-Canadian Steamship Line.

Taking the first item on the treaty list, canned meats, the French importation amounted to 1,903 tons at a value of 1,807,933 francs, say, $360,000. Canada's exports in that year fell off somewhat, but in the following year we exported to the value of $309,148, showing that we could supply the entire French import demand with a little effort. The principal shippers in that year to France were Madagascar, England, Belgium and the United States, the first two named being almost equal. A direct line should give us a better position than England or the United States on the French market, being in as favorable situation as the United States and having a treaty, and in a better position to produce than England.

Condensed milk is as yet as an article of export from Canada merely in its beginning, but we should be able to do great things in this line. France imports some 620 tons of this yearly.

Fresh-water fish commands a splendid price in the French market, and yet, out of a total export of $142,238 of fresh

salmon in 1900, only $4,879 went to France. Ontario did almost the whole of the trout exporting business, and this was taken by the United States, though better prices awaited the fish in France. Of course, Canada must ship the fresh trout and salmon by cold storage. As an illustration of the added profit that could be secured on the French market, French importers have called attention to the fact that Canadian salmon was sold in Paris, having been first imported by England and then sold to France. The whole story of Canadian exportation to France shows that the lack of a direct ocean service between the two countries has resulted in enriching middlemen in England, the United States and Belgium at our expense. This extra profit could, by a little effort, be brought to where it belongs, in Canada. The value of salmon and salmon trout in France corresponds to an export value of 20c. per lb. in Canada. In the matter of canned lobsters we have no reason to be ashamed. The French treaty has resulted in our practically monopolizing the French market. We send over $6,000,000 worth of canned lobsters to France every year. In 1896, the year when the treaty was first in full operation, our export to France was only worth $174,909, little more than one quarter of its present value.

In apples or pears, either dried or fresh, we do little, if anything, with France, though it appears the possibilities are almost unlimited in that line. France spends over 2,500,000 francs annually in importing these articles—in round numbers, $500,000. In pressed or dried apples and pears for cider purposes Ontario is by far the chief exporter, having, in 1899, exported $204,249 out of a total of $210,892. In other preserved fruits Canada shows up better on account, apparently, of the treaty. France's import of such fruit averages in value about $300,000. In 1896, when the treaty began, we exported none of these fruits to France. The first exportation was in 1897, when we sent dried fruits to the value of $1,139. Since then our French trade has constantly increased, being $6,747 worth of dried and $1,062 worth of canned fruit in 1898; $8,686 of dried fruit in 1899, and $5,492 worth of canned and $6,591 worth of dried fruit in 1900.

It might be noted here that, apart from any treaty, the French tariff allows the following goods to enter the country free: green or dried hides, horse hair, hogs' bristles, tallow, seal skins, fish bladders, bones of cattle, linseed oil cake, tobacco, malt refuse, peat and turf for fuel, asbestos, mica, ice, plumbago, silver, lead, zinc, copper, nickel and iron ore; iron, copper and zinc filings and pigments; manganese, crude gold and silver, and many other metals in different forms.

Our cattle, poultry, pork, wheat, oats, barley, rye, maize, wheat flour, maize meal, whole beans, potatoes and bacon must go in under the general tariff of France. Goods that may go into France under a minimum tariff, though not included in the treaty, include horses, meat, beef and other meat, salted and smoked; hogs' lard, eggs, cheese, fresh or melted butter, salted butter, honey, fish oils, seed for sowing, fodder, etc.

Under the free list it is well to call attention to the oilcake item. France imports yearly of this some $3,743,106 worth, of which England supplies oilcake to the value of from $18,000 to $20,000; and Canada ships to England $200,000 worth of oilcake. It is apparent that this is another item in which the English middleman is doing well with Canadian products in France.

We can do a big business in building timber, rough or sawn, (which is included in the Franco-Canadian Treaty) with France. Our competitors on that market are Russia, the United States, Austria-Hungary, Germany, Switzerland and Norway and Sweden. In all cases except that of Germany and Switzerland the timber France imports is of species natural to Canada. France in 1899 imported, 1,207,587 tons of rough or sawn building timber, of which 1,205,587 tons came from Russia and Finland, the United States supplying 112,101 tons, and Canada only 20,011 tons. We are, however, ahead of Germany and Switzerland. The demand is almost unlimited in France for white spruce, tamarack, pine, beech, white birch, asper, oak, maple, butternut, elm and black ash. Quebec and the Maritime Provinces could work up an immense business in these lines with France. To develop this trade it is necessary above all to pay attention to French requirements, a thing we can surely do for a market spending on this line $100,000,000 per year.

The French market indeed is worthy of our most earnest attention, and it is to be hoped that the new Finska-Lloyd Line will make many desired changes in this direction. In the case of those articles of commerce which are already interchanged between the two countries, the establishment of a direct service should have the happy result of doing away with the foreign middleman, he who stands at an American, English or other port and collects toll on Canadian goods entering France. At least, this is practically what the situation amounts to.

Unlike ourselves, the exporters of the United States have not failed to appreciate the vast wealth and great importance of the French market. That they have made immense strides with their products in France is due simply to their recognition of the value of France as a customer. Canada can do likewise. Our domestic products and manufactures can find a ready sale on that market if they are placed there under proper conditions.

Our trade has grown greatly with France during the past few years, but not as it should have. In both our imports and exports the trade shows improvement, though it is much greater in the latter than in the former. Taking from the treaty year, 1896, our total imports from France were then valued at $2,782,773, and our exports to France amounted to $3,364,313. The growth has been steady up to the fiscal year of 1902, when the returns show an importation worth $6,915,283 from France, and an exportation to that country of $8,304,231. This has doubtless been the result of a treaty which deals with only a few products of either country, and there are many other articles which might be included in it. As our trade grows with one another we may look for one after another article of commerce being included under the minimum tariffs of France and Canada, until it presents a formidable list and allows of an immense interchange of goods between us.

The French market has been called the best educator for a foreign country in its industrial infancy, in that it is, generally speaking, hard to please; it is inclined to look for articles of the highest quality and finish, paying a price in keeping therewith, which results in encouraging manufacturers or growers to continually improve on their products. And, on the French market, all goods, no matter what their origin, are placed solely on their merits and meet with the same fair reception—which cannot be said of every market with which our exporters have had dealings. In France the foreign manufacturer finds a market where his goods will stand or fall on merit alone. Like men in the House of Commons, each finds its own level. It is doubtful if there is another foreign market in the world which would so well repay the Canadian exporter as that of "La Belle France."

WHAT TO DO WITH A NEW IDEA.

IF an original idea comes to you, do not measure it by your estimate of the efforts of your competitors to test its worth. Don't be afraid of it because it is unlike all the other ideas being carried out in your line of business. Its very newness is a big argument in its favor because new things attract attention. If it has real merit, launch it. You will soon be convinced of its effectiveness, probably, by its being copied by all the others.—Business Problems.

This one cut
Returned 31/8/03
see cut Book II
page no. 7

Boeckh's Standard Brushes.
Boeckh's Standard Brooms.
Bryan's London Brushes.
Cane's Newmarket Woodenware.

These goods are now so well known to the trade, and their high standard of excellence so universally recognized, that it is only necessary for us to remind dealers that we guarantee the fullest satisfaction, not only direct to the trade, but our guarantee reaches to the consumer as well.

BRUSHES—Paint and Household Brushes, Toilet, Machinery and Factory Brushes, Horse and Carriage Brushes, etc.

BROOMS—Bamboo-Handle Brooms, Hair Brooms, Stable Brooms, Whisks, etc.

WOODENWARE—Cane's Tubs, Pails, Washboards, Clothes Pins, etc.

Butterware, Kitchenware, Cocoa Mats, Baskets, Cordage, Twine, Clothes Lines, Plow Lines, Ropes, etc.

These are a few of the lines of the various goods we manufacture. The entire lines are too varied to enumerate, but if you require anything in a hurry and cannot wait for our representative to call on you, write us direct and your order will receive prompt attention.

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

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

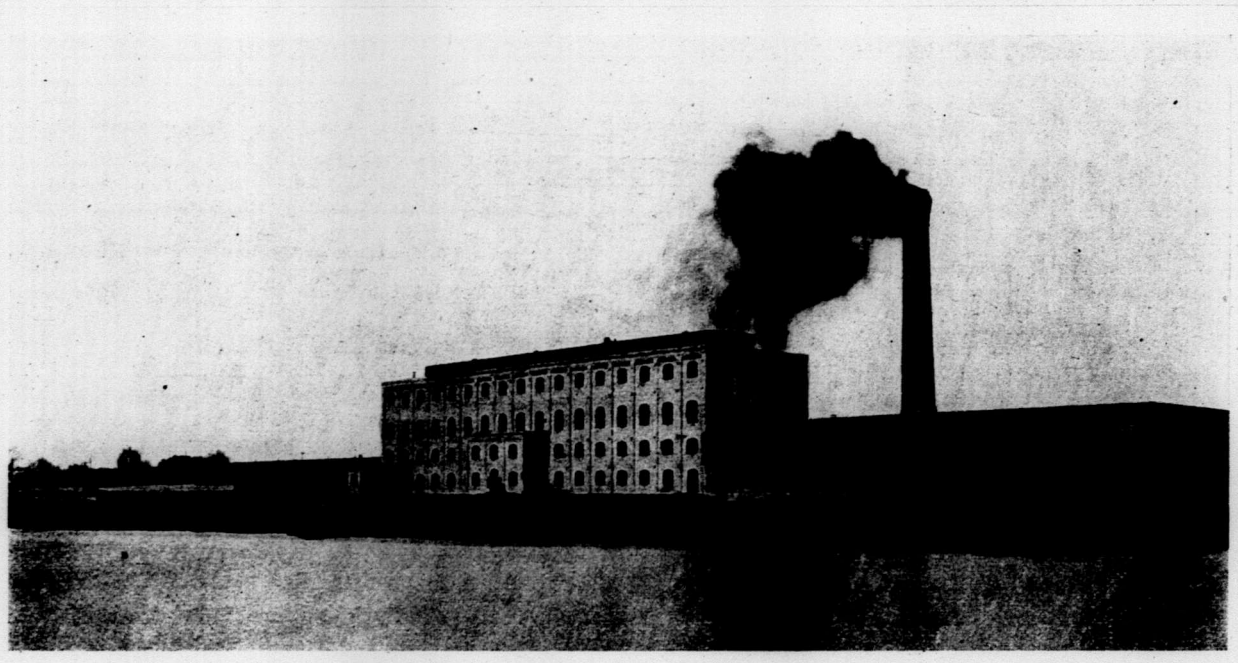
MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

ARE YOU A CANADIAN?

THEN WHY NOT BUY

CRYSTAL GRANULATED SUGAR

AND SUPPORT CANADIAN INDUSTRY AS REPRESENTED
BY OUR UP-TO-DATE FACTORY?



We manufacture Beet Sugar, and as 90% of all sugar sold in Canada is made from beets, why send your money to foreign countries when our product is

THE EQUAL OF ANY IN THE WORLD?

THE WALLACEBURG SUGAR CO.,

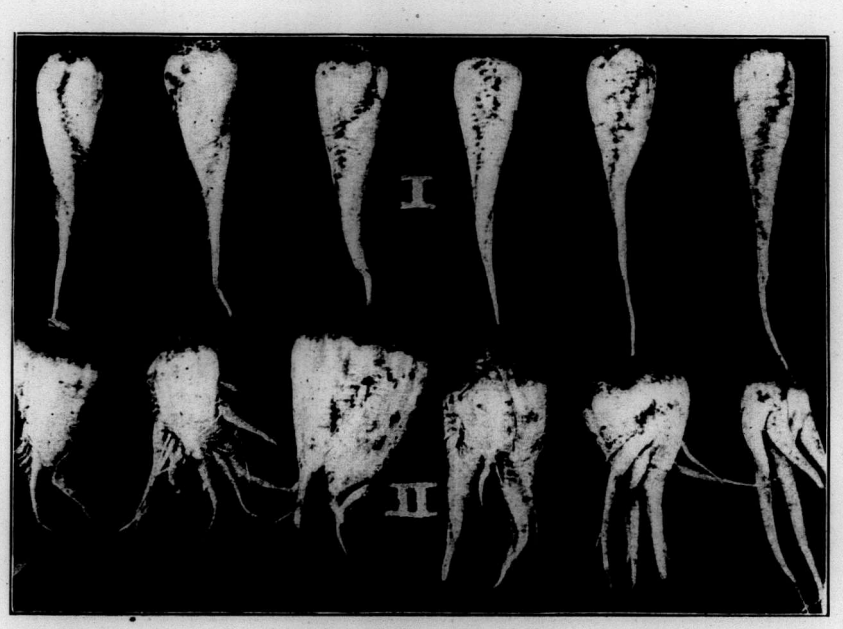
. . . LIMITED

WALLACEBURG, ONTARIO.

THE BEET SUGAR INDUSTRY

Its Present Condition in Canada.

IN no Canadian industry has there been such a rapid development in so short a time as in the beet sugar industry. A very few years ago Canada had practically nothing to do with the manufacture of sugar from beets; now it is one of Canada's important industries. Before the year 1900 very little was heard of beet growing for the manufacture of sugar, only a few experiments having been tried, and these not proving very successful; but in that year the Ontario Government took up the question, and then began the development which has since gone on so rapidly.



I. Good-Shaped beets. II. Ill-Shaped Beets, due to Improper Condition of Subsoil, and to being Grown too far Apart.

Remarkable interest has been taken in the industry by the Government and also by capitalists, and, of course, this accounts for the rapid strides the industry has made.

There are now four large beet sugar factories in operation in Canada. They are: the one belonging to the Wiarton Beet Sugar Manufacturing Company, Wiarton, having a capacity of 800 tons of beets per day; the one of the Wallaceburg Sugar Company, Wallaceburg, having a capacity of between 600 and 700 tons; the Dresden Sugar Company, Dresden, having a capacity of 600 tons; and the Ontario Sugar Company, Berlin, having a capacity of 600 tons.

There will be a beet sugar factory erected in Raymond, Alberta, this season. Some of the machinery has already been contracted for, and it is expected that operations on the building will be commenced very soon. The company was organized with a capital of about half a million. It is expected that the output of the factory will be in the neighborhood of 10,000,000 lb. of sugar annually.

Four years ago very few farmers ever thought of growing beets for the manufacture of sugar. Now there are very few farmers in the agricultural districts who have not been approached by agents of the beet sugar factories, and this season very many Ontario farmers have so much ground set aside for the production of sugar beets.

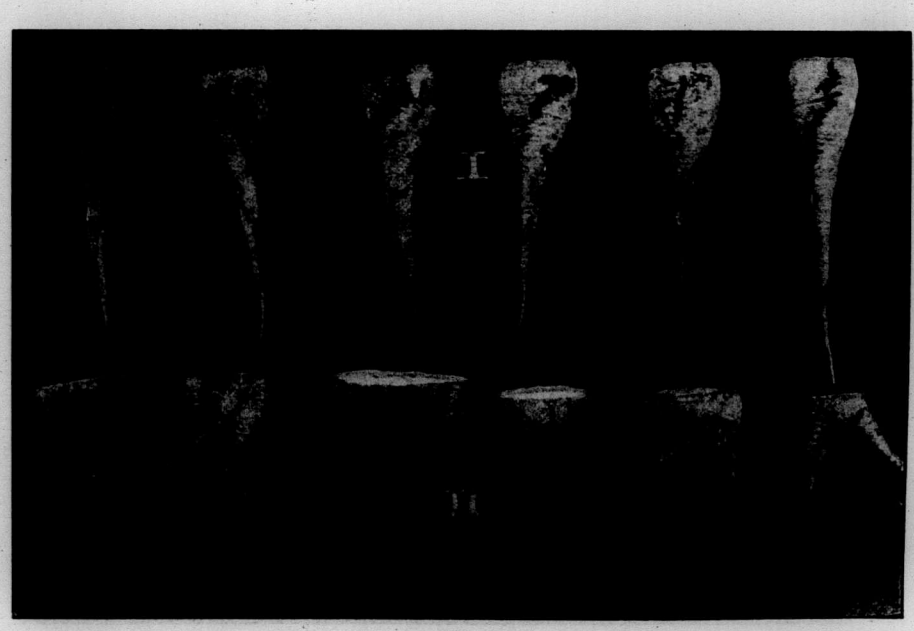
Before the Ontario sugar factories were established some farmers used to grow beets and ship them to Michigan. The chief districts where such was the practice were about Wiarton, London, Aylmer, Wallaceburg, Alvinston and Sombra.

Now, however, that there are factories in Ontario, the producers are able to realize at least one-third more for their beets.

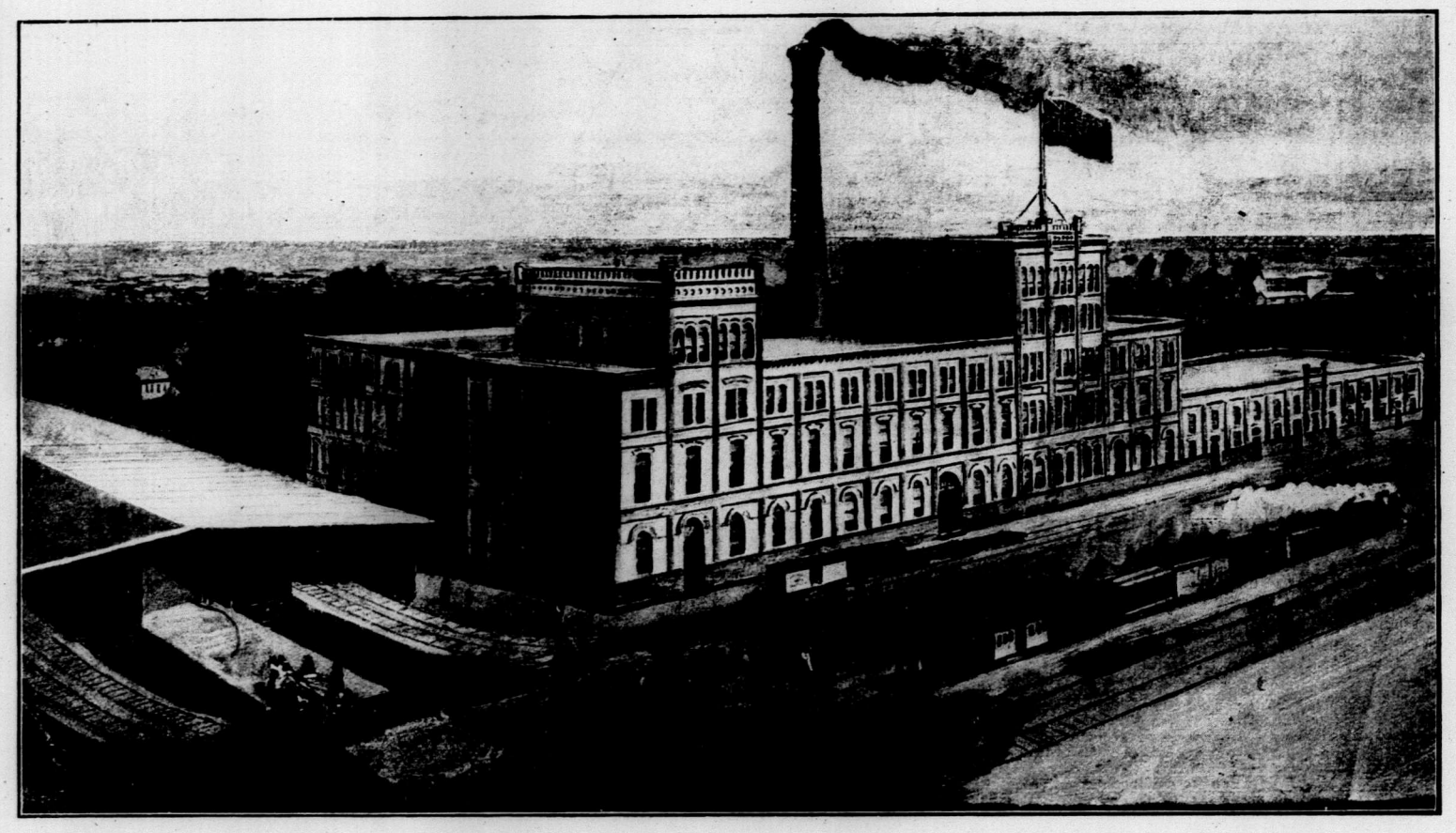
Extensive experiments have been carried out by the Ontario Government during the years 1900, 1901 and 1902.

In 1900 the experiments were conducted in three different localities: Aylmer, Welland and Newmarket. They were satisfactory.

Similar experiments were conducted during 1902 in the neighborhood of Alvinston, Lindsay, London, Mount Forest, Port Perry, Peterborough, Simcoe, Water-



Same Beets as in Previous Illustration, with Crowns Removed as is Required by the Factories. Notice the Comparatively Large Amount cut off the Coarse Beets.

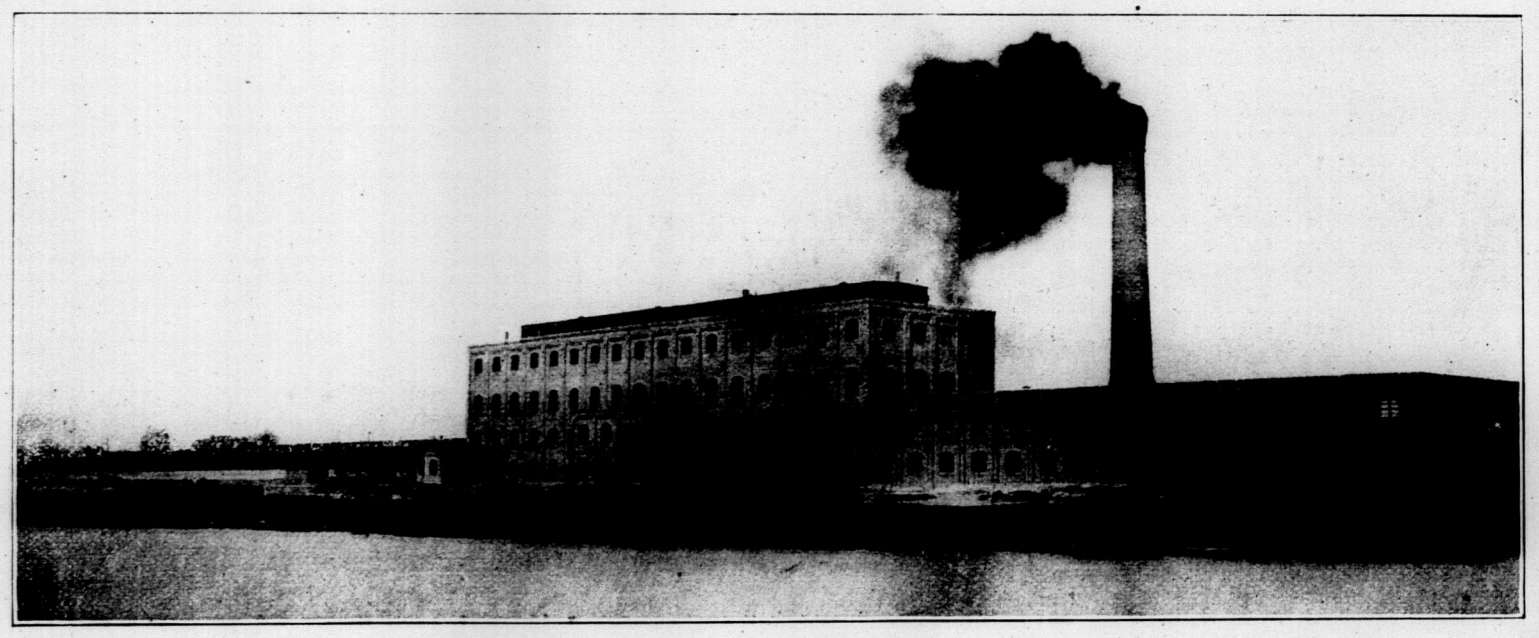


The Dresden Sugar Company's Factory.

ford, Walkerton and Whitby, and they were even more successful than the ones in 1900.

The experiments carried on during 1902, although they did not turn out so well as in the two former years, taking into consideration the cold wet weather during the summer months, were remarkably successful. They were conducted in the neighborhood of Markham, Brantford, Brussels, Guelph, St. Catharines and Orangeville. The average results are:

District.	No. of Successful Experimenters.	Sugar in Juice.	Sugar in Beet 93.5 Factor.	Purity.	Estimated per Acre.	
					Tons.	Lbs.
Markham	37	16.5	15.4	£8.8	17	63
Brantford	27	15.3	14.3	87.6	16	1,142
Brussels	30	15.6	14.5	86 8	14	441
Guelph	22	16.2	15.1	88 2	16	409
St. Catharines	44	15.7	14.6	88.2	16	1,342
Orangeville	29	16.0	14.9	88.9	14	476
Average of 6 Districts, 1902	189	16.0	15.0	88.1	15	1,646
Average of 15 Districts, 1901	335	16.4	15.3	87.5	17	495
Average of 3 Districts, 1900	116	14 4	13.4	85 4	16	1,396



The Wallaceburg Sugar Company's Factory.

ESTABLISHED 1852.

We are the largest **YEAST** and **BAKING POWDER** manufacturers in **CANADA**—wherever there is a store there you will find **GILLETT'S GOODS.**

WHY?

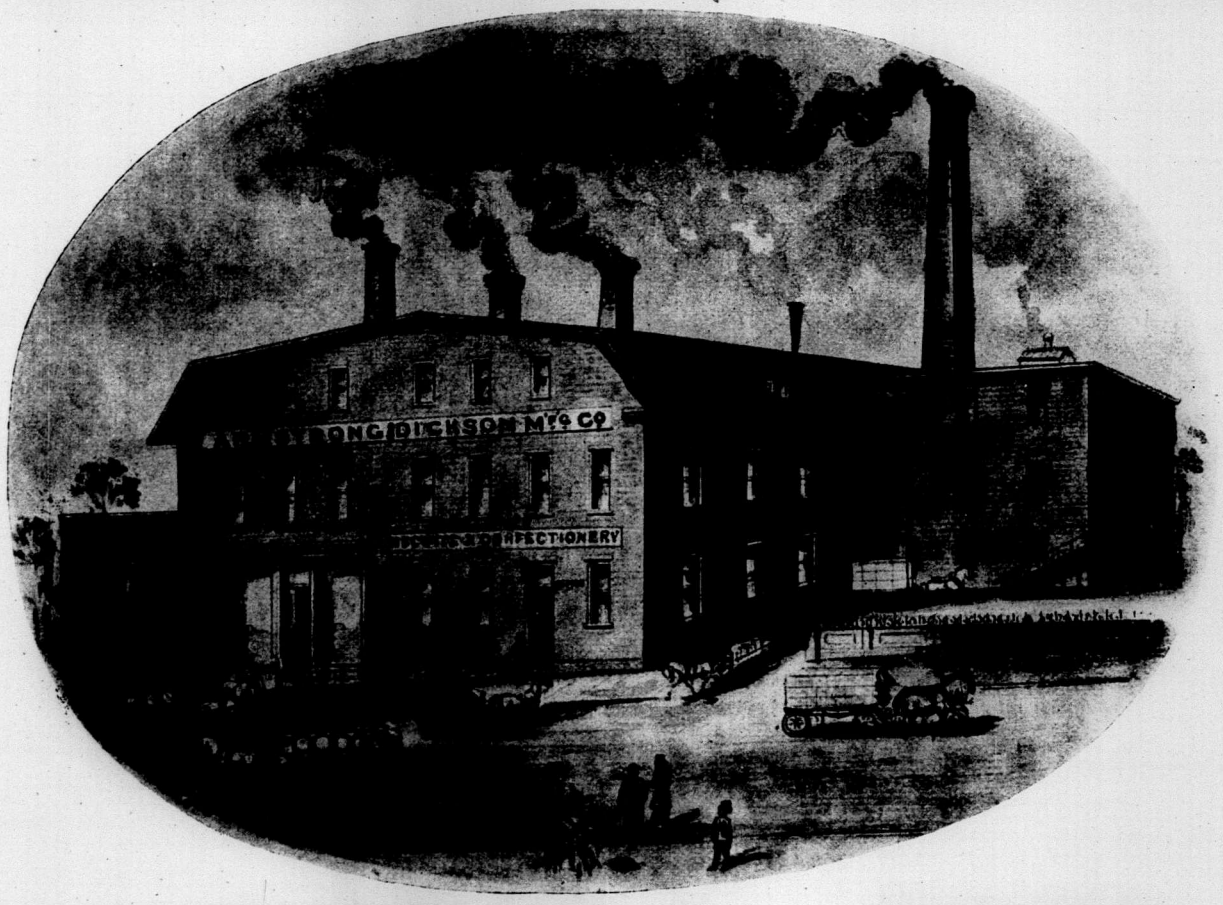
Because Gillett's Goods are the Best!

If you have not handled them all look over this list and order them—for sale by every jobber in the Dominion.

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

E. W. GILLETT COMPANY LIMITED

LONDON, ENG. **TORONTO, ONT.** CHICAGO, ILL.



Our new Factory where we are turning out all the Highest-Grade **Biscuits** AND **Confectionery** offered to the Trade.

CORRESPONDENCE SOLICITED.

144 INSPECTOR ST., - MONTREAL.

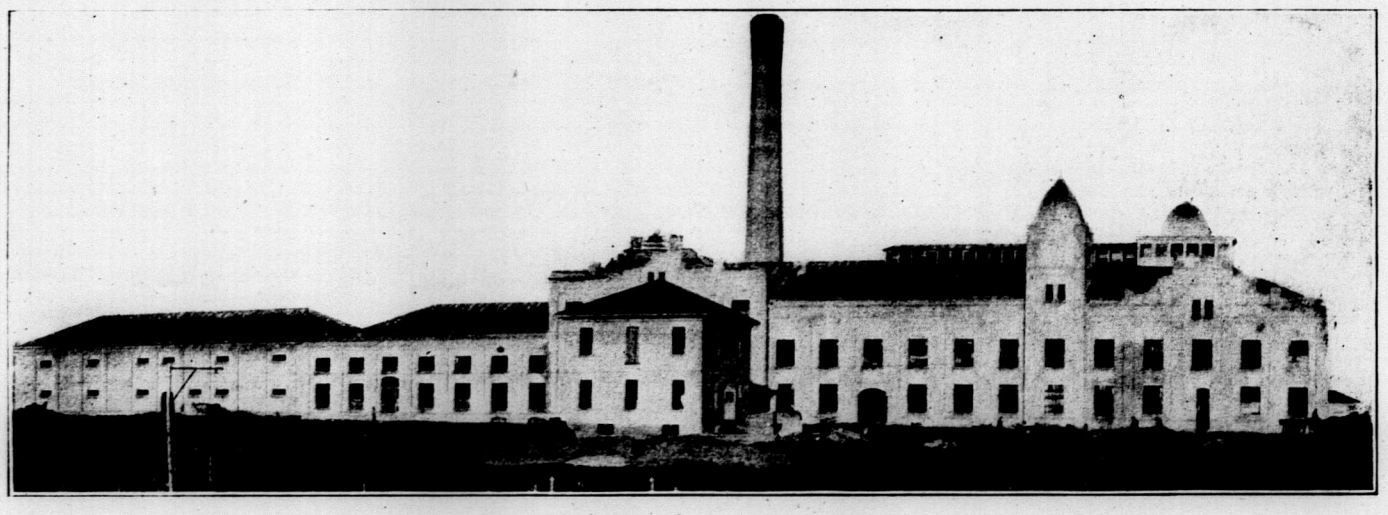
One fact worthy of notice in the above results, is the high co-efficient of purity. It is said that the farther north the sugar beets can be grown, other things being equal, the better will be their quality.

The scarcity of laborers is perhaps the most serious problem in connection with the cultivation of sugar beets. To have the best results the beets must be well attended to, and the weeding, thinning and blocking of the beets constitutes a large amount of work. However, now that such an army of immigrants is pouring into our country, this difficulty can surely be overcome.

Through the assistance of our Government the beet sugar industry has been introduced into Canada upon a basis which will test its value and permanency. Its prospects at present are very bright, and there is no reason to doubt that in time it will be a very extensive industry in Canada.

At present Canada imports not less than 300,000,000 lb. of sugar annually. To produce this sugar at home would require the cultivation of 113,600 acres of land, yielding 1,363,000 tons of beets, worth to the producer, delivered at the factories, not less than $5,454,000.

Will we ever see it done? The prospects are that we shall.

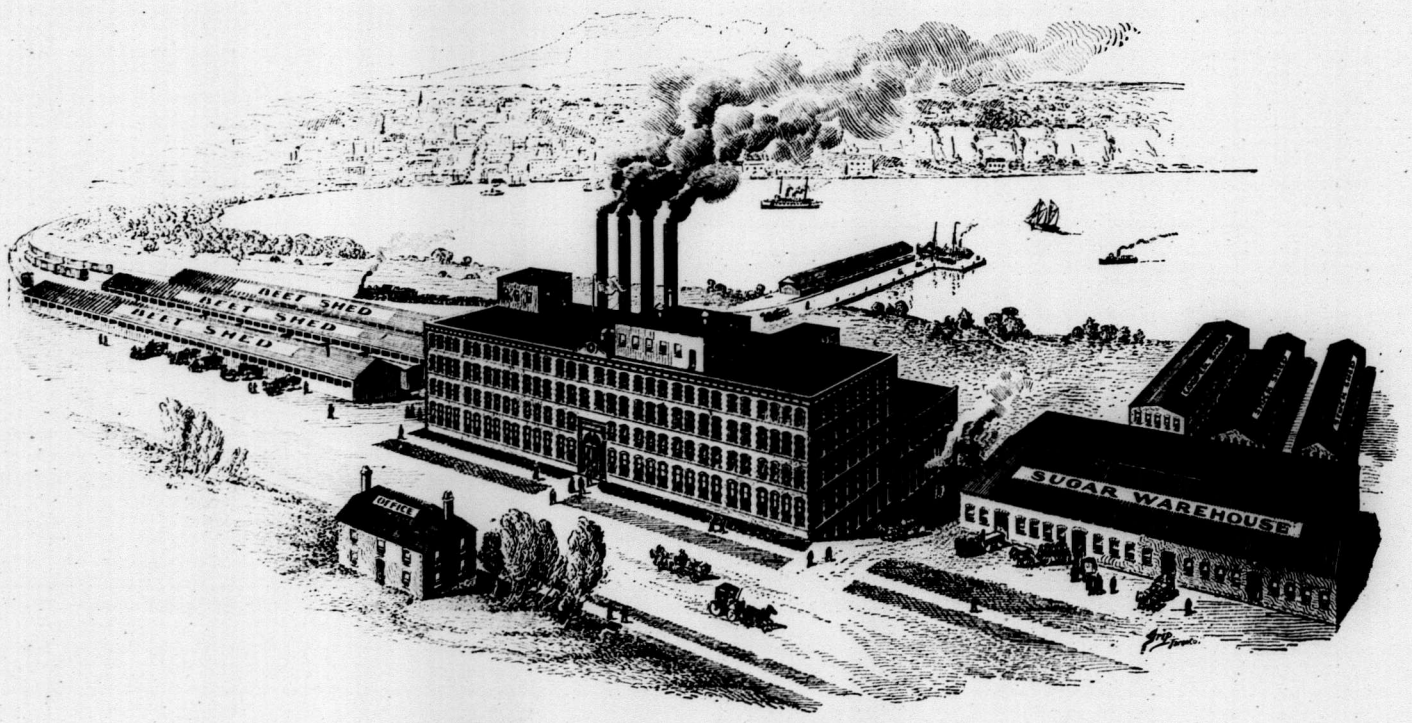


The Ontario Sugar Company's Factory, Berlin.

SUGAR BEET EXPERIMENTS.

Experiments with sugar beets were tried on three different experimental farms in Canada in the year of 1902, at Brandon, at Agassiz and at Indian Head.

At the Brandon Experimental Farm eight varieties of beets were experimented



The Wiarton Beet Sugar Manufacturing Company's Factory.

with in clay loam soil, the seed being sown on the flat, in drills two feet apart. Two plots were sown, one on May 27 and the other on June 10, both being pulled on September 20. The quality of the roots proved to be excellent, but the yield was below the average.

Eight varieties were also tested at Agassiz. The soil was sandy loam on which grain had been grown the year previous. After the grain was taken off the land was disc harrowed, and later, a dressing of barnyard manure was thoroughly worked into the soil. Two sowings were made as at Brandon, one on May 7 and the other on May 21, both being pulled on October 22.

At Indian Head, nine varieties were tested, two sowings being made, the first on May 28 and the second on June 7; the roots were pulled on October 3.

In the following table the respective results from the three experimental farms are compared:

Name of Variety.		Yield per Acre, 1st Plot.		Yield per Acre, 1st Plot.		Yield per Acre, 2nd Plot.		Yield per Acre, 2nd Plot.	
		Tons.	Lbs.	Bush.	Lbs.	Tons.	Lbs.	Bush.	Lbs.
Danish Improved	Brandon	12	24	400	24	14	512	475	12
	Agassiz	38	230	1,270	30	26	1,460	891	..
	Indian Head	10	1,720	362	..	8	1,040	284	..
Red Top Sugar	Brandon	13	928	448	48	12	24	400	24
	Agassiz	27	1,935	932	15	26	305	871	45
	Indian Head	8	560	276	..	9	....	300	..
Royal Grant	Brandon	8	1,424	290	24	14	1,040	484	..
	Agassiz	37	580	1,243	..	26	140	869	..
	Indian Head	10	400	340	..	9	480	308	..
Danish Red Top	Brandon	8	500	275	..	13	1,192	453	12
	Agassiz	29	1,730	995	30	25	1,580	859	40
	Indian Head	9	1,200	320	..	5	1,520	292	..
French "Very Rich"	Brandon	8	1,160	286	..	9	1,800	330	..
	Agassiz	26	635	877	15	26	800	880	..
	Indian Head	5	1,880	198	..	6	960	216	..
Improved Imperial	Brandon	6	672	211	12	12	1,344	422	24
	Agassiz	26	470	874	30	19	1,600	660	..
	Indian Head	11	1,400	390	..	8	1 040	284	..
Wanzlehen	Brandon	7	1,048	250	48	12	552	409	12
	Agassiz	26	1,460	891	..	27	780	913	..
	Indian Head	7	1,480	258	..	6	1,920	232	..
Vilmoim's Improved	Brandon	5	296	171	36	12	288	404	48
	Agassiz	23	200	770	..	24	840	814	..
	Indian Head	7	1,480	258	..	6	1,920	232	..

WALLACEBURG SUGAR FACTORY.

AT this time when we are facing a rapid increase of production from our farms and factories and are endeavoring to find new markets by building up our export trade, we should not overlook the opportunities offered for increasing home consumption. Now is the time to push to the front in the turning tide of immigration from our neighbor, the United States. But we must have inducements to offer to the thousands who are not able, or do not wish, to take up land. We must further develop our Eastern provinces to keep pace with the increased production of the West. We must provide our farmers in the older-settled districts with new crops to take the place of those they can no longer profitably raise in competition with the vast grain fields of our newly settled territory. We must keep up the crop values of our small farms, or soon the price of land will fall and many of our farmers will be bankrupt. In this the keynote of success is the building up of new industries and keeping at home the millions of dollars we are sending to foreign lands, thus enriching our own people and stimulating consumption.

In no one line can this object be more easily accomplished than by the production of our own sugar. Our people are prejudiced against their own interests in the idea that the sugar manufactured at home from Canadian beets is something new and different. They do not realize that for years past out of every 100 lb. they have consumed, 90 lb. has been beet sugar, identical in every way with the home product now offered.

Canada imports annually upwards of 390,000,000 lb., at a cost of from eight to ten millions of dollars, and at the present rate of increase this amount will double in less than 12 years, when we will be sending out of the country for this one commodity alone, from 16 to 20 millions of dollars annually.

To produce the amount imported last year would require 30 factories of the capacity of the Wallaceburg Sugar Company's plant, and each year at least three such plants would have to be erected to take care of the increased consumption. The construction of these would require upwards of 18 millions of dollars. It would give employment to an army of men, while, thereafter, the operation would furnish them a high grade of labor. Hundreds of thousands of acres of land would have to be devoted to raising the beets—yielding with proper care a large and certain profit—and in addition to this, our farmers in the vicinity of the factories would find their land increasing in value from 25 to 50 per cent., just as has been the case in Michigan, where this industry of beet raising has developed so tremendously in the past few years. Already in certain parts of Ontario where this business is in operation, farms are selling more freely and for better prices to parties who appreciate the value of the new crop and wish to be where they can best take advantage of it. Our merchants and manufacturers besides benefitting from the large amount of money put in circulation through the country, would be called on annually to furnish the fuel and supplies necessary in the operation of such an industry, which would amount to millions of dollars.

In this article space does not permit our going into details of the benefits to be derived from the by-products of this industry. To the farmer it means cheap cattle food and cheap fertilizer, while to other interests it means the establishment of numerous factories to supply a variety of articles of commercial necessity.

Now is the time to show approval of the enterprise of the men who have by their energy in building the present pioneer sugar factories shown their faith in the industry and the future of this great country. Now is the time, while furthering our own interests, to give to the undertaking our support by insisting on the use of the home article.

HOW TO CHOOSE BANANAS.

Not everyone knows how to choose bunches of bananas. Look at the thick end of the bunch on which they hang—if it be black the fruit will be black in a day or two, and will ripen too fast and rot, says The Grocer's Monthly. In one day they will be musty and scarcely fit to eat. But if the branch be green the bananas will ripen slowly and lusciously, and be of a good flavor. If all the stem be green, the bananas will keep a long time; but if half or three-fourths of the stem be black, it shows that its time is shortening. The biggest and handsomest are generally chosen by ignorant purchasers, but the smaller are the sweetest and juciest, the tiny "Fig" banana being the best of all. The rind should be thin, and there should be no ridges or corners to it—the larger the ridges the coarser the fruit

R. HERRON & CO.

have

Removed

to their new premises

568 ST. PAUL ST. (nearly opposite)

Importers and Manufacturers of

Coffees,
Spices,
Baking Powder,
Jelly Powder,
Flavoring Extracts,
Etc., Etc.

Since removing to our new and commodious factory, where we have three or four times the amount of floor space, we are now able to handle more conveniently our largely increasing trade, and at the same time be in a position to take care of all new business that may be entrusted to our care. Thanking our many patrons for past favors and trusting for a continuance of their valued business, which we can guarantee shall have our most prompt attention,

R. HERRON & CO., Montreal

CANADA'S GREAT WEST

Its Food Producing Resources.

THE Northwestern portion of the Dominion of Canada is filling a great space in the mind of the English-speaking world to-day and, indeed, in many European countries as well. To those who have spent 20 or more years in the West, the present "phenomenal" development, as it is so frequently called, is nothing but the legitimate result of the labor and faith which the pioneers put into the land of "magnificent distances." Sometimes it is a little aggravating to hear newly-arrived Americans and Englishmen speaking as if they had just discovered Canada and the West, when for full 20 years information about its resources and possibilities has been steadily poured into their ears or placed before their eyes. But on the whole, the old Westerner is prepared to let them talk as long as they bring clear brains, sturdy bodies, willing hands and a small amount of capital to develop the resources that will not be more than well begun upon before the present generation has passed away.

IMMIGRATION.

Figures are rather tiresome reading, and yet it is only by comparisons of this kind that any real idea of the growth can be arrived at. Influx of population is one of the things for which 1903 will be remembered by those who have been privileged to see the great throngs of new settlers, the mountainous piles of baggage, and the train loads of settlers' effects that have passed through Winnipeg since January 1. And be it remembered that the great bulk of American immigration does not pass through Winnipeg, but enters the West over the "Soo" road which crosses the boundary at North Portal in the Northwest Territories, and proceeds northwest to Moose Jaw. Thousands of settlers have gone in over this road.

The immigration returns of last year have been published in many forms, so it is only necessary to say that during the 12 months of 1902, no less than 72,888 new settlers took up their abode in the country. During the four months of 1903, just past, 38,938 new settlers have arrived, or considerably more than half as many as arrived during the previous 12 months. The arrivals for April were 20,000 as against 9,855 in April, 1902. May has still to be accounted for, and May has always been the banner immigration month. If the succeeding months of 1903 show the same proportionate rate of increase, December 31 will see 130,000 new settlers between Winnipeg and the Pacific Coast.

The various nationalities represented in the immigration of the months January, February and March, when classified and compared with 1901 and 1902, give the following interesting table:

	1901.	1902.	1903.
Canadians	2,598	3,349	4,788
British	410	1,780	4,222
German	183	816	2,260
United States	1,668	1,899	2,198
Scandinavian	76	658	1,310
Returned Canadians	403	585	601
Ruthenian	24	101	455
Italian	57	349	390
Hungarian	114	184	284
French	21	64	157
Other nationalities	265	1,284	1,237

The "other nationalities" include Belgians, Dutch, Swiss, Finns, Persians, Austrians, etc. The arrivals for April have not yet been tabulated as to male and female, but of the 17,988 immigrants in January, February and March 11,650 were men, 3,061 women and 3,227 children under 12 years of age. Of the 3,227 women the very large majority are foreigners.

WHERE THEY HAVE GONE TO.

So far as location is concerned the immigrants are pretty well distributed over all sections of the Province and Territories. Of those coming in the first three months of the year 8,003 went in to the Territories; 7,311 into Manitoba; 1,133 into British Columbia; 560 into Northern Ontario; 334 to the United States, and 86 went to the Yukon. The remaining 531 had no fixed destination in view on arriving at Winnipeg. Of the 20,000 immigrants arriving in April not one passed over to the American side.

THE CLASS OF SETTLER.

It is very gratifying to find, in looking over the classification of the arrivals for the first three months of the year, that so large a percentage are of the class most needed out in the West. Out of 17,938, 8,821 were agriculturists, 1,114 were general laborers; 733 were mechanics; 477 clerks, traders, etc.; 129 miners; 160 female servants, and 6,509 unclassified, of which last number 6,133 were women and children. The only thing to regret in these figures is the very small percentage of women servants. The servant question is at an exceedingly acute stage in the West and the women who have households to look after, and more particularly in the farm homes, survey, with a feeling akin to dismay, the prospect of going through another harvest time without more help. There is more room also for first-class mechanics, especially in such trades as masons, bricklayers and carpenters.

THE CROP OUTLOOK OF 1903.

Never in the history of the West has the seed gone in under such favorable conditions. In 1901 the ground at seeding time was drier than it should have been. In 1902 the land in many districts was too wet for seeding wheat until the time for that cereal was past, but 1903 has struck the happy medium. Fall-plowed land is beautifully mellow; the freshly-turned fallow land is free from lumps and has sufficient moisture for the seed, while new breaking is in prime condition. By Saturday night, May 2, 95 per cent. of the wheat crop and fully 40 per cent. of the coarse grains was in the ground, and exceptionally well put in. Farmers report that the land has been just right for drills and seeders to get in their best work. The increase in the acreage sown to wheat will be fully 10 per cent., while that of coarse grains will be about the same as last year in old-settled districts, but it is a little early to say what the percentage may be in the newer sections as, no doubt, considerable flax will be sown on new breaking, more particularly among the American settlers. Should the favorable seed time be followed by an equally favorable growing time and harvest, the crop of 1903 will be something to remember in days to come.

LIVE STOCK INDUSTRIES.

Horses have been in great demand all spring, and as the amount of railway construction this season will be enormous, the demand for heavy horses is likely to be good right through the season. The demand for horses for farm work is about satisfied for the time being. There is an active demand for driving horses also. The bulk of the supplies this spring have come from Ontario, the Western stocks being absorbed early in the season and dealers have found difficulty in supplying horses of the requisite weight for drays and also for heavy construction work. Western men, more particularly in Alberta, are turning their attention more and more to horses, as those who have

once used the western-bred horse prefer him to the eastern horse as he has, in addition to other recommendations, that of being acclimatized. Prices have been very high all spring. Nothing in the shape of a good farm team could be bought under $350, and heavy teams, suitable for drays, have ranged from $450 to $500. The range cattle have all wintered well and are in prime condition.

There is no export trade at present, but dealers are looking forward to a fair price, although at the present time the English market is 3c. under the price of the corresponding period of last year, owing to the heavy shipments from Canada, the United States and the Argentine. Western men fully realize the difference it will make to them in the Argentine embargo being raised. A new departure in the stock raising business is being watched with much interest. For a number of years it has been the practice to buy yearling and two-year-old stockers in Manitoba and send them West to the ranges, some have also been sent from Ontario, although the Western ranch man, as a rule, does not look with much favor on the Ontario stocker. This spring 13,000 head of yearlings from the ranges of Old Mexico are being put on Western ranges. They are nearly all shorthorn, Hereford, or Polled Angus grades and are in prime condition. This movement has been inaugurated by Messrs. Gordon & Ironside, our great Western exporting firm, they having last year invested in a large range of their own in that country. Of course, there are not wanting those who repeat the time-honored phrase of ranchmen that "faraway steers have long horns," but the majority of Western cattlemen regard the experiment with favor. Manitoba farmers are doing more in the line of stall-feeding cattle for the Winnipeg and town markets of the West generally, and for this reason they have not been keen to part with their young stock. Yearlings have sold at $17 and two-year-olds at $26.50 and $27 all spring. There is every reason to believe that to some extent Manitoba farmers will try the experiment of finishing range cattle on their way east, instead of allowing it to be done in Ontario or the cattle exported in an unfinished condition. Speculation is also rife as to whether the death of Mr. Hanbury will make a difference in the British embargo. There is no manner of doubt that Scottish and English cattlemen are very keen on Western stock for finishing.

There has been an excellent trade in oxen all spring, many of the new settlers, on the advice of immigration officials, buying oxen instead of horses. Oxen answer the purpose of the new settler admirably for the first two years, and can then be fattened and sold at a fair profit. Another advantage is that oxen are not nearly so liable to come to grief in the hands of inexperienced farmers as are horses.

The demand is very keen for cows and offerings have been small all spring. This would go to show that farmers are increasing their dairies. Quite a few carloads of Ontario cows have been brought in and sold on this market. In pure-bred stock, Western breeders report an excellent trade all spring. A percentage of this stock has been sold to incoming settlers, particularly Americans, but the bulk of the trade has been with Manitoba farmers seeking to improve their herds.

The demand for mutton is stimulating interest in sheep-raising, more particularly in the Northwest Territories. The danger from wolves grows less with each year and the farmers in the Territories are now trying sheep as an adjunct of mixed farming, many of them with marked success. Attention is now devoted exclusively to the mutton sheep of which the supply has never yet been equal to the market, large supplies of Ontario mutton being brought in every year.

With the near prospect of cheap electrical power there is every likelihood that the market for wool will improve, as there is no reason why large mills for the manufacture of the ordinary grades of woollens should not be profitably operated.

The receipts of hogs for the first four months of 1903 show a very decided gain over the corresponding months of last year, and reports from the country indicate that the unusually high prices of last year have had the effect of inducing farmers to breed hogs more largely than they have done for some years. The receipts are still very far below the capacity of the packing houses and prices are very firm and likely to remain so, as the home demand for cured meats will be enormous this season.

DAIRYING.

The season for creameries and cheese factories is just opening and the indications are that there will be a few additional factories for both butter and cheese, and that those already established will receive much greater patronage than ever before. The craze for wheat growing is still too strong in the land for dairying to receive the attention it merits.

RISE IN FARM LAND VALUES.

The increased settlement has made a material but not an undue increase in the value of both wild and cultivated lands. Roughly speaking the advance has been from 33 to 50 per cent. Wild lands which a year ago sold for $3 per acre, now sell for $5 and $6. Immigration and colonization companies that bought large tracts of wild lands and are now colonizing the same, are making about that turnover on their investment. This applies mainly to large tracts of land in the Northwest Territories. In Manitoba generally the advance in farm lands is from $2 to $3 per acre; for lands in the Red River Valley the advance has been rather greater. Farms that last year could have been bought for $10 per acre now bring $15. The advance came suddenly, and that is why it is apt to be considered excessive, but it is legitimate and healthy; any man purchasing a wild farm at $5 or a cultivated farm at $15 per acre in the West, has made a safe investment, and one that with any kind of reasonable management will return a heavy profit on the amount invested.

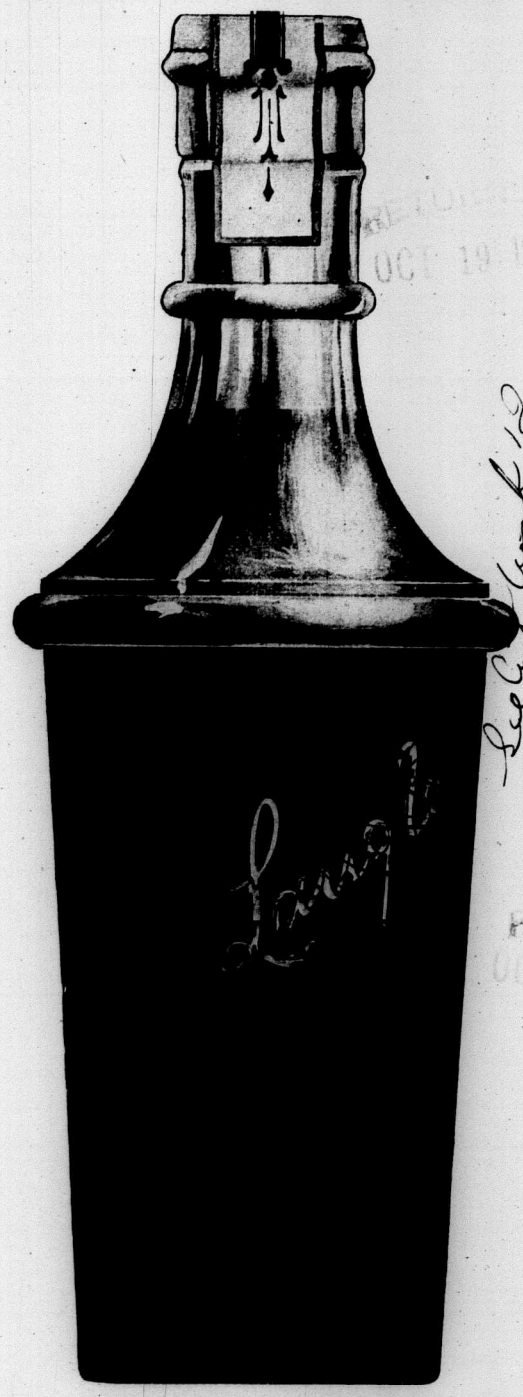
THE PROGRESS OF WINNIPEG.

The general advance of the West has meant a great deal to the "Gateway City," and her growth and development is beginning to keep pace with the faith of those who have breasted all the difficulties of the past 20 years, since the famous boom of 1882 broke and left many wrecks. There are not wanting those who wag their heads and say we are heading for another boom, but the level heads are satisfied that the present growth is sound and legitimate.

In city property the advance in values for the year has been, roughly speaking, 50 to 100 per cent., according to locality. This sounds big, but is really not a startling advance after all. About four years ago business sites in Winnipeg, as well as property generally, were lower in value than in the little town of Fargo, North Dakota, in fact, real estate in Winnipeg was lower in price than in any city of its size on the whole continent of America. The inflation of the former boom had utterly died out, there had been some bad crops, capital was not seeking investment in Winnipeg, and things were not only down to rock bottom, but they were below it. Men who have watched the trend of affairs for years saw what was coming and urged investment, but in too many cases they urged it on dull ears. Meanwhile the country had steadily but surely been growing, so had the city; little industries had sprung up from time to time, and kept on growing, one demand after another of city life was met. The Dominion Government made strenuous efforts to secure immigration, and the tide of new settlers rose with each year until with the beginning of 1902 the citizens of Winnipeg awoke to realize that the time they had dreamed of, hoped for, and worked hard to bring about, had actually come. While almost everything else had been advancing the price of city property had remained almost stationary or had advanced only to a very limited extent. Among the immigrants that came in 1900 and 1901 were many Americans, and one of their first moves was to invest in city

Canada's Ideal "Worcestershire Sauce."

This sauce, which stands superior to all other sauces on the market, is made from an ancient receipt much in use and greatly appreciated by the aristocracy of Great Britain. We are the only manufacturers in Canada, having been favored by the special permission of the late Dr. Langley, Malvern, England.



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Lees & Langley's Worcestershire Sauce is a delightful, piquant relish, possessing a rich, full flavor of particularly stimulating stomachic properties and a potent aid to digestion.

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real estate. This set the ball rolling, and many people for the first time realized that after all the amount of property to be purchased on Main street had its limits and a good many exchanges took place. Up to date the highest price paid for Main street property, where the buildings were of no value, was $1,500 per foot for the site of the new bank of B. N. A. This is in the very heart of the city and admittedly one of the most desirable sites in the town. There is no class of property that has received so much attention during the past year as warehouse sites. The increasing of track facilities has materially increased the desirable warehouse sites, and has, of course, added greatly to their value. A large number of sites have been acquired by firms who intend to build either this year or next, or within the near future, and have bought to insure a desirable location and before prices advance too far. A number of warehouse sites have also been bought for speculative purposes, and it is among the possibilities that a few of these have been bought too high. That is, they have not been too high for the class of business they are suitable to carry, but the increase of warehouse building may not be quite so rapid as anticipated, and in that way speculators might have to wait longer for a turnover of their money. The expansion of the city has led to the laying out of

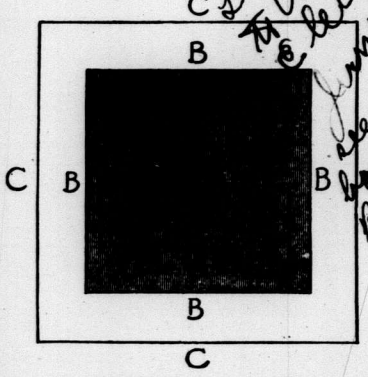
NEW SUBURBS.

and this has advanced the price of acre properties 50 per cent. In residential property the advance in values is perhaps the most marked. In the Hudson Bay reserve, west to Colony street, up to a year ago lots ranged from $1,200 to $1,500 per lot in that section of the city; nothing desirable could now be bought for less than $1,800, and many of them have sold for $2,000 and $2,500. West of Colony the advance in values has been very noticeable, because prior to 1902 there was really no sale for property in that neighborhood. In the southwest, middle west and north end residential sections, there has not been any very large amount of speculative buying, as the great bulk of the lots sold have been for residential purposes. This is very especially so in reference to the middle west and north end. Where speculative buying in house lots has been most marked is in Fort Rouge. The reason why present advances alarm some timid souls is that the advance that should have been spread over the previous four years has all been packed into less than 18 months. The formation of a land exchange, which was completed last week, and in which all the large land offices are included, will be a healthy check on the curbstone brokers, whose business in life is to go from place to place trying to stir up a boom.

BUILDING.

The activity in building is tremendous, in fact, if we are to have roofs to cover new comers, there is no time to lose, and the Winnipeg contractor is a past master at the art of making the most of the time and material at his disposal. The building inspector's office shows permits for nearly three times the number of buildings for which permits had been granted at the same date last year. The Union Bank are erecting a seven-storey building, the B.N.A. bank a five storey, Stobart, Sons & Co., a five-storey warehouse, 99 x 132; Campbell Bros. & Wilson, grocery warehouse, four-storey building, 98 x 142; Strang & Co., grocers, three-storey warehouse, 30 x 120; Bole Drug Co., four storeys, 50 x 78; Greenshields Limited, of Montreal, six storeys, 75 x 100; Foley, Lock & Larsen, grocers, five storeys, 100 x 100; Alex. Macdonald & Co., grocers, an addition, 50 x 120; Dingle & Stewart, commission men, three-storey building; Marshall Wells, large stone and brick warehouse; Stephens & Co., paints and oils, large addition; Gault Bros., dry goods, 52-ft. addition and two storeys over the whole. Almost every jobbing house that did not build new buildings or enlarge last year is doing so this year. There are five new churches under construction, varying in value from $20,000 to $50,000; two large apartment blocks are well under way; a number of retail stores, laundries and track warehouses are under contract, and as for houses, one contractor has contracts signed for the erection of 25 solid brick houses, all of which are being erected as homes by the owners. The only thing that will retard building this season is the possible lack of material.

A LITTLE BLACK SPOT.



C. Land of Manitoba, Assiniboia, Alberta and Saskatchewan, 270,000,000 acres.

B. Land good for farming, 135,000,000 acres.

A. Land under cultivation, 4,000,000 acres.

The above illustration tells more convincingly than would many columns of letter-press why the eyes of the land-hungry all over the world are turned to the Canadian west. The illustration is from a newly-issued history of Manitoba and the Northwest Territories, the author being D. M. Duncan, M.A., of Winnipeg Collegiate, and the publishers The Gage Co. The black centre of cultivated land is but a dot on the great expanse of land suitable for tillage. From that little black dot over 100,000,000 bushes of various sorts of grain were reaped last year. What will the harvest be when the whole area comes under the plough?

IMPLEMENT TRADE.

The implement trade for spring is 50 per cent. greater than for the same period last year, indeed, some houses report that they have already done more business than they did up to the end of September last year. The trade has been heaviest in plows, harrows, wagons, seeders and drills.

THE IRON INDUSTRIES.

About 250 men are now employed in the various foundries and shops for the manufacture of boilers, engines, structural iron work and the like. The Vulcan Iron Works stands at the head of the list as the pioneer institution in this line and the one employing the largest number of men, they having 100 now at work. They are preparing to erect an additional foundry this year that will more than double their capacity. This firm does a large trade in the construction of boilers, elevator and mill machinery and railway ironwork of all kinds.

The Northern Iron Works have a very large foundry and machine shop. The firm only started some three years ago and have had to enlarge their premises some three times and are this year adding another large building to their equipment. They employ an average of 30 men and have capacity for handling work of very large size.

The Stuart Machinery Company are extending and enlarging their premises and they have orders for months ahead for mill machinery of many kinds. They make a specialty of work in connection with electrical appliances. The number of their employes varies, but they are now employing some 25 hands.

Peterson Bros. have a large machine shop on Aberdeen avenue and in common are extending their premises this season.

The Manitoba Iron Works Company are pushing the erection of their new buildings as fast as possible and will, when completed, employ 50 men. Their new building will be over 260 ft. in length and with every modern appliance for the manufacture of structural iron, mill and elevator machinery.

The Winnipeg Iron Works Company also has its full complement of men and is pushing business. There is no better indication of the growth of such industries than the fact that in former winters it was the practice to close down for nearly the whole month of February, but during the months just past all the iron works ran at full capacity and even then were not able to keep abreast of their orders.

It will be seen from the foregoing very incomplete sketch that the term "Western progress" is significant. There will be set-backs from time to time, no doubt; mistakes and failures, but the West is going to go ahead, and it should be a matter of pride and glory to every part of the Dominion and, indeed, to the Empire, for prosperity here means enlarged markets for all eastern and British manufactures. There should be no feeling of antagonism in the other provinces towards the West. In a big family the older brothers and sisters are proud of the achievements of the baby, and, after all, Manitoba and the Territories are the twin babes of the Dominion, and as healthy and precocious a pair as proud parent or fond brothers and sisters ever gazed upon.

E. C. H.

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NORVAL, ONT.

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FROM ONTARIO AND MANITOBA WHEAT
Feed, Seeds and Grain.

LANCASTER MILLS.

3
See Cut
Book 17
Page 26

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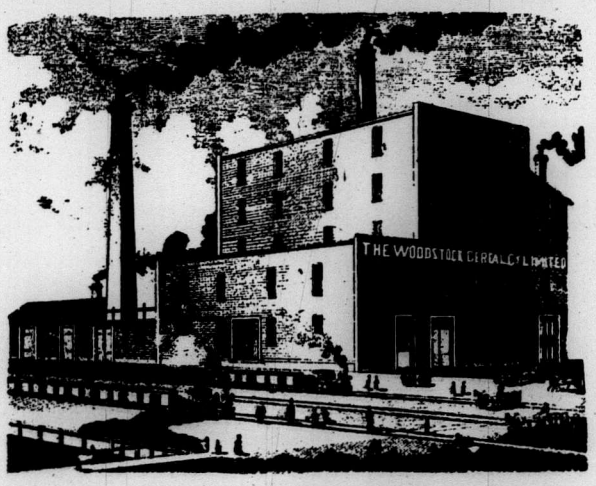

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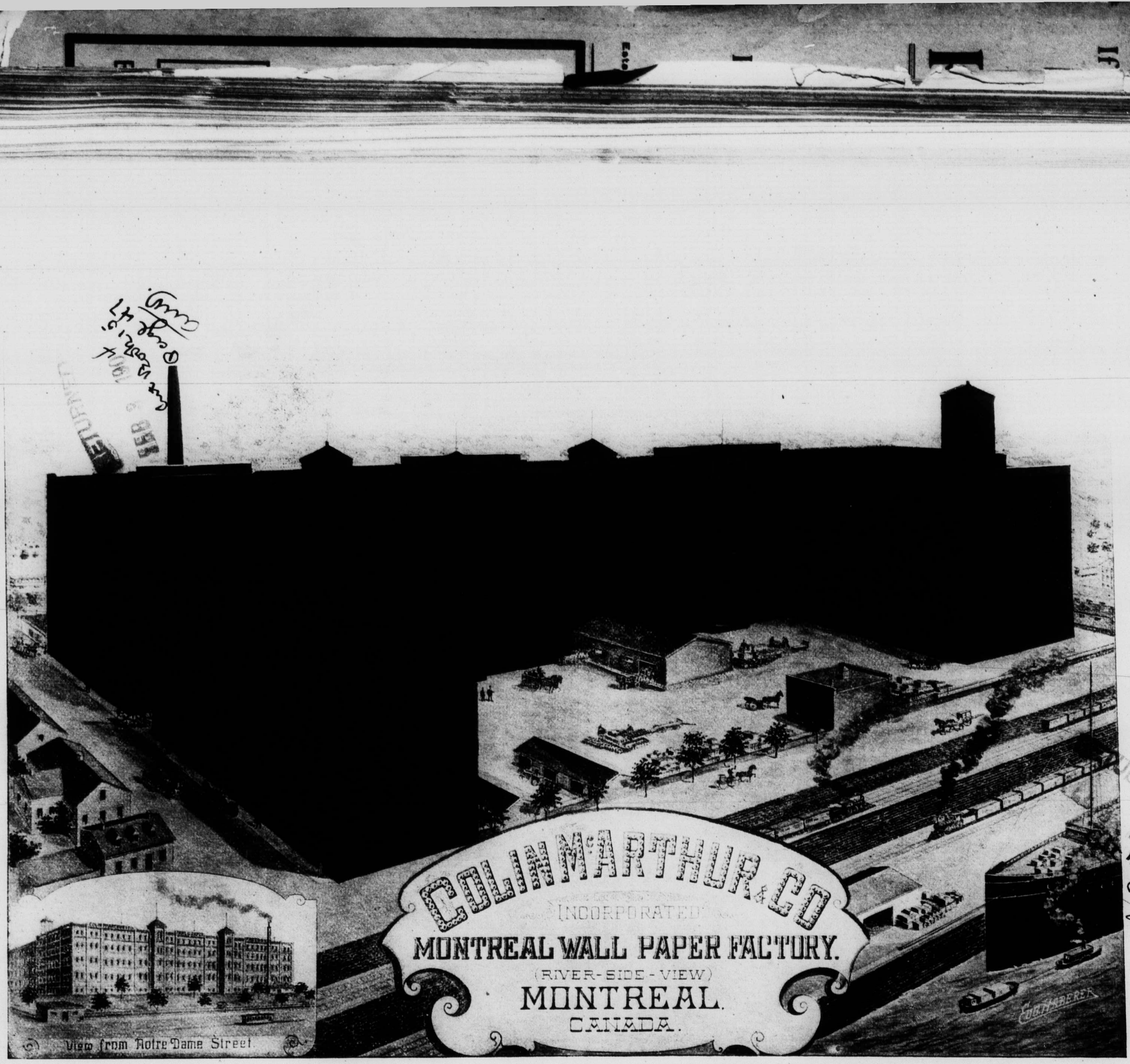
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(RIVER-SIDE-VIEW)
MONTREAL.
CANADA.
View from Notre Dame Street

CANADA'S EXPORT TRADE IN LIQUORS

THE export trade in liquors does not show so great an increase in the last five years as Canadian distillers and brewers would like to see. The total exports in 1897 were 230,562 gallons, valued at $484,192 ; in 1902 total exports were 245,906 gallons, valued at $571,791.

The value of Canada's whisky exports is greater than that of any other kind of liquor. In 1897 it was $444,756, and in 1902, $462,217.

The following table shows a comparison of the exports for 1902 and 1897 :

Kinds of Liquors.	Exports for 1897. Quantity.	Value.	Exports for 1902. Quantity.	Value.
	Gals.	$	Gals.	$
Ale and beer	16,294	8,222	11,881	11,310
Brandy	1,789	4,098	3,165	8,996
Gin	12,562	4,742	9,057	11,498
Rum	35,358	4,954	7,297	2,288
Whisky	155,902	444,756	163,833	462,217
Wines	5,181	8,733	13,454	44,429
Other spirits, n.e.s.	3,476	8,687	37,219	31,053
	230,562	484,192	245,906	571,791

It is the great aim of the distillers and brewers to increase this export trade. They are at present paying special attention to the proposition ; they are taking advantage of every opportunity to increase the exports to countries already getting liquors from Canada, and also to work up a new trade with other countries.

By far the greater amount of liquors exported goes to the United States ; nearly all gin goes there, and about ten-elevenths of the ale and beer ; United States also receives a very large proportion of the brandy and whisky exported.

Whisky is the most widely distributed of all the exports ; it goes to 33 different countries, and thus finds its way into every part of the world.

Some of Canada's large brewers and distillers have written their names pretty high up in the successful list. Their products have gained renown in many cities and many countries ; prizes have been won at nearly all the great exhibitions of the world. Medals were awarded to Canadian brewers at Sydney, Australia, in 1877 ; at Paris, France, in 1891 ; Chicago World's Fair, in 1893, and at San Francisco, in 1894, not to mention numerous medals and diplomas from places of lesser importance.

With this firm basis Canada should, by using energetic efforts, be able to greatly increase her foreign trade in liquors in years to come ; but, of course, it will take time and experience as well as strenuous efforts.

SIR THOMAS ROBERT DEWAR, Kt., M.P.

EVERY connoiseur of whisky has a personal knowledge of Dewar's whisky ; every man, woman and child has seen the advertisements of this beverage on the bill boards. But few know anything about the present managing director of this great firm.

Sir Thomas Robert Dewar, the present manager, was born at Perth, Scotland, in 1864, is a son of the late John Dewar, and was educated at Perth and Edinburgh before setting out to seek his fortune. In his twenties he was sent to London to establish a branch of his father's house. In spite of his youth and the up-hill fight necessary to introduce an unknown whisky, Sir Thomas soon built up a good connection and then established branches all over the British Empire.

His name is well-known in other lines than in his business, as he has held the presidency of the Licensed Victuallers Protective Society, has served on the London County Council, has been sheriff of London, and Conservative member for St. George's Tower Hamlets and in addition has travelled over almost the whole world and written one or two books. He owns famous horses, is a well-known "coach," a splendid shot, and indeed an all-round sportsman.

In appearance he is a decidedly handsome man, wearing both beard and moustache and has the reputation of being one of the best-dressed men in the House of Commons. In spite of his extensive travels he is very modest about them and although his book "A Ramble Round the Globe" is fairly well-known, he confines his observations on foreign lands within its covers. Sir Thomas is such an inveterate traveller that he has not taken the trouble to join the Travellers' Club.

A MODERN WALL PAPER FACTORY.

ON the opposite page our readers will find an exact representation of the wall paper factory of Messrs. Colin McArthur & Co., Montreal, Canada.

The business was commenced in 1878, and has been marked by a constant growth from the beginning ; the factory is fully equipped, properly officered, carefully managed and thoroughly appreciated by the many thousands of customers who depend upon it for their supplies of up-to-date wall papers.

This season will show no diminution of pains-taking energy to produce a line of goods that shall exceed all previous efforts.

This firm hold to the principle that "Advance" must be the watchword of any business that aims to be progressive ; and that the firm that fails to be progressive, must fall behind ; therefore their undeviating rule is to consult the best artists, and the highest authorities on fine art designing as it relates to all wall decoration, and so to shape, modify, and adapt such ideas to practical ends that their ever increasing trade will continually be satisfactory to their customers, and to themselves.

They will, this season, show an elegant line of art nouveau, Bagdad tapestries, Empress Josephine's French stripes, all in great variety of colorings; these in addition to the regular line of varnish golds ; (Colin McArthur & Co. are the only firm in Canada that produces varnish golds) ingrains, with a magnificent line of beautifully colored friezes in all shades to match every color in ingrain ; liquid golds, silks, two tone effects, white blanks, glimmers and cheap goods.

All through the line the one important feature of quality, which has always marked the productions of this firm, continues to hold a prominent place.

To those who have previously dealt with this firm there is no need to recommend anything as to future transactions, but to those who have not heretofore had any business connection with them, we will just say that they state most positively, as to their trade, that they are the largest colonial wall paper exporters under the British flag, and this claim has never been contested.

Their representatives across the seas, who carry full lines of samples of these beautiful goods, are : Messrs. Moffatt, Hutchins & Co., 24 Wale street, Cape Town, S.A.; J. F. Connelly, 24 Fort street, Auckland, New Zealand ; Wm. McLean, 317 Flinders lane, Melbourne, Australia ; G. H. Adams & Co., 129 York street, Sydney, Australia ; W. P. Wicksteed & Co., Pirie street, Adelaide, Australia ; D. Henderson & Co., Kingston, Jamaica.

Graham's

Jams, Jellies

—AND—

Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

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HORSE SHOE BRAND OF SALMON

For over twenty years this has been the leading Brand on the Canadian Market. The greatest care is taken to pack "Freshly Caught Salmon;" the latest Improved Machinery is used and every attention paid to Cleanliness. Quality is unexcelled, every tin being guaranteed.

For sale by all leading Grocers throughout the Dominion.

"MEPHISTO BRAND"

Registered.

CANNED SMELTS

Smelts in Spices, in Mustard, in Tomato Sauce. Packed in ¼ and ½-lb. tins. This is the newest and best flavored of canned fish. We control the Duff Process by patents.

The fish are packed by experienced help, in one of the most modern factories in Canada. Cleanliness is the most important factor with us, and we aim to make the goods high-class and suitable for the best trade.

We claim to be the only packers of canned smelts, using the large fish, on the Continent. Sold only to the Wholesale trade.

Prices for Immediate and Fall Delivery given on application.

Agents in Toronto and Montreal, Can., Liverpool and London, England,
Boston and New York, U. S. A.

FRED. MAGEE, - Port Elgin, New Brunswick, Canada.

Canada's Exports of Canned Fruits

As might be expected in a country which consumes the great bulk of its fruit crop and in which the crop varies greatly from year to year, Canada's export canned fruit trade is remarkable for its fluctuations, for the remarkable growth of some years and the equally notable decrease in others.

Like all our exports of food products, the bulk of the canned fruit sent out of the country goes to the English market. In the nine months ending March this year Canada exported canned and preserved fruit to the value of $370,000, of which $340,632 went to Great Britain, $13,511 to the United States, $9,537 to British Africa, and $6,322 to other countries. It is, therefore, the British market that is studied with greatest care and concern by the Canadian canner.

Canada has not, as yet, won as firm a footing in the British canned fruit market as her climate, the quality of her fruit and her position should warrant. California is much further removed from this market, yet that fruit district has secured a stronger hold of the British market than has the Canadian product. Yet it is not because of superior merit.

"There is no doubt," writes a prominent authority on the subject, "That for handsome appearance the fruit of California is unapproachable. Ontario cannot hope to compete with them in that respect. But just here the law of compensation steps in and what Canadian fruits lack in size, they more than make up in quality and lusciousness and after all, it is the quality of the fruit we eat, not its external beauty that commends it to us.

"California has many advantages which its energetic inhabitants have not been slow to make use of and perhaps none more so than in the canning of fruits. But there is no reason that Canadians, by exercising the same careful watchfulness over the quality of the fruit packed, should not fully hold their own in this line.

"It is a well-known fact that fruit grown near the frost line is finer flavored than the same fruit grown in semi-tropical climates. The finest oranges come from the high lands where the scorching rays of the sun are tempered enough to allow the fruit to come to its full maturity without being unduly forced. Exactly the same argument applies to Canadian-grown fruits, only it is our northern situation, not our altitude that brings about the desired result, giving our fruits their excellent flavor.

"It rests with the individual Canadian canner, then, what the ultimate product is to be, that is to say, it rests with the canners whether they make them poor or good."

There has been, it is true, the criticism that some Canadian packers have made Great Britain a dumping ground of their inferior goods. It is a fact, on the other hand, that some Canadian packers have watched with jealous care their British trade and have won a good reputation there.

The figures for the past fourteen years show that notwithstanding the fluctuations there has been a growth which, if continued, will make the export of canned fruits an item worthy of much attention. The figures are :

1890	$30,851	1897	$141,934
1891	30,772	1898	159,778
1892	62,140	1899	293,589
1893	47,057	1900	329,405
1894	22,369	1901	181,438
1895	109,122	1902	142,972
1896	86,757	1903*	370,003

*Nine months, ending March 31.

The influence likely to be exerted by the recently organized combination of canning interests on our export trade is much debated. According to the authority quoted above: "Good cannot help but come from this amalgamation. There are three great advantages which cannot fail to impress us. First, and perhaps the most important, will be the quality of the products of our factories and the uniform standard to be set by the Board of Directors of the Syndicate. This can be done now, for all the factories are to be under the direct control of a general manager whose duty it will be to see that the work is carried on properly, and, above all, in a most cleanly manner and by approved methods. It is only by such a personal supervision that uniformity can be obtained and its direct result on the export trade must soon make itself felt.

"Then, again, another factor for good will be to arrange for the distribution of goods in such a manner that the consuming public will get the best possible value for their money, and the canners firmly believe that with their combined advantages, they can give better goods for less money than by working individually.

"An important saving will be effected in purchases as well as in the selling departments. Supplies will be bought in large blocks that cannot fail to bring lower prices.

"In short, I am firmly convinced that the combined efforts of the canners, honestly and faithfully performed, will be beneficial to themselves and to the consuming public."

CANADA'S CANNED MEAT TRADE.

"HOW is it that Canada has not built up a meat canning industry of proportions to compare with those of United States centres, Chicago for instance?" asked a representative of THE CANADIAN GROCER of Dr. Smale, of The Wm. Davies Co., Limited, Toronto.

"I can answer readily for Toronto," was the reply. "In the first place it must be remembered that the chief article in this line is corned beef. Then one must understand the conditions in the various large markets. In Chicago there are constantly offered on that market a fair proportion of inferior cattle, which, as you can see by the daily Chicago market quotations, are sold on the hoof at 1½ to 2c. per lb. These cheap animals are handled in the most economical manner by the large plants in Chicago, the result being a product, corned beef, manufactured at the lowest possible cost."

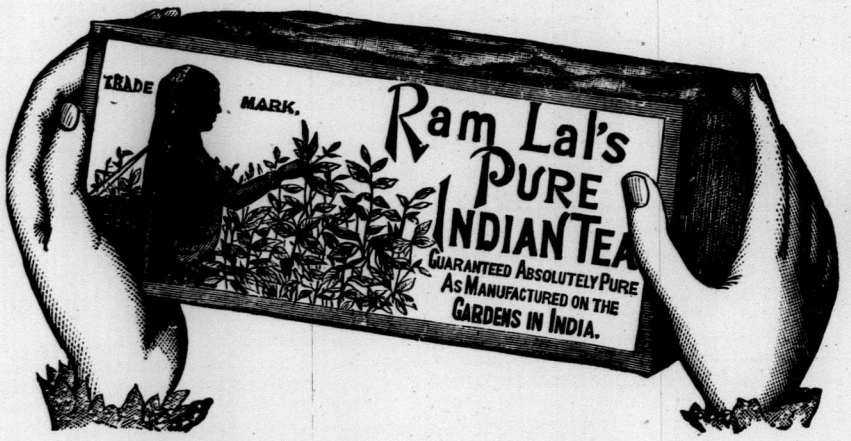
"Are conditions materially different in Canada?"

"Compare Toronto with Chicago. Here our farmers, when they have poor cattle to market, fatten them up hastily, and bring them to a condition which makes them worth from 3 to 3½c. per lb. True, the quality is superior, both in the live animal and in the canned product."

"Can you get better prices on account of the superior quality?"

"No; you see, the majority of people who buy corned beef buy it solely because of its price, because it is cheaper than

HAVE YOU CAUGHT



ON?

Should you feel that you require
Something potent to inspire,
Don't go drinking liquids risky,
Cocktails—either gin or whisky—
But imbibe that rich infusion,
Which can never cause confusion,

When depressed by care and worry—
When excited—in a hurry—
When you feel that you are hot,
Or you think that you are not;
Know you what can best console?
Fill yourself a flowing bowl of

Ram Lal's Tea

Some of Nectar and its glories,
Tell us in their ancient stories;
But the Gods of old, they knew not
What the joy is of that brew hot
Unsurpassed of all the drinks,
Fragrant essence, so methinks is

Ram Lal's Tea

This tea is blended from carefully selected growths of various districts in India.
Three qualities are packed, viz :—Fine Quality (Buff Label).
Extra " (Lavender Label).
Choicest " (Green Label).

Agents in Canada,

JAMES TURNER & CO., Hamilton
ROSE & LAFLAMME, Montreal

fresh meat. To them quality does not appeal as it does to the average purchaser of fresh meat. We do get a preference because our goods are of superior merit, yet that preference does not ensure us higher prices. The consequence is that Toronto packers cannot hope to build up a market in Great Britain, unless conditions change materially."

"How about the home market?"

"It is, you see, well protected by a duty of 2c. per lb. I should point out, too, that our methods of canning are different to the Chicago procedure. We use certain parts of the carcass in our retail stores, canning the remainder. So our canned meats are practically a by-product, too big to be neglected and important enough to be considered an industry on its own merits."

"Are conditions the same in other Canadian centres?"

"Hardly. In Montreal they are continually offering large numbers of dairy cows and scrub bulls, which sell to within ½c. of the low Chicago prices. These make the raw material upon which Montreal packers can compete in Great Britain to some degree of satisfaction with the United States centres. Yet, as the number of such cattle offering in Montreal is limited, the extent of the canning industry is bound to be limited."

"Do you not look forward to the development of a large meat canning industry in Canada?"

"Not in Toronto; not probably in Montreal; possibly at Calgary or some point in the west. But that will not be for many days to come, as the Canadian west does not produce enough cattle of the right sort and at the right price to make the business a profitable venture. Yet, who can tell what will happen during the next ten years in the Canadian west?"

"How about other meats, such as lunch tongues, pigs' feet, etc.?"

"The amount of this business is small compared with beef canning, yet it is growing at a pleasing rate. The remarkable growth of our bacon trade has created a steadily increasing surplus of pigs' feet, tongues, tenderloins, etc. These we must distribute in some way, and we find canning them to be the most satisfactory with a large proportion of them. In these lines we have little difficulty in finding a market either at home or abroad. There is every reason to believe this trade will grow as the production of hogs increases throughout the country. Practically the same remarks apply to the canning of ox tongues, brawn, hocks, jellied veal and veal loaf. There are by-products in all centres, and we can always sell our output of them at satisfactory prices."

BUTCHERS TO CLOSE EARLIER.

AT the request of fully two-thirds of the retail butchers of Toronto, F. C. Letts, secretary of the Toronto District Trades and Labor Union and business agent of the Butchers' Union, sent out a circular to all the retail butchers of Toronto, calling a meeting on the evening of May 13, in the Temple Building, for the purpose of deciding on a uniform hour of closing all butcher shops in Toronto.

The meeting was held, Secretary Letts occupying the chair. In his opening address the chairman, after stating the object of the calling of the meeting, said that, in case of the meeting coming to some decision on the matter, it would be advisable to have the new rule go into effect two weeks from the date of the meeting, which would give time for making all necessary arrangements. In order to help the butchers in making early closing a success, Mr. Letts said that the matter would be brought up at a meeting of the Toronto District Trades and Labor Union on the 14th instant, when the members of the Union would be requested not to call on their butcher after the hour agreed upon.

"In the case of grocers selling meats," said Mr. Lett, "They will find it to their advantage to sign an agreement not to sell any meat after the butchers' closing hour. We could hardly expect them to close their whole store."

Should some of the butchers refuse to close at the time agreed on at the meeting, Mr. Letts requested that he be notified, and promised that he would call on those hutchers and show them that, under the circumstances, it would be better for them to close their stores. In closing his address he remarked that he had canvassed 75 per cent. of the butchers in Toronto, and that he had found nearly all favored 7 o'clock closing, although some 15 or 20 wished the closing hour to be 6.

The meeting was then open for the butchers to express their opinion. Nearly all present did so in favor of 7 o'clock as the closing hour, although a few thought that 6 would be better. It was moved by Mr. Skelley and seconded by Mr. Durie, that all retail butcher shops in Toronto close at 7 o'clock in the evening, all the year round, except on Saturdays and the day before a legal holiday; and that the measure should come into effect two weeks from May 13. The motion was carried unanimously.

In his closing address Mr. Letts urged that all butchers present do everything in their power to make the scheme a success. He promised that within two or three days cards, to be hung up in the retail stores, notifying the trade of the decision arrived at, should be mailed to all Toronto butchers.

SECRETARIES OF RETAIL GROCERS.

A subscriber of THE CANADIAN GROCER is anxious to secure the names of the secretaries of retail grocers' associations in Canada. Will secretaries, therefore, kindly send their names and addresses to this paper?

TRADING BETWEEN WEST AND EAST.

The following statement was made to The Halifax Chronicle by J. J. Wallace, general freight agent of the I. C. R.: "Eastern Canada has for many years received from Quebec and Ontario and the West manufactures far in excess of the amount shipped to them, and a few years ago the I. C. R. would consider itself lucky if it returned 25 per cent. of the cars loaded which found their way into the Maritime Provinces. But it is somewhat different now. Last season all the available cars were sent back to Montreal loaded, and, moreover, we were compelled to send about 70 stock cars loaded with coal, etc."

WEDGWOOD AND ETRUSCAN WARE.

Among the many beautiful lines seen in their large showrooms, Nerlich & Co. have devoted a prominent position to the display of "Wedgwood" Jasper ware and Etruscan art ware. Both are extremely artistic in coloring and design, and as decorative wares are worthy of a place in any house.

The Jasper ware consists of a deep blue body with white embossed designs, and the contrast of color combined with the fidelity observed in the figures of the patterns makes this ware a very attractive piece of crockery. Teapots, jugs of different shapes, sugar bowls, flower pots, cups and saucers, candlesticks, ash trays and toothpick holders are among the varieties of form this dish takes.

The Etruscan ware is much the same as to shape and design, but the body is of a rich olive green with buff trimmings, and the figures in white embossed work. Cream jugs, teapots, sugar bowls, jardinieres, tobacco jars, marmalade jars, loving cups, etc., all look well in this ware. The work on it is finer than on the Jasper ware, and the price is very much more expensive.

THE CANADIAN PRESERVED BUTTER CO., Limited

58 Wellington Street,

Montreal, - Canada.

Manufacturers and Exporters of...

PRESERVED BUTTER

Packed in Tins and Glass Jars.

STERILIZED BUTTER

Specially prepared for tropical countries and packed in patented seamless cans.

All butter packed by our special vacuum process will keep in warm climates, as our extensive shipments have already proved.

Cable Address, "Tinbutter, Montreal."
Lieber's and Private Codes.

CORRESPONDENCE SOLICITED.

Dominion Brand Condensed Milk

(Sweetened)

Noted for purity of flavor and general quality. A popular brand and a sure seller. A Canadian product prepared from the finest selected fresh milk.

Entirely free from adulteration.

SAMPLES ON APPLICATION.
TRADE ORDERS SOLICITED.

Selling Agents in Canada

CITY DAIRY CO., Limited, TORONTO.
JOS. E. HUXLEY, WINNIPEG.
THE BAKER, LEESON CO, Limited, VANCOUVER.

FIRST IN CANADA.

The Truro Condensed Milk & Canning Co.

as used in Oct 30 1903 LIMITED

TRURO, NOVA SCOTIA

First to establish and operate a Condensed Milk and Cream Plant in Canada.

For twenty years we have been manufacturing these reliable goods, now recognized as **STANDARDS,** and our constantly increasing number of customers assure us that we have won a reputation for the special excellence of our products. Our new factory at Huntingdon has been completed, and we are now better prepared than ever to serve the trade.

Factories at Truro, N.S., and Huntingdon, Que.

AGENTS IN CANADA—Grant, Oxley & Co., Halifax; W. G. A. Lambe & Co., Toronto; F. H. Tippet & Co., St. John; J. H. Herring, Hamilton; J. Winfield, Quebec; E. Nicholson, Winnipeg, for Manitoba and N.W. Territories; J. A. Taylor, Montreal; Martin & Robertson, Vancouver and Victoria, for British Columbia and Yukon.

St. John and New Brunswick as a Summer Resort

ST. JOHN, the City of the Loyalists and the Gateway of the Maritime Provinces; resting and crowning the many hills which command the Harbor of St. John and surround the narrow gorge of the famous Reversing Falls.

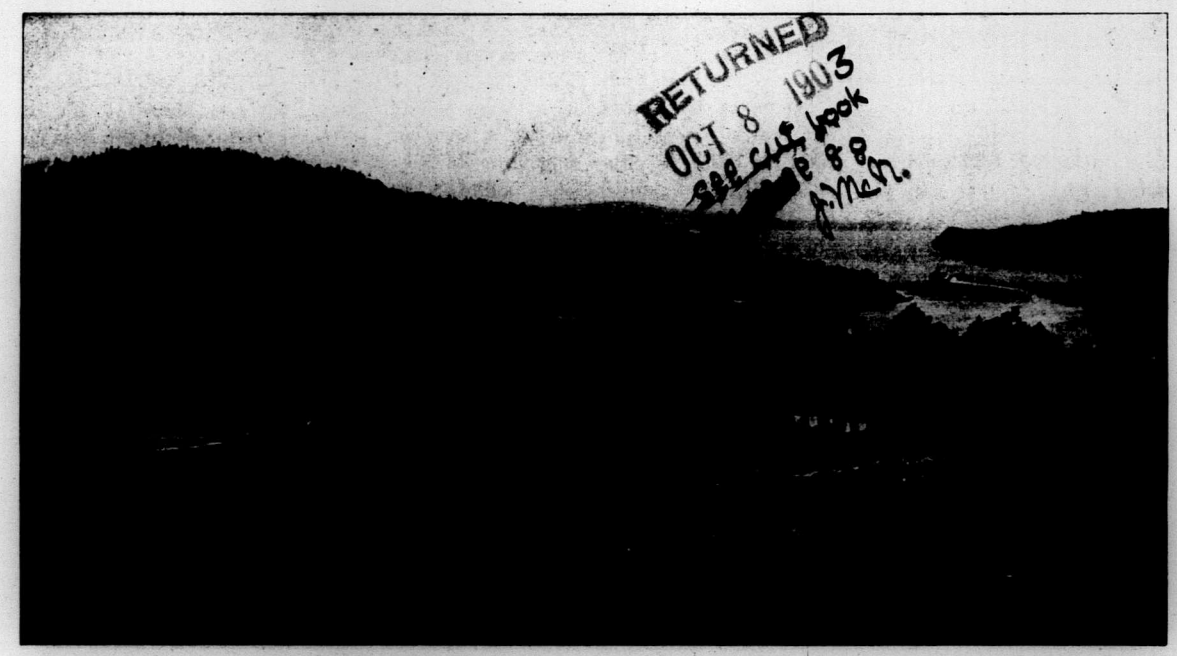
The city is easily reached from Upper Canada and United States, and once reached, side trips are easily arranged for Nova Scotia, Prince Edward Island and the inland towns through the province. Montreal is 480 miles distant and the tourist from Canada has a choice of routes, both covering a wealth of beautiful country. The Canadian Pacific traverses the best hunting grounds in eastern America, and finally runs for miles along the River St. John,—the "Rhine of America";—while the Intercolonial passes along the beautiful St. Lawrence through Quebec into the famous Metapedia Valley and the Restigouche country, so well known for its salmon and trout fishing, on through well-wooded country with bits of lake and river until finally the Kennebecasis glides majestically by and St. John is reached. Such are the routes of approach.

St. John is a treasure house of delightful surprises to the tourist and visitor. No city in the northern part of the continent has a more delightful summer climate; none more perfect sanitary conditions. The mercury rarely climbs high into the eighties, and the daily average for July and August is close to seventy degrees. Salt-laden breezes from the Bay of Fundy temper the heat of the noonday sun, making every hour available for outdoor enjoyment. Twice every day the great tide rolls in and out of the harbor, changing the air; sweeping out to sea the vitiated atmosphere and replacing it with the purest possible article.

The hotels are first class in every particular, and their charges are moderate. Under such conditions it is no wonder the glow of health soon mantles the cheek of the enervated visitor from the heated cities and towns of the neighboring Republic and our own Canadian provinces, and to him ere long, sight-seeing becomes a pleasure indeed, and hill-climbing but gentle exercise.

Days, yes weeks, can be agreeably and profitably spent in and around St. John. There is a wide range to suit every taste. There is the site of Fort la Tour to recall the days when France was a power in the New World. There is a moss-grown martello tower crowning a hill on the western side of the harbor that leads the traveller almost to believe that he is gazing on the southern shore of the Mediterranean, and, in a pretty graveyard in the very heart of the city, are tombstones with quaint epitaphs, marking the last resting places of St. John's mighty men of old, among them some of the Loyalist fathers, whose names have a familiar ring to the student of American Revolutionary history. Relics and tokens of by-gone days abound in the rooms of the Historical Society, and, hard by, the Natural History Society's collections appeal to all lovers of the rare and beautiful in nature. On the western walls of Trinity Church can be seen the royal arms, taken from the Town Hall of Boston when the royal troops evacuated that city. And then there is the harbor, with its great rise and fall of tide, its picturesque beacon, its fishing weirs, its ever-changing panorama of steam and sail, and, at its mouth, Partridge Island, on which blew the first steam fog whistle ever sounded in the world.

But more ancient than the Loyalists and their French predecessors are the "Reversing Falls," a phenomenon that stands alone among the world's cataracts. The narrow gorge at the falls, through which the mighty St. John River finds its way to the harbor, is spanned by two bridges, side by side—types of past and present engineering skill—a suspension bridge erected for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ST. JOHN RIVER AT THE NARROWS NEAR THE CITY.

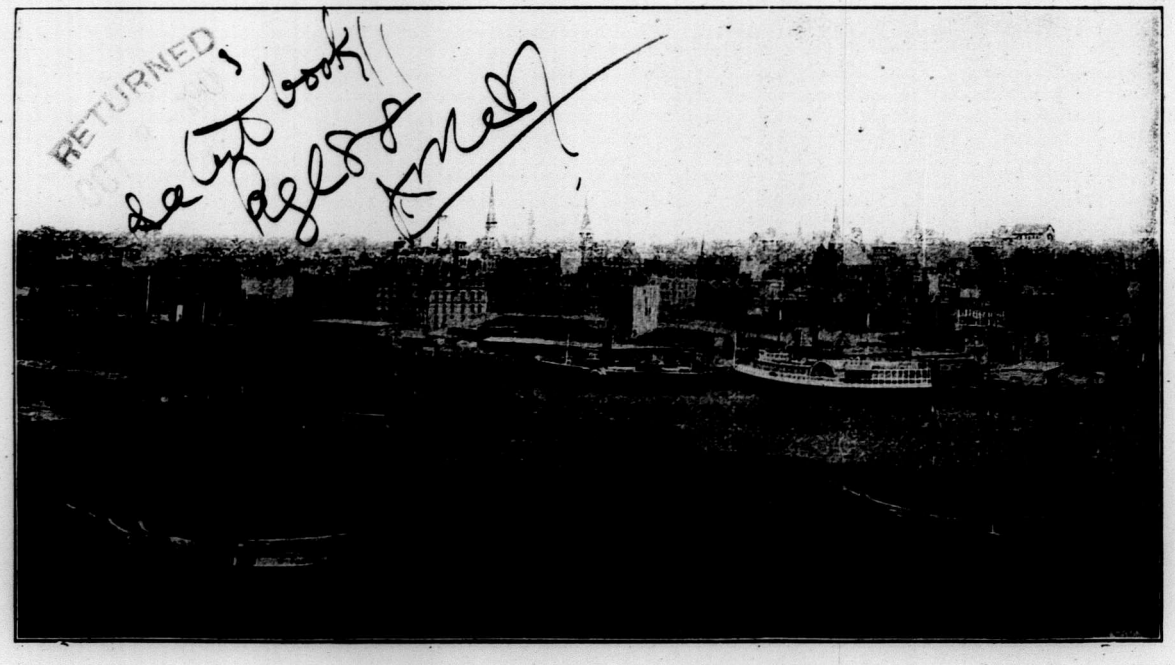
traffic in 1853, and a railway cantilever bridge, the latter the first " through " cantilever bridge ever constructed, all previous structures of the cantilever plan having had the track laid on the upper cords.

The visitor who brings his bicycle enjoys the charming runs which can be made around the suburbs and far into the surrounding country. The drive to Rothesay, the beautiful summer home of many city merchants, skirting along the Kennebecassis River with its many picturesque rocks and bits of grandeur, is one long to be remembered. The numerous yachts under full sail, mark the race course from the Royal Kennebecassis Yacht Club House at Millidgeville.

DULSE GATHERERS NEAR ST. JOHN, IN THE HARBOUR.

The drive to Loch Lomond with a line for the " speckled beauties," a sail on the first lake, 4½ miles long, into the second, which is 3½ miles long, and on into the third, which is 1½ miles long, with a basket of fish and a bunch of white lilies to carry home, is next among the pleasures. The drive out through the Churchlands and back by way of Silver Falls offers a variety and wealth of beautiful scenery of lake, meadow, hill and valley with finally a grand view of the city, harbor and Partridge Island.

Red Head is another convenient drive along the bay shore to the eastern side of the harbor, while the bay shore on the western side is an ideal drive, and no better place can be found on the Atlantic Coast for sea and surf bathing, the sandy beaches and the salt invigorating air serving as a tonic for the visitor from the heated, dusty cities.



A BIT OF HARBOUR FRONT—ST. JOHN, N.B.

The stranger finds the old martello tower the source of great enjoyment, as

IT CAN BE FOUND !

In every Clime !
In every Country !
In use by all classes of people throughout
the wide, wide world.

JAPAN TEA

Holds popular favor among *Rich* and *Poor* alike.
It is guaranteed *pure* and *wholesome.*
Grown in a tea producing country,
Without a rival.

JAPAN TEA

Is sold by Tea Merchants and Grocers in
all parts of the *world.*

THE RIGHT FLAVOR. **Buy It.** *A POPULAR BREW.*

standing on the heights of Lancaster, it frowns a menace to any approach of hostility coming up the bay. A good collection of antiquities have been gathered and are displayed inside.

The old and the new kiss each other in this City by the Sea, and the spirit of the past enfolds in its venerable embrace the genius of the present. Its public buildings, its churches, its stores, its fine private residences, were not built until after the city had been laid in ashes in June, 1877. But there is a halo of romance and a glamor of history about the place that endears it to the seekers after that which is hard to find.

No visitor to the city should omit a sail on the beautiful river that, rising 450 miles distant in the Mejarmette Portage in the highlands of Quebec and Maine, drains 17,000,000 acres of territory and pours its giant flood through a constricted rocky gateway into St. John harbor. The steamers are built expressly for tourist travel and cover the distance to Fredericton, the capital of the province, in five hours. No more diversfied, no more picturesque scenery can be found in America than along the St. John River. At first narrow, the rugged and stern rocks soon disappear, the river broadens out, the hills move back from its shores, islands pop up out of the water at irregular intervals, tributary rivers pour in generous contributions to the flowing tide, and ere Fredericton is made, stretch after stretch of meadow seems to lie on the very river level. At times the St. John broadens out into the proportions of a lake; at others, bisecting islands cut it into two or more comparatively narrow streams, only to reappear again more grand and stately than ever. Its lower stretches are the yachtman's joy. Puffing tugs tow monster rafts of logs to the mills near St. John; sailing vessels, small and large, impart life to its waters, while along the shores well tilled farms and fertile fields proclaim a contented and prosperous people there abide. There are comfortable summer hotels and comfortable farmhouses, where the visitor can rest removed from the bustle and din of the outer world and fish, shoot, boat and bathe to his heart's content. Professor James F. W. Johnson, author of "Notes on North America, Agricultural, Economical and Social," who, by invitation of the Governor and Legislature, spent four months in New Brunswick, says in that work: "I have never seen anything of its kind more beautiful than the banks of the St. John as we passed Maugerville and Sheffield, and approached the mouth of the Oromocto. The river, full to the lip, reflected the light of the Western sun, towards which we were steaming, shadowed on either bank by the American elm, the loveliest of American trees—and beyond the banks broad fields of corn in the full rich green of its unripe growth.

"I have since seen no river scenery in America which has left on my mind a livelier impression than this part of my voyage on the St. John."

At Fredericton the tourist has some hours in which to view its lions, ere, if in a hurry, taking the Canadian Pacific back to St. John, he arrives at his hotel about 10 o'clock the same night. But it will repay the sightseer to stay longer in the capital, drinking in the beauties of the place and its surroundings.

The Canadian Pacific Railway System opens a direct way to the fishing and hunting grounds of the Upper St. John and to the grand falls of the river (280 miles from St. John city), which are only surpassed in Eastern Canada by the Falls of Niagara. At Andover Station the sportsman leaves the cars for the Tobique River, which abound with salmon. In all the St. John's tributary and contiguous lakes above the Grand Falls there is magnificent trout fishing. From St. John the tourist can also, by taking the Intercolonial Railway, reach the great fishing grounds along the northern shore of the province, such rivers as the Nepisiquit, the Charlo, the Jacquet, and the world-famed Restigouche, the Metapedia, etc., and those regions where in season wild geese and trout are found in myriads.

Of short and pleasant trips from St. John there is an endless variety. St. Stephen and the beautiful summer resort of St. Andrew's are easily reached by Canadian Pacific and New Brunswick Southern railways. Moncton, the very spot from which to see that tidal "Bore" rushing up the Petitcodiac River, is 89 miles away by Intercolonial. There are outings on the St. John River and on the Kennebecassis of but a few hours duration, and longer trips up the Grand Lake and the Washademoak. Or, if the visitor seeks to sail the ocean blue, he can take the steamer Prince Rupert to the Land of Evangeline, or the steamer Flushing, to the Rock-girl Grand Manan and Campobelle, or the International Liners to Eastport.

Come, then, to St. John, ye pleasure-seeking dwellers in the heated cities, and be, like immortals, fed with dews and nectar.

RAPIDS ON ST. JOHN RIVER ABOVE THE REVERSIBLE FALLS.

RETURNED MAY 26 1903

RETURNED MAY 26 1903

Crockery and Glassware

China and Lamps.

GOWANS, KENT & CO.

MANUFACTURERS OF

LAMPS AND CUT GLASS

DECORATORS OF

Earthenware, China and Opal.

SEND FOR ILLUSTRATED SHEETS OF NEW LAMPS JUST ISSUED.

3

TORONTO

14-16 Front St. East

Branch at Winnipeg

see cut Book 9 page 2

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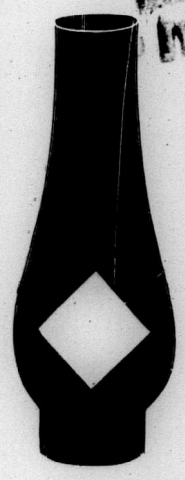
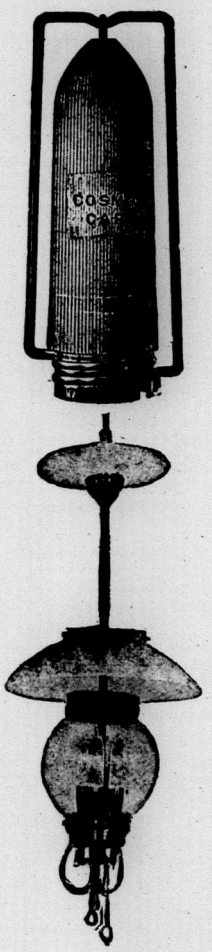


More Light Brings Better Business and Increases Your Bank Account.



THE ROCHESTER LAMP CO. are prepared to fill all your wants for Oil or Gas Lamps, Lamp Glasses, etc., for Store Lighting, Public Halls, Factories, or Dwellings. Nearly every kind of serviceable lamps and accessories carried in stock.

SEND US YOUR ORDERS—WE WILL USE YOU WELL.

RETURNED JUL 10 1903

The Rochester Lamp Co.

24 Front St. West, TORONTO

RETURNED JUL 10 1903

See cut book 10 Page 74 J. McR.

Colonial Produce Wanted

For storage in the storage warehouses of

THE IMPERIAL FOOD SUPPLIES LIMITED.

This Company exists to facilitate the distribution of food products from Canada, Australia, New Zealand and other sources, through a system of

COLD STORAGE DEPOTS IN THE PRINCIPAL TRADE CENTRES OF GREAT BRITAIN.

These depots will be erected for the storage of **chilled or frozen meat, butter, cheese, eggs, fish, fruit, hops, etc.,** under separate refrigerating systems, so as to insure the various degrees of temperature, complete isolation, and a supply of pure, cold, dry air for each product.

The Company is now prepared to receive for storage, all kinds of perishable produce at the commodious Cold Storage Warehouse at Poplar-on-Thames, which, being in direct connection with the leading railways, admits of inexpensive and expeditious distribution to the various depots throughout the provinces, now being erected by the Company. Prompt delivery to the London Produce Markets guaranteed when required.

THE IMPERIAL FOOD SUPPLIES LIMITED is a Cold Storage and Distributing Company only, but are prepared to recommend reliable and experienced agents for realization of Clients' Produce in London or Provincial Branches.

Rates Moderate

IMPERIAL FOOD SUPPLIES LIMITED 16 West Smithfield, E.C., **LONDON, ENG.**

THE REQUIREMENTS OF A CLERK.

By W. L. A.

APART from honesty and uprightness there are four requisites to every successful retail business :—judicious advertising, attractive interior, effective windows and carefully selected clerks, and of these, the question of clerks is not of the least importance. Good advertising will bring customers to the store, thoughtful window displays will allure them inside, neat interiors will predispose them to buy, but the sale itself—the only part which is of vital importance to the merchant—depends upon the clerk to a very large extent. A merchant may have the cleverest advertising man and decorator to be obtained, but if his efforts to please stop there, his business will never prosper as it should.

Fighting for supremacy in the business struggle of to-day with a $50 advertising man and window dresser, and a $6 clerk, is like entering a race with well-developed muscles but no wind. Things look all right, and the first steps rouse the "grand-stand," but when it comes to the home-stretch—the vital part of the affair —certain necessaries, without which the race is lost, are found to be lacking.

I have used the expression "carefully selected clerks," and that adjective was employed advisedly. There is very little hope of producing a successful clerk from a young man, as the raw material, who has none of the attributes so essential to a clerk. The idea that anyone can be a clerk is decidedly erroneous, except in the way that a 15-stone man can be a jockey, but never win any races. There are qualifications born with the good clerk, as there are virtues inherent in the successful business man. A couple of these, that education can have only limited influence on, are good memory and judgment in the treatment of the different kinds of customers.

The advantages of a good memory cannot be overestimated. Nothing pleases a customer so much as a cheerful "good day," accompanied by a look that shows that a clerk recognizes him. A customer who has bought before, enters and asks for a certain article ; the clerk, who really is a clerk, turns to the shelf, takes down the particular brand and grade, or color and size, always used by that customer, and much useless talk and trouble is avoided, and the buyer feels his trade is appreciated sufficiently to keep him before the mind of the merchant. Such questions from the clerk as to how the last purchase suited are always appreciated and accomplish much in retaining a customer.

In the case of goods that are not or cannot be marked, a clerk should not find it necessary to consult his lists or his employer. Nothing nettles a customer more than to see ignorance of prices displayed by the man who is waiting on him. There somehow intrudes the feeling that the business methods in the store are slack, and that the result may be that he will be asked an unfair price. Instances, such as these, might be quoted to any length showing the benefits that accrue from the possession by the clerk of a good memory.

The use of judgment in the treatment of customers is a trait that requires great care, combined with natural talent. Education and experience have much to do with this, but the inherent foundation is of vast importance. As a rule, nowadays, the clerk who has least to say, sells the most. Particularly is this so among the better class of customers. A man of 45, who knows what he wants before he enters a store, will not endure the talk and arguments of a stripling clerk who feels he should push a certain line, or attempt to give unsolicited advice. When requested he should give all the information he can in as few words as possible, and then stop talking. It does not require ten minutes to inform a customer that Vostizza currants are superior to Filiatras, or Japan rice to "B" rice.

Many clerks have a habit of setting their affections for the moment on the article that appears to please the one upon whom they are waiting. This fault is so common, and yet so disastrous in the majority of cases, that it is a wonder that common sense does not accomplish more in its annihilation. The customer who counts, does not have much faith in a clerk, or the firm that employs him, who first expatiates on the virtues of a certain brand, and then, when another brand appears to be fancied, says that, "yes, taking everything into consideration, that brand is the best!" The idea gains hold that that firm is willing to sell and "puff up" anything.

Although, generally speaking, the quiet, reticent clerk, is the more successful, the proper treatment of customers is more of a study in country villages or towns, where the clerk and customer are acquainted in and out of business. In such cases the conduct of the clerk must be governed by the character of the buyer. Many women and a few men relish a chat with the clerk, and family affairs, politics, and the price of wheat, are all subjects for discussion. Familiarity is not resented by such a class, and it is necessary for the clerk to talk much and freely, but even among friends there are not a few who consider business as business, and nothing else. This is the time when the careful clerk has to excercise great judgment ; some he must ask about the baby ; some he must treat only as customers ; some he must let talk, and flatter by listening, while others, he must be prepared to treat as ordinary acquaintances, exchanging a little talk here and there, but attending, nevertheless, to his business. Jokes take with some, gossip with some (although this can and should be avoided as much as possible), politics with some, the passing of the time of day with some, but a friendly silence and strict attention to business with the great majority.

Again, great thoughtfulness must be displayed in the grade of goods shown to the different classes of people who enter. As a rule, the poorer class do not want to be shown the higher-priced goods, and it is an insult to the rich to display cheap, trashy articles. The clerk must size up his customer and act accordingly. Still, in this connection, it is not wise to endeavor to sell at first the cheaper lines to the poorly dressed, as they will resent with vehemence any apparent reflections on their position in society. In such cases, it is well to show a medium grade, and work up or down, according to the taste of the customer. Definite rules cannot be set in dealing with this subject, and it is in this lack of set regulations that the fact appears that a clerk must be born, not made. Judgment in a clerk is as necessary to the success of a business as careful buying, and a good memory as a money backing.

SCALES FOR EXPORT.

The Wilson computing scales have a large sale in foreign countries, as well as in Canada. One leading grocer writes that he has been using the Wilson scales for 30 years and they are as good as the first year, and thinks that their improved chart computing scales with agate and ball bearings are perfection in any grocery store. A large catalogue showing a hundred different styles of scales will be mailed free by addressing C. Wilson & Son, Limited, Toronto, Canada.

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.

THE BRAND THE GUARANTEE OF EXCELLENCE

DAVIES'

Hams
Bacon
Lard
Canned Meats

Before buying elsewhere write us for quotations.

THE WM. DAVIES CO'Y Limited
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE DAIRY INDUSTRY.

THE cheese branch of the Canadian dairy produce industry has had a really remarkable opening this spring. Had any trader predicted last fall that April fodder cheese would sell above 13c. per lb., and that half a million dollars worth of it would be marketed this spring, he would have been set down as a lunatic. Yet this is just what has happened, the fact being substantiated by investigations made during a tour through the leading producing sections in Ontario and Quebec recently. In the former province the output of April in the various districts was :—Cornwall and country adjacent, 7,000 lb.; Brockville, 12,000; Belleville, Campbellford, and Napanee, 18,000; west of Toronto, 20,000; and the Eastern Townships of Quebec, 3,000, or 60,000 boxes for the whole of Canada. The ruling price on these goods was 12½c., so that the turnover of Aprils this year represented $525,000 approximately in cash. This is certainly a very encouraging beginning of the season, especially so when a comparison is made with last spring. In 1902 the output of Aprils was only about 50 per cent. of the above quantity, and the price realized averaged 2c. per lb. less money. In other words, Canadian cheese producers have increased their April cash returns 300,000 odd dollars, which is a really remarkable showing, and one that it seems unreasonable to expect will be maintained throughout the present year Nevertheless, it is worthy of note that the record for the first half of May this spring compares almost as favorably with that of last year as in the case of the April output, and but for the unfortunate labor troubles which had a direct effect on values, it would have been even better. Up to the present time there has been offered at the different country markets 24,000 boxes of May and last half of April cheese, on which the average price has been about 11¼c., so that the factory men have realized $180,138. Last year in the same period the offerings were only 13,000 boxes, which sold around 11c., or about $98,000 in aggregate value. In other words, the output so far during May has been 50 per cent. heavier, while the money return to the maker, despite the late sharp decline in the market, has been over 84 per cent. better than it was during the first half of the month of May, 1902. This condition of affairs has been due to special circumstances that have not been experienced in previous seasons. Possibly the most important of these was the exceptionally high average quality shown by the Canadian cheese make of 1902.

The climatic conditions were especially favorable to its arrival in England in excellent condition, and an important result of this was an increased and steady demand on consumptive account throughout the year. In sharp contrast to previous years, therefore, there were no heavy accumulations of old stock to dispose of, and shelves in England were bare this spring, and will continue so until the arrivals of Canadian cheese reach their maximum volume in June and July. The outcome of all this is that little has been heard this spring about the unhealthy effects of a large output of undesirable fodder goods. Any goods at all, whether fodder or otherwise, were desirable this year, owing to the special conditions operative, but it does not follow from this that it would pay Canadian factorymen under all circumstances to go as extensively into fodder goods as they have done lately. They have judiciously regulated their actions in this respect during the past two seasons, and unless they have lost their native shrewdness, for which they are famous, can be depended upon to do so again. A good deal is based also, as accounting for the course of the market during the past 12 months, upon the growing conviction among well-informed men on both sides of the Atlantic that the native English make of cheese has been gradually decreasing during the past two years; while the consumption of the staple throughout the United Kingdom has unquestionably increased. A third important influence has been the steady shrinkage in the export surplus of the United States. This was a bagatelle last year, and will likely be still less during 1903. In fact, no later than three years ago, Montreal exporters handled fully 75 per cent. of the cheese made in the northern counties of New York state, shipping them from here in bond. During the past two seasons this business has dwindled to nothing, owing to the fact that the demand on domestic account has driven the Montreal export trader out of it entirely. In fact, a leading New York dealer expressed the opinion a short time ago that the time was not far distant when Canada might be asked to fill United States as well as British orders for cheese; because the consumption of the product in the United States was also increasing faster than the production.

Regarding the immediate outlook, the decline lately experienced, which now amounts to an even 2c. per lb. on new cheese, has been rather sharper than most people expected, as it transpired in a very limited period. The interruption to transportation due to the labor troubles, however, had a good deal to do with this, for there has been no such radical change in the British markets. At the same time it is well to bear in mind that prices have been unusually high, and that the decline that has been experienced, may, after all, be a blessing in disguise to our Canadian producers, if it will facilitate the movement of our earlier makes into consumption before full grass cheese is offering on the market in large quantities. As already made clear, the season to date has already shown a remarkable expansion in productive capacity, and while this difference may not be kept up at the same ratio, there is good reason for expecting that our output will continue this year, as in the preceding ones, to show a fair normal increase. That our factories are in a better position than ever before for turning out as good a marketable article as they ever did was proved incontestably to the writer's satisfaction during his trip While the average factory cannot be said to have reached that Utopian ideal that Professors Robertson and Ruddick so consistently preach, they show a noticeable degree of improvement, and the process of weeding out the small factories of incomplete equipment is steadily progressing in eastern Ontario. The formation of syndicates under thoroughly qualified instructors, who are under the supervision of inspectors appointed by the province, will also tend to increase this reform movement. In Quebec a large number of the factories are altogether too small, and while as fine cheese is made in this province as in Ontario, the ruling market price shows that it is the exception and not the rule. There is no rea-

son why Ontario cheese should command a permanent premium over Quebec, given the same care in manufacture, and it is time more determined efforts were made to wipe out the small factories in this province and to prevent any but thoroughly qualified makers from being employed.

If some of our Quebec factorymen could only make a trip up to Western Ontario and inspect some of the cheese and butter-making establishments up there it would be a good educational measure. A visit to the famous Black Creek factory of the Messrs. Ballantyne, near Stratford, would be a revelation to them of the superior surroundings under which cheese is produced up there compared with those in vogue in many factories in Quebec. They would see a handsome, substantial brick building, not an unsightly wooden shack, and might also get some valuable hints regarding the profits obtainable from hog raising when conducted in conjunction with a cheese factory. In this latter connection, there is, indeed, room for practically unlimited development in this province, and it is surprising that our farmers have not followed the example of those in Ontario more extensively. That there was $15,000,000 realized from hog products exported from Canada last year, is sufficient to show what opportunities there are in the business.

The circumstances in relation to the cheese market have been so striking that they have to a great extent this spring overshadowed the butter branch of the industry in public attention. Nevertheless, it is satisfactory to note that our buttermakers show a serious desire to take up the matters about which there was so much complaint last fall, and remedy them if at all possible. No inclination is shown at all of subscribing to the view that because Siberia is likely to be a liberal offerer of butter on the British market, that there is no chance for good Canadian creamery in Great Britain. Factorymen spoken to dwelt upon the fact that just when we had doubled our exports to Great Britain was hardly the time to sit down and let a trade that amounted to $9,000,000 last year, slip out of Canadian hands. Their prompt diagnosis in regard to the Argentine and Russian bogeys is another proof of their native Canadian cuteness, and they have good ground besides on which to base their belief. It is not so long ago that the prediction was confidently made that Canadian butter would be driven out of the British markets by the competition of the United States, Australia and New Zealand. Instead of this it has successfully met all this competition, and, besides, outstripped the combined shipments from the Antipodes during 1902. The sum and substance of the matter is that there is no reason at all why Canadian buttermakers should abdicate the position they have established on the British markets. Our fine creamery is the equal of any in the world, and with the improved methods of transportation, storing, etc., it can be delivered in London with its flavor as delicate and as tempting as that which tickles our palate in Montreal.

CANADIAN BUTTER AND CHEESE ABROAD.

Mr. P. W. McLagan, dairy produce exporter, of Montreal, returned recently from a two months' visit to England. While there he was impressed with the high standing of Canadian cheese, and, one might say, depressed with the low standing of Canadian butter.

"We can scarcely claim, however," said Mr. McLagan to a representative of "The Grocer," "that the position of our cheese on the English market is due to any great improvements we have made in the methods of manufacture; it was the favorable weather of last summer which has given this result. You see, the weather of the summer of 1902 was uniformly cool—just what is wanted for cheesemaking—and added to this, the demand was good throughout, so that the stocks did not accumulate nor was there any deterioration in quality. The result was a conspicuous absence of the dry mealy cheese, which are so numerous in a normal summer season. It therefore behooves our factorymen not to remain satisfied with what they have accomplished, but to continue to improve as much as possible, lest we lose the splendid reputation that we now enjoy in England as makers of cheese.

"I am sorry that I cannot tell the same story in regard to our butter exports. Canadian butter lost ground in England very materially last season, and I do not know when it stood so low in the estimation of English importers as it does at present. The reason was the unusually great prevalence of mould, caused by dirty factories and damp weather, and aided by poor paper and green boxes. The paper used should be pure vegetable parchment of heavy weight. If this be kept in a dry place, and then soaked in brine before being used, it would greatly improve things. Factorymen should also be more careful about keeping their factories dry and clean. The keeping qualities of our butter would also be improved by the use of a boracic acid preservative, to the extent of about ½ lb. to every 100 lb. of butter. It should not exceed this. Good brands of this preservative are used by our competitors, and are recognized by the English authorities. There is no harm in the use of a good brand. Our transportation facilities also can be much improved, and it should be insisted upon that the refrigerators on the ships should not be allowed to go above 20 degrees.

"We should strain every nerve to push our butter on the English market, as our competitors are all working hard to gain the preference for their goods. The Russian Government, for instance, is giving great attention to the question of refrigerator ships, and I heard that Siberia alone would increase her shipments this season by about 400,000 boxes. Our factorymen must therefore look sharp or they will lose the English trade. Importers in the Mother Country would prefer to purchase our butter if the quality is up to the standard, but we cannot expect them to take ours when foreign butter is so superior in packing methods, keeping qualities and such important points."

NEW EXPORTING FIRM.

Mr. J. Freedman, exporter of butter, eggs and cheese, Ottawa, Ont., has opened a branch business in Montreal under the management of Geo. W. Prout, formerly with The Jones, Marshall, Rutherford Co.

THE DOMINION PACKING CO., LIMITED.

A large beef packing plant has been purchased by The Dominion Packing Co. at Charlottetown, P.E.I., and is being entirely renovated and put into order for business. The Dominion Packing Co.'s chief operations will be conducted at this plant, but they will erect cold-storage plants at Halifax, Sydney and St. Johns, Nfld., and probably at several points in the island. A number of new buildings are being added to the Charlottetown plant, which, when completed, will be one of the largest of its kind in Canada, and as modern in point of equipment as any in the world.

A pork and beef packing business will be done, which is likely to give a great impetus to cattle and hog raising in the Maritime Provinces, and lard, glue, meat extracts, etc., will be manufactured. It is expected also that when once started the company will also extensively engage in the canning of fruits and vegetables.

The Dominion Packing Co. began with a capitalization of $1,000,000, but the financial backing will be increased as the business of the company is extended. The president is C. Shields, of Sydney, C.B.; vice-president and general manager, J. M. Wiley, of Chicago; secretary, Wm. M. Doull, Montreal; directors, T. E. Kenny and B. F. Pearson, Halifax, and Wm. Hanson, Montreal.

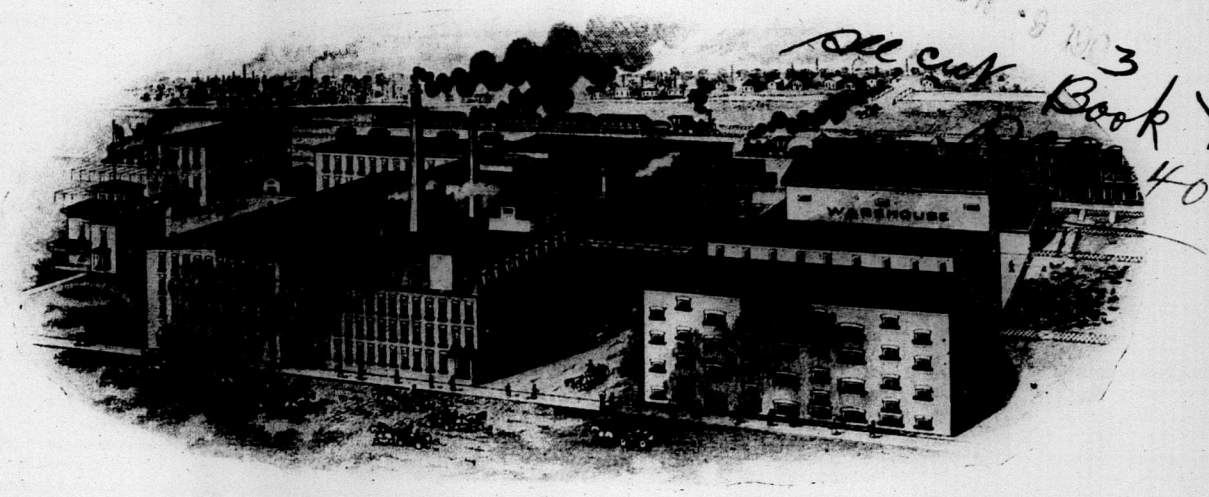
CHEESE INSPECTORS.

The cheese inspectors for factories in Central Ontario are as follows:

Lindsay District—Wm. Hall.

Peterboro' District—Robert Ward.

RETURNED
JUN 9 1903
See cut Book No. 9
Page 40.



Ingersoll Packing Company

Pork Packers

Ingersoll, Ontario, Canada.

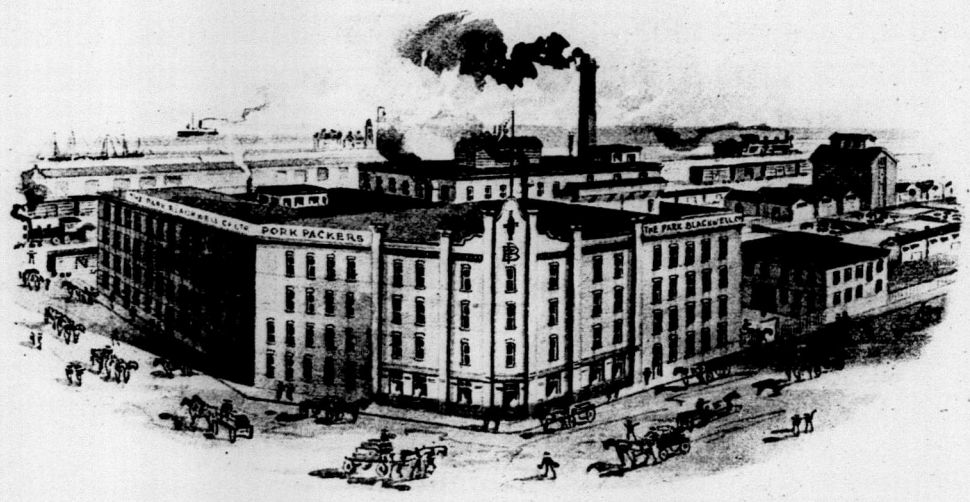
Registered BEAVER DAIRY FED BRAND Trade Mark

REPRESENTATIVES IN ENGLAND:

T. L. BOYD & CO.,
Montague Close, London Bridge, S.E.,
LONDON, ENG.

T. L. BOYD,
20 Mathew Street,
LIVERPOOL, ENG.

Mess Pork
Short Cut Pork
Plate Beef
Mild Cured Hams
Breakfast Bacon
Long Clear Bacon
Dressed Beef



Pure Lard
Wiltshire Bacon
Cheese
Dairy Butter
Creamery Butter
Cooked Meats
Bologna, Etc.

We Solicit Your Orders Special Quotations for Car Lots.

WRITE US FOR PRICE LIST.

The Park, Blackwell Co., Limited

PORK AND BEEF PACKERS

EXPORTERS BACON, Etc. Toronto, Canada

LONDON AGENTS: MILLER BROS., 16 Tooley St. LIVERPOOL AGENTS: W. P. SINCLAIR & CO., 12 North John St.

LARD

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

HOT WEATHER LARD

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

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

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

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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

Campbellford District—Thomas Thompson.
Belleville District—Hugh Howey.
Picton District—Mr. Dougan.
Stirling District—J. B. Lowery.
Madoc and Tweed—Herb. Morton.
Bancroft District—Jas. Irwin.
Napanee District—Geo. Bensley.
Kingston District—A. M. Ferguson.

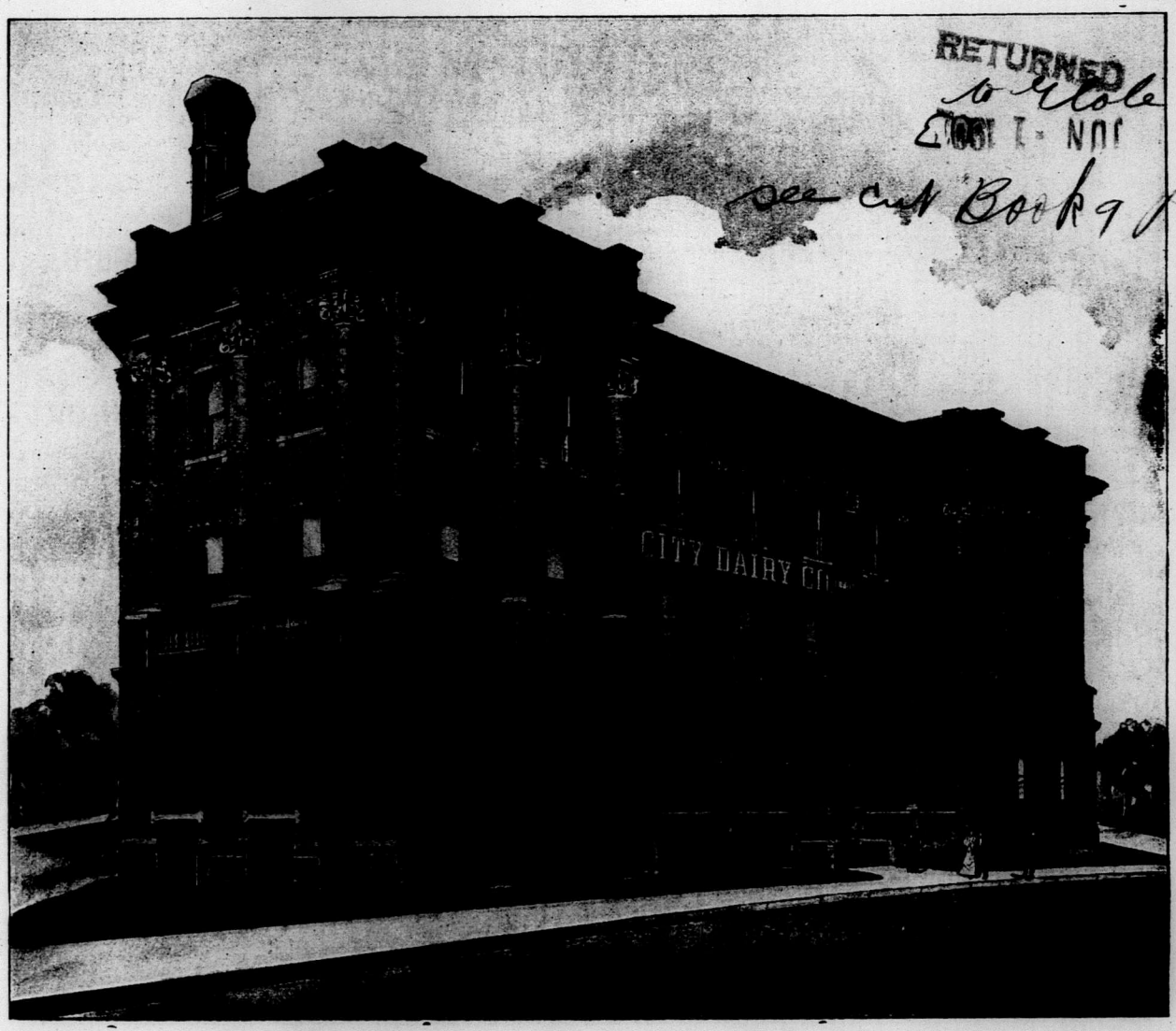
The inspectors, or instructors, will not be compelled to carry a Babcock tester this year as they are gradually doing away with this and each factory is required to provide one for its own use. The inspectors will carry the alkaline test and the fermentation test, which will make a load without the Babcock.

A LARGE DAIRY ESTABLISHMENT.

The City Dairy Co., Limited, boasts one of the largest and most complete dairy establishments on the continent. The main building has a frontage of 94 ft. by a depth of 240 ft., which gives ample space for carrying on the different departments of the business.

In addition to the large local trade of the company, which includes the bottling and daily delivery of many thousand bottles of milk, cream and buttermilk, also the manufacture and sale of ice cream in all its different forms, a very large business is done in the manufacture of creamery butter and condensed milk. The company owns and operates three large creameries in the best dairy sections of Ontario; also has a splendidly-equipped condensing factory. Fine creamery butter is shipped to all parts of Canada and Europe. "Dominion" brand condensed milk, put up in 1-lb. tins, is also shipped to all points.

The greatest care is taken in all departments of The City Dairy Company's business to ensure purity, quality and cleanliness of product. The dairy farms are all under the most rigid inspection and rules, and the milk carefully selected, only the best being used. The company's employes, numbering 150, are all clad in white, and everything about the premises is kept scrupulously clean. Eighty horses are required to attend to the delivery. A complete tin shop, blacksmiths' shop and carpenter shop are required to supply the needs of this large and rapidly-growing business.



CITY DAIRY BUILDING, SPADINA CRESCENT, TORONTO, CANADA.

CHEESE MARKET IN INGERSOLL.

The Ingersoll Chronicle says that conditions in connection with the Ingersoll Cheese Board are not as promising as they should be or as they have been in former years. It is admitted that interest in the market is waning and the necessity of a more thorough organization is evident. Only a few of the members of the board paid their fees for last year, and, as a consequence, the arrears are quite large.

At the opening of the market only a few were present. Fifty boxes of cheese were boarded, but no bids were made. The following officers were elected. President, J. Hunter, Verschoyle; executive, J. Hunter, J. Moulton, James Little, J.

J. M. Gunyo

MANUFACTURER OF THE

G

BRAND

HAMS, BACON,
LARD, ETC.

Brighton, Ont., Can.

CORRESPONDENCE SOLICITED.

The Harriston Pork Packing Co., Limited

Ham and Bacon Curers and Exporters.

Finest quality of Lard and Canned Meats.

The choicest quality of goods manufactured from the best grade of hogs.

The Harriston Pork Packing Co. LIMITED

HARRISTON, CANADA.

English Agents:

MESSRS. HEYWOOD & SON

Produce Exchange Buildings, Liverpool, Eng., and 1 Denman St., London, S.E., Eng.

WHYTE'S

HAMS, BACON and LARD

are recognized as being the finest produced in Canada.

We are also large dealers in

BUTTER, EGGS and CHEESE

The Whyte Packing Co. LIMITED.

STRATFORD, CANADA.

G. W. BURROWS,
West Smithfield, London, Eng.
Sole agent for United Kingdom.

Branch at
592 St. Paul St.,
MONTREAL

F. W. FEARMAN CO.

LIMITED

Hamilton, - Ontario.

Pork Packers and
Lard Refiners.

Dealers in

HAMS
BACON
LARD
CHEESE
BUTTER EGGS

ESTABLISHED 1852

"Evangeline" Butter

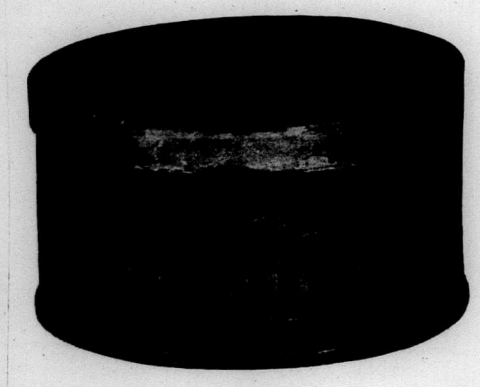
IS MADE FROM

FRESH CANADIAN CREAM.

Put up in half, one, two and five lb. tins.

—ALSO IN—

Thirty to Sixty-Pound Kegs.



Acadia Canning and Creamery Company

HALIFAX,
NOVA SCOTIA,
CANADA.

Order a trial shipment of
"EVANGELINE" BUTTER
and test it.

Correspondence invited.

EXPORTERS
Eggs

CABLE ADDRESS; "BUTTER."

A.B.C. and Private Codes.

EXPORTERS
Cheese

EXPORTERS
Butter

—THE—

Jones, Marshall, Rutherford Co., Limited

Address all correspondence and Cables Head Office

27 William Street, MONTREAL.
(Telephone Main 4407)

68 Front Street East, TORONTO.
(Telephone Main 422)
(Telephone Main 4227)

54 Queen St., WATERLOO, ONT.
COLD STORAGE AND EGG WAREHOUSE.

EXPORTERS
Butter

EXPORTERS
Cheese

BROKERS AND COMMISSION MERCHANTS.

CORRESPONDENCE INVITED FROM IMPORTERS CANADIAN PRODUCE.

REFERENCES: Dominion Bank, Montreal; Canadian Bank of Commerce, Toronto; and Mercantile Agencies.

H. Scott, R. A. Simister, J. B. Muir and P. F. Rundle.

INCREASED STOCK SHIPMENTS.

The general managers of the leading steamship companies say that there is a marked increase in the number of cattle to be shipped from Montreal; that should the embargo remain on the cattle of the Argentine Republic, Canada will be called upon to supply a much larger portion of the English marvet than ever before.

COLD STORAGE PLANT IN ST. LAWRENCE MARKET.

The Board of Control, Toronto, on May 16 came to a unanimous decision concerning the establishment of a cold-storage plant in the St. Lawrence Market. The board have recommended the city council not to instal such a plant. The tenants of the market now pay $1,700 per year for ice, and they are willing to use cold storage on the condition that the cost does not exceed that amount. The rent and the taxes for the space which the plant would occupy would be about $1,800, and this sum the city would lose by using that space for municipal enterprise. If The Wm. Davies Co. and The Toronto Poultry and Produce Co., as well as the butchers, would use the storage, the revenue from the proposed plant would be $2,000.

Controller Richardson thinks that the scheme would be a perfectly ridiculous one and Controller Burns says that there is no doubt but that it would result in a serious loss to the city.

THE PROVISION MARKETS.

TORONTO.

The demand in all these lines is very good and dealers are expecting a still better very soon. The prices, however, remain quite firm at last week's quotations. We quote:

Long clear bacon, per lb	$0 10½	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 11	0 11½
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	23 00	23 25
Shoulder mess pork, per bbl	....	19 00
Lard, tierces, per lb	....	0 10½
" tubs "	0 11	0 11½
" pails "	0 11¼	0 11½
" compounds, per lb	0 08¾	0 09¼
Dressed hogs, light weights, per 100 lb	8 50	9 00
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	...	15 00
Small butchers' hogs	8 09	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

There has been no change in provisions during the past week. Business has been quite fair in smoked meats, and prices, generally, are steady. Pork has ruled quiet at the decline last noted.

Heavy Canadian short cut mess pork	$23 00	$23 50
Light Canadian short cut clear pork	22 00	22 50
Canadian short cut back pork	22 50	23 00
American short cut clear pork	23 00	23 50
American fat back pork	23 50	24 00
Hams, per lb	0 12½	14
Bacon, per lb	0 14	15
Extra plate beef, per bbl	14 50	15 00
Pure Canadian lard, in tubs, per lb	....	0 11⅝
" " " " pails, per lb	0 11⅞	0 12
" " " " cases, per lb	0 12⅛	0 12⅜

Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:

60-lb. tubs, over tierce	....	0 00½
20-lb. wood pails, "	....	0 00½
10-lb. tins, "	....	0 00⅝
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01

Dressed hogs have had a further decline, as prices are now 25c. lower than they were last week, at $8.75 to $9. Demand is fairly active, but is confined solely to small lots.

ST. JOHN, N.B.

There is quite a good sale for pork and beef in barrels for the season and considering the continued full figures. Domestic packed pork is freely offered. In lard quite good stocks are held; while some packers shaded prices to make sales full figures are now asked. Refined lard moves freely. Hams and bacon have a fair sale and full prices are maintained. In fresh meats beef is rather firmer; there is just a fair business. Some fine Ontario stock offered. Veal is very plentiful and low. Mutton is about out of the market. Lamb is still very high. We quote:

Mess pork, per bbl	$21 50	$22 50
Clear pork "	22 50	25 00
Plate beef "	15 00	16 00
Mess beef "	12 50	13 00
Domestic beef, per lb	0 06	0 07½
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	4	0 07
Pork "	0 07¾	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 11½	0 12
" " pails "	0 12	0 12½
" compound, tubs, per lb	....	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 10	0 10⅝
" " " pails "	0 10¼	0 10½

LONDON, ENG.

The following is a general statement of the London provision market issued by Thomas Nesbitt & Co., Irish and foreign provision merchants, on May 4:

Weather favorable to vegetation. Business fairly good.

BUTTER.—Market generally quiet.

BACON.—Best descriptions are in steady request, whilst other kinds are 1 to 2s. lower. Market quieter.

HAMS.—Meet with a slow demand.

LARD.—Best bladdered unaltered; pails, etc., cheaper.

EGGS.—Trade slow at easier rates.

CHEESE.—In fair demand.

DAIRY PRODUCE

TORONTO.

BUTTER.—Owing to the continuation of the heavy receipts the market for dairy butter has weakened 1c. per lb. and it is expected that there will be a still further decline during the coming week. There will have to be before any volume of business can be done. Considerable quantities are offering at country points, but the prices are too high for export. For the last couple of weeks dealers have been advising the packing of dairy butter in tubs, instead of sending it in large rolls. During the warm weather lately the rolls have been arriving in very bad shape. A few tubs are now on the market and are quoted at 14 to 15½c. per lb. The price of creamery butter holds firm at last week's quotations. We quote:

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 19	0 20
Dairy rolls, large	0 14	0 15
" prints	0 16	0 17
" in tubs	0 14	0 15½

CHEESE.—The cheese market has made a further decline. There is still a fair export demand, but the make is also very large. There is not, however, any accumulation of stock. Since the settlement of the 'longshoremen's strike in Montreal, cheese has been moving a little more freely. When this month's make is marketed, dealers expect that there will be a still further weakening of prices. Old cheese still hold a very limited space on the market and prices remain firm. New cheese, both twins and large, has declined ½c. per lb. We quote:

	Per lb.	
Cheese, large, old	0 14½	0 15
" twins, old	0 14½	0 15
" twins, new	0 12	0 12½
" large, new	0 11½	0 12

MONTREAL.

BUTTER.—Despite high prices paid for creamery at country points there was business transacted here at 18½c., and 18 to 19c. is a fair range. Telegrams received from country points to-day state that the Grand Trunk are receiving goods, and it is thought the congested state of the freight market is considerably relieved, and that the worst is over whether the teamsters give in or not. A few orders have been received from Glasgow and Liverpool; but they call for grass goods, which we cannot supply just yet.

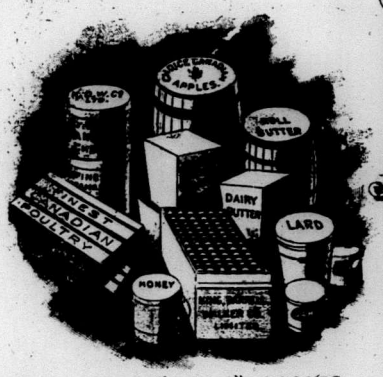
CHEESE.—There has been some inquiry for spot cheese at 11⅝ to 11¾c. for Ontario and 11⅜ to 11½c. for Quebec makes, and sales at country boards lately have ranged from 11 to 11¼c., a few going at 11⅜ to 11½c. The shipments from this port by four of the first steamers were 11,482 boxes, and from New York last week, the shipments were 12,300 boxes, a portion of which were Canadian via Suspension Bridge. Quite a lot of Canadian cheese are expected to go out by this week's steamers, both from New York and Montreal.

ST. JOHN, N.B.

DAIRY PRODUCE.—Butter is unchanged, but it is quite firm; stocks are not large; best quality hard to get. Eggs have a general demand at even prices. Cheese sell more freely; prices are lower; domestic stock is quite freely offered; full prices are expected to rule. We quote:

Butter, creamery prints, per lb	0 24	0 25
" creamery solids (fresh made), per lb	0 22	0 24
" prints	0 20	0 21
" tubs	0 14	0 16
" tubs, selected, per lb	0 18	0 20
Eggs, new laid, per doz	0 17	0 20
" case stock, per doz	0 13	0 14
Cheese, per lb	0 13	0 14

JOHN WALKER, PRESIDENT. A.J. KING, SEC. & MANG. DIRECTOR. H.F. DARRELL TREASURER.



KING, DARRELL, WALKER CO. LIMITED
WHOLESALE PRODUCE & COMMISSION MERCHANTS
EXPORTERS
PHONE, M. 945.
APPLES, EGGS, BUTTER, CHEESE, POULTRY &c
74 COLBORNE ST
Toronto, Can.
CABLE ADDRESS "AKING" TORONTO

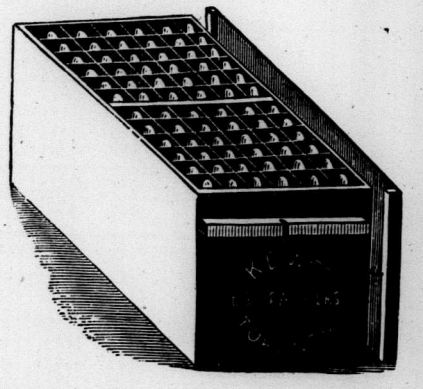
May 1903.

DEAR SIRS:--

We are prepared to quote prices and make contracts for the season. Our buyers are in immediate touch with the greatest producing centres of Ontario. Our Brands are well known on the British Market. We make a specialty of BUTTER, EGGS, CHEESE, APPLES and POULTRY. Write us regarding your season's requirements. We will make you c.i.f. quotations by cable or letter. We want your orders whether large or small. All goods guaranteed exactly as represented.

Yours truly,

KING, DARRELL, WALKER CO., Limited.



Packing House

EGGS
POULTRY
APPLES

Thedford, Ont.

Codes:
A.B.C. and PRIVATE.

Storage Capacity,
30,000 Bbls.

Buyers of

EGGS
POULTRY
BUTTER
CHEESE
APPLES

Your patrons need not postpone their smoke for the open air if you sell

Harold H Kim or La Fama

"Aroma appreciated everywhere."

BRENER BROS.,
London, Canada.

Here It Is!

Seek no further—here's the best ten cent cigar in all Canada! My "Pharoah" set the pace years ago and has been leading in sales ever since.

You only lose time and money by trying to find something better—**you can't do it.** Let me prove it by sending on that "trial order" at my expense.

Payne's Cigars.

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

MARGUERITE

is a pretty name and becomes a pretty girl.
It also becomes a pretty good cigar.

TUCKETT'S

"Marguerites"

are all that can be desired in a smoke.

The public appreciate this fact and ask for them.

Grocers who sell them have greatly increased the popularity of their tobacco department.

SAMPLES AND PRICES FOR THE ASKING

TUCKETT CIGAR CO., LIMITED, :: HAMILTON

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Culture In Canada.

THE growth of tobacco in the Dominion of Canada has of late years become a very important industry. The growth has been particularly marked in the County of Essex. Owing to the protection afforded by the Government the manufacturers of Canadian leaf tobacco have been able to place a large plug of chewing tobacco of good quality on the market for little money, and the increased demand from the consumer has been such that the Government has received in duties during the past vear 5c. a lb. on over 5,000,000 lb. of Canadian leaf, as against 800,000 lb. five vears ago. It has been proved to the satisfaction of the consumer that in chewing tobacco some sections of Canada can grow Burley tobacco that when properly manufactured is at least equal to the leaf grown in the United States.

The Canadian farmer to-day receives a larger margin of profit from tobacco than from any product of the soil.

Two years ago the buyers were paying 8c. per lb. and the crop averaged from $140 to $160 per acre. Last vear on account of the extremely wet season, the gum on the leaf was washed off and the leaf in consequence did not weigh as much, the yield being only about 1,200 lb. per acre, but the farmer receiving from 8 to 10½c. per lb. averaged a good income from his crop. Of course, owing to the climate, our smoking tobacco is not as fine a quality as the American.

The farmer brings to the manufacturer his leaf just as soon as he can strip it from the stalk, which is usually in November. This leaf will not keep unless it is redried, and the principal firms have redrying factories where the leaf is cured and packed in hogsheads.

It seems to us that the Government should employ an expert who would go through the tobacco growing districts of Canada and educate the farmer to the necessity of properly curing and hanging his leaf. There is no doubt but that Canadian tobacco can be grown successfully, but the farmer needs to learn to cure and handle his product as is done in Kentucky and other sections where chewing tobacco is grown. The County of Essex promises to be one of the richest counties in Ontario, owing to its being the only section where high-grade Burley leaf can be grown, and the large and growing demand for Canadian made goods confirms us in the belief that the Canadian tobacco growing industry will be one of the greatest in the Dominion.

The Tobacco Tag Broker.

A CURIOUS yet profitable industry, says The New York Commercial, has been developed by the system of prizes offered by the tobacco consolidation. It is wonderful what inducements are offered to consumers of the fragrant Indian weed that Sir Walter Raleigh introduced at the court of Queen Elizabeth to persuade them to hurry and burn cigars.

The consumption of tobacco is made delightful by surrounding it with soothing accessories. The plain man buys his cigar and bites the end of it off, strikes a match on the obverse side of his right trousers leg—and that is the beginning of the end. But he is only one of many; the average smoker is not a plain man. Many of the tribe are graduated from college with the habit. You can pick out the new arrival in this class in the street any day at the luncheon hour. He walks along with head bent, in moody stride, looking neither to right nor left, his teeth gripping soundly a short-stemmed briarwood. That youth's room, or den as he terms it, is lined with pretty things to remind him that he is a post-graduate in the fine art of devotion at the shrine of My Lady Nicotine. There are match safes, ash trays, a row of well-seasoned pipes, with one or two meerschaums in process of coloring, there is a cosy corner and yellow and terra cotta with pillows and pictures and what not. Ah! This is all before the day of the "tobacco heart;" after two decades there will be another story—with one mild after-dinner cigar and constant New Year resolution January 1 and at intervals.

But the premium tag broker! The consolidation gives with every purchase so many paper checks. These, in pre-

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

scribed numbers, can obtain for the holder one of a thousand or more articles of common use. 25 will pay for a collar button, gold plated. So it goes up the scale to 30,000, which brings the possessor a phaeton. Thousands of these tags are distributed daily to purchasers of tobacco and cigars. Some throw them away, some save for a prize, some sell them.

And thus has sprung up the business of the broker. These tags may be exchanged for cash; tags may be purchased for cash. A man collects 500, he buys that many more, turns them in at a cigar store and gets the rug or watch or overcoat or wagon he wanted. This business attracted the attention of the Federal authorities, but representatives of the tobacco dealers say there is no lottery about it. It is merely a stimulant to trade. You buy so much tobacco: you are given a rebate on your purchase price in the shape of a small paper check. This, in numbers, you can convert into something you may like in your house; or you can sell it for cash at the brokers.

Mr. R. Pinchin.

Robert Pinchin was for some years managing director of The Consumers Tobacco Company, holding that position since the formation of the company in 1900. Upon the amalgamation of it and The McAlpin Tobacco Company in November of last year, he accepted the position of managing director of the consolidated concerns, making their headquarters in Toronto, and now known as The McAlpin Consumers Tobacco Company. Although quite a young man, Mr. Pinchin is already widely known throughout the Dominion for his sterling business qualities. Outside of his tobacco interests he is vice-president of The Windsor Turned Goods Company; also director of The Standard Paint and Varnish Company of the same city, and has been an active member of the Manufacturers' Association for some years. Socially, quiet and unassuming, he is a Knight Templar-Mason, and a member of the Albany Club, Toronto.

Tobacco at The World's Fair.

The tobacco exhibit at the St. Louis World's Fair next year will be a new departure from the ordinary exhibit, which will be the most complete exposition of all phases of tobacco ever presented to some 40,000,000 of American users of the weed, not to speak of the thousands of spectators from foreign countries. The exhibit will cover every item connected with tobacco, from the planting of the seed and carrying through the plant bed, transplanting, field culture and growth, cutting or stripping, carrying to curing barns or sheds, curing processes of all kinds, transporting to leaf warehouses, sales of leaf and delivery to factory; it will then be followed and each separate process demonstrated in the production of twist, plug, pan or fig, snuff, fine cut, straight cut, granulated, cigars, cigarettes, cheroots and stogies, and the final packing and disposition of the finished product.

ROBERT PINCHIN,
Managing Director McAlpin Consumers Tobacco Company, Toronto.

GENERAL E. A. MCALPIN,
President McAlpin Consumers Tobacco Company, Toronto, late Manager D. H. McAlpin Company, New York.

A great central space in the Palace of Agriculture has been reserved for this purpose. The plans are to a certain extent necessarily tentative, for the reason that it is yet too early to know to what extent the great tobacco-growing States will be represented at the exposition; still, enough is already known to assure the management that its plans will not be materially changed by the failure to co-operate on the part of some of the States interested. There are some 20 States engaged in tobacco culture, and each of them has varieties or types incidental to the soil, climate or other condition, such as Burley, Brights, Perique, Sumatra and Havana seed, and all kinds of cigar leaf. These types are subdivided into many "grades" or forms of commercial significance; all of these must be shown, not only in the leaf, but in the finished product. More than 1,000,000 acres are devoted to the production of the 850 to 900 million lb. annually produced in these States. The $50,000,000 to $60,000,000 paid to the planters is but a small integral part of the immense sum realized for the manufactured product. The assembling of this vast interest into an epitome of tobacco, and its artistic treatment in the various shades of the crude leaf, from the black Perique to the brightest lemon wrapper, through all the shades of brown, mahogany, orange and yellow, will comprise a color scheme which will afford ample latitude to the most exacting artist. This central or special tobacco exhibit is not intended to replace the State collections or the manufacturers' special exhibits. Provision for auxiliary exhibits of all kinds is arranged for, yet, it is hoped that no State with any distinctive type will be omitted from this proposed special feature. To this end correspondence with the chief of the Department of Agriculture is invited.

The London Strike.

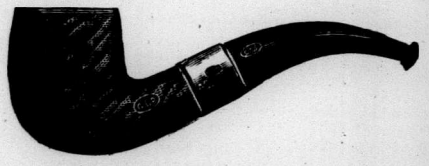
In our last week's issue we referred briefly to the strike situation in London. There are no particularly new developments to record. As intimated in that issue the union factories, with one exception, met the demands of the strikers, and are running as usual. The number out at present is about 125. An appeal has been made, it is understood, to the non-union employes to show their practical sympathy by also going out Monday next, but just to what extent they will respond is not known.

The manufacturers remain firm in their determination to resist the demands of the strikers, and appear to be able to

Pipes S. & H. TRADE MARK.

The Largest Pipe House in Canada.

Write for Prices.



THE W. H. STEELE CO., LIMITED

40 SCOTT ST., TORONTO

U&I, King's Navy, Queen's Navy, British Navy

and other brands of **UNION MADE** Tobaccos are not sold by the regular wholesale trade. When you require any of these brands, drop a post card to

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

The only wholesale tobacconist in Toronto **not controlled by the TRUST.**

Write for price list. All our tobaccos bear the Union Label.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited

Manufacturers and Exporters of

Cigars, Cigarettes and Cut Tobacco

Offices:
1980-1982 Notre Dame St.

Factories and Warehouses:
151 to 161 St. Maurice St.

DEALERS IN

Imported and Domestic Leaf Tobacco and Cigar Manufacturers' Supplies,

Makers of the celebrated "CREME DE LA CREME" and "CHAMBERLAIN"

Cigars.

MONTREAL, CANADA.

TOBACCOS THAT SELL ON THEIR MERITS

CHEWING

BRITISH NAVY

KING'S NAVY

BEAVER

APRICOT

SMOKING

TONKA

SOLID COMFORT

PINCHIN'S HAND-MADE

Manufactured by Strictly Union Labor.

McAlpin Consumers Tobacco Company, Limited

HEAD OFFICES: TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

make this resistance chronic on account of large stocks on hand. Taken all round, the present trouble is one of the quietest strikes on record. To the casual observer evidences that there was one on would be few, perhaps with the exception of the fact that a greater number of well attired people are on the streets than is usual.

Notes of The Tobacco Trade.

The assets of J. B. Rickey, tobacconist, Ottawa, are offered for sale.

The Havana Cigar Syndicate of Winnipeg are occupying temporary premises at 221 Alexander ave., pending the completion of their own building on Sutherland street.

The Brantford cigarmakers have received a substantial raise in wages. After due consideration the employers have agreed to the demands of the men and granted them an increase of 50c. per 1,000.

The strike of the Galt cigarmakers is now over and the employes of both factories have returned to work. The firms, it is understood, have agreed to the advances asked by the men.

Statistics seem to show that there are nearly 1,500,000 different brands of cigars and tobacco, which are made from about 150 different kinds of tobacco. This does not mean that there are 10,000 brands made from each kind of tobacco, as many combinations are required.

The last hitch in the cigarette deal by which control of the principal factories of Mexico passes to The American Tobacco Co., has been smoothed out. The promoters declare that the money will be paid over before the expiration of the option.

It is said that shade-grown tobacco was first cultivated in the State of Florida, and was thereafter introduced into the State of Connecticut by the Department of Agriculture of the United States.

In Siam the best tobacco grows at Petchabun. It is planted in open fields near to the town after the floods in September or October, and the first crop, or tips, which is considered the best quality, is gathered about February and the last about the beginning of May. The very best quality is reserved for the use of the king and the chief officers of state.

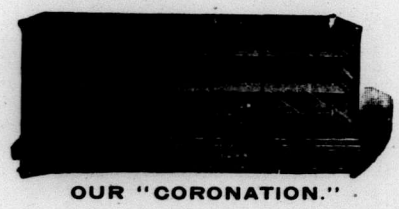
Horrocks, the wholesale tobacconist, Toronto, says that between the heavy demand for the "Ronto" cigar and "British Navy" tobacco, he has pretty much all he can attend to.

The W. H. Steele Co., Toronto, are doing an immense business in pipes this season, and, in fact, in some lines have had to duplicate their early importations.

The large and steadily increasing output of the factory of J. Bruce Pavne, at Granby, Que., is a tribute to the excellence of "Pharaoh" as a high-grade cigar.

The sales of "Marguerite" cigars are establishing new records every week and the Tuckett factories are working to their fullest capacity, but are unable to supply the demand.

In conversation with "The Canadian Grocer" last week J. Blumensteil, of Hamilton, expressed himself as greatly pleased at his sales of high-grade cigars this season, the improved demand from the grocery trade for a better class of goods being specially noticeable.



OUR "CORONATION."

If 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.

Pitts, Wigle & Co.

...Dealers in..

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

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

The Finest Pipe Tobacco ever offered to the Canadian public—

T. & B. Myrtle Navy

In 1/10's. CUT or PLUG.

FOR SALE BY ALL WHOLESALERS

TUCKETT'S, HAMILTON

Richard's Brandies

have captured the trade in France and have acquired a deserved reputation for their high quality. They have the appreciation of the Medical Profession, who recognize **RICHARD'S COGNAC** as a tonic of great merit and purity.

Heather Dew **Old Scotch Whisky**

has made itself popular in Canada. The trade mark signifies a product of highest quality and **"HEATHER DEW"** stands to-day in the front rank of high-class whiskies.

Pollen & Zoon Gins

This gin is put up in fancy glass pitchers containing eighth, quarter and half-gallons. The quality is of the best, while the price is the same as other gins put up in the ordinary bottles. This makes a line of very attractive shelf goods and one that can be recommended and sold by retail dealers throughout the country.

Laporte, Martin & Cie.

Montreal

Their Cost is so Trifling

and their convenience so great that the wonder is that merchants do without Rubber Stamps.

Tell us what you would like and we'll tell you the cost.

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

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

97 %

of the men engaged in business fail. Incompetency more than lack of capital; more, too, than any other cause, is the reason.

A thorough and practical Commercial Course **BY MAIL.** Doesn't interfere with present engagements. Earnest, ambitious young men should register. Learn while you earn. Inquiries cheerfully answered.

Comeral Department

CANADIAN CORRESPONDENCE COLLEGE, Limited

TORONTO, ONT.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

A Course in Advertising by Mail for

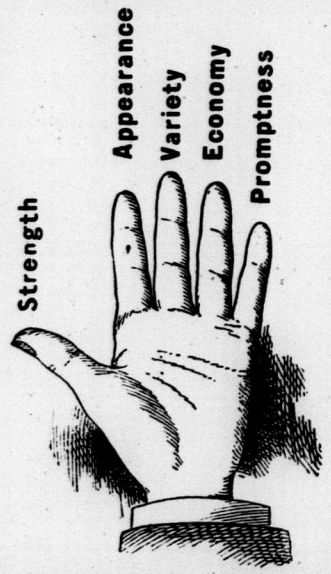
One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop

St. Catharines, Ontario

5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,

TORONTO.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

GET OUT OF THE BEATEN PATH.

WHO is the man that attracts the attention of the public? It is he who does something new, out of the ordinary. The man who never goes out of the beaten path of custom is not very likely to make his name famous. He who is merely an imitator of others will not create any new waves on the sea of daily life. It is the man who thinks and acts for himself who makes his mark in this go-ahead world.

The grocer who runs his store exactly like other grocers will not be any better off than they are; whereas, if he runs his store on new and original lines he will be outside the path trodden by the ordinary run of grocers, and will have greater scope for action. Being out of the crowd he will be readily seen; and being original, he will create a sensation, and a sensation in business life means prosperity.

But how is one to get out of this "beaten path" talked about is what troubles most grocers. They recognize the advisability of so doing, but do not know how to go about it. Of course, every person is not born clever. New ideas come slowly to most of us, but by a thorough investigation of his business in all its departments a grocer should be able to hit on some way of waking people up to the fact that his business is living, not the life of one, two or five years ago, but a life in the present and for the present.

PRINCIPLES AND PINS.

"It is a sin to steal a pin."

Many employes observe with scant care the property rights of their employers. They would not think of destroying gold penholders, yet think very little of the cheap wooden ones on their desks, supplied from the "stock" of the house. The same holds as to rubber bands and pens and pins.

We are tired of hearing somebody that said it, yet the fact should hold meaning: "Trifles make perfection, and perfection is no trifle." The object of the firm or corporation doing business is to make money—its entire facilities and powers are put forth to the end of dividends and profits. Any least thing which lessens these is a source of loss and should come under the investigation of the concern's officers and a remedy provided.

It seems almost absurdly insignificant for a great railway corporation to issue orders commanding greater care and economy in regard to the use of rubber bands and of pins, by those in its offices; yet, such an order was issued not long ago, by The Northern Pacific and The Great Northern Railway Companies. Small economies are entirely in order—even vitally essential in these days of small margins. Not a few business houses are to-day doing profitable business in what was considered of no value a few years ago, and thrown away. The "by-products" of the factories in a score of lines come within this meaning. The rule cannot exclude anything concerned in business transactions, mediate or immediate; so that even with the humble pin—we must admit the point.

"IS HE IN?"

Where the busy head of the house, or of a department, is in daily receipt of visitors, it becomes a matter of importance to many to know just when he may be "seen," and when not.

Much time and attention may be saved to all concerned by a simple plan of electric light signals. Over the person's desk, or outside of his door within sight of many, there may be several lights, each having a shade of different color. A button at the busy man's desk enables him to instantly indicate his wishes concerning visitors, and this without taking the time of self or anyone else.

When a glance at this door shows the white light lit, it means: "I am open to interview by anyone." When a green light appears it says: "I am at liberty only for really important messages." A red light says: "Everybody keep out!"

A double set of lights would give twice as many notices, of course, but three would suffice.

WHY DEFALCATIONS ARE NUMEROUS.

By Charles N. Vollum, C.P.A.

I find in the last few weeks editorials in several of the daily papers calling attention to the steady increase in the number of defalcations and breaches of trust, but I fail to find any reason given for such a state of affairs, if they do exist, which my experience, as public accountant of over 27 years' standing, leads me to doubt.

There are and always will be breaches of trust and defalcations as long as humanity exists in its present imperfect condition and temptation is put in the way of employes, and I unhesitatingly say that 90 per cent., at least, of the embezzlements are caused by unpardonable carelessness on the part of the employers; in other words, the employer makes a thief of his employe.

A business man endowed with common sense never ventures on transactions of any kind with which he is unfamiliar without taking the advice of those who are conversant with the matters upon which he wants information, whether it be legal or otherwise.

The business man of to-day, and when I say business man, I mean financial as well as mercantile, engaged in fierce competition, has no time, if he has the ability, to look after the bookkeeping end of his establishment.

His mind is engaged in vast financial matters, or in the effort to increase business, and the man who receives the cash and keeps the accounts is looked on as merely an animated slot machine, not much account, but good enough for the purpose needed.

The employer wakes up some day and finds the slot machine is out of order and has been for some time, and then talks about thieving employes, forgetting that even a slot-machine owner carries the key to the machine and gets all there is in it, while he has allowed his employes to carry the key that unlocks the machine.

The remedy for this state of affairs is for the employer to take care of this end of his business in the same manner that he would any other matters with which he was unfamiliar, and take advice from those having experience and have his books scrutinized by those who not only can certify to the correctness of his books and the integrity of his employes, but can in many cases make suggestions that would be very valuable in a business sense.

I do not believe—in fact, I may say I know that there is no increase in the percentage of embezzlements from former times, which is a matter of congratulation and speaks volumes for the integrity of those in charge of financial matters.

It is always better to lock the stable before the horse is stolen, and if the same care was exercised in holding to strict accountability those in charge of financial matters, from the highest to the lowest, as is exercised in other matters, those who are made thieves by temptation which they are unable to resist would remain good, honest citizens.

THE

Canada Permanent and Western Canada

MORTGAGE CORPORATION

Toronto Street, . . TORONTO.

SAVINGS DEPARTMENT

$1 and upwards received on deposit. Interest paid or compounded half-yearly at - - - **3½%**

$100 and upwards received for which debentures are issued with half-yearly coupons attached for interest at - - - - - - - - - - **4%**

Paid-up Capital and Surplus **$7,600,000.00**

— BONDS —

PROTECTION We protect you and also save the employee from being under obligation to anyone.

PROGRESS Because we always lead and never follow

PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts., - TORONTO.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,500,000.
Reserve Fund, $ 2,600,000.
Total Assets, $24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
Letters of Credit Issued Cash Credits for convenience of Travellers in Europe. Time Credits for Importe r

SEND FOR OUR BLUE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and our best services.

The accounts of **Merchants** and **Manufacturers** are cordially invited.

INVESTMENT SECURITIES, GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Yielding from 3½ to 6½ per cent
Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE.

BANKERS

18 KING STREET EAST, TORONTO.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

The Selection of an Executor

of proven integrity, ability and experience is the paramount duty of every man possessing property of any description.

To choose an executor on grounds of personal friendship only is to jeopardize the estate and the welfare of those dependant thereon. Such a person may have no capacity for the duties of the office, may not live to perform them or may become a defaulter.

A corporate trustee offers ability, security and experience in the discharge of these important duties at a minimum cost.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on request.

FINANCE AND INSURANCE

THE joint annual meeting of the shareholders of The Dominion Iron and Steel and Dominion Coal Companies was held in Montreal on May 13. Senator Cox, vice-president, presided in the absence of the president, James Ross. The annual statement of The Iron and Steel Companies is as follows: Earnings of coal department for ten months, $1,977,323.10, less ten months' rental, $1,333,333.33, leaving net earnings of $643,984.77. The earnings on the steel department were, for eight months, $309,336.90, making a total of $953,881.67. The bond and general interest charges for eight months, with sinking fund, made a total of $410,935.45, leaving the net earnings $542,946.45. After paying preferred dividends for eight months, there was a surplus of $309,612.88.

The total assets of the company are placed at $38,505,567. Capital expenditure on steel works is put at $864,626.46 for eight months and on coal, $641,260.97 for one month, which, with other expenditure credited to capital, brings a total for both companies to $1,730,887.43.

The coal statement shows as follows: Ten months' rental, $1,333,333.33; interest, $28,007.73, a total of $1,361,341.11. Dividends, interest on bonds and expenses were $1,296,481.11, leaving a balance of $64,859.88. The sinking fund for ten months was $130,824.50.

The result of the operations of the company so far was to prove that its plant is able to produce pig iron and steel which meets the most exacting requirements of its customers. These include nearly all the important manufacturing plants in Canada and some of the largest locomotive works and plate mills in the United States.

* * *

Referring to the Canadian stock markets, Aemilius Jarvis & Co., Toronto, in their weekly letter of May 15, say: "Nothing of very special interest has transpired in our own market during the past week, which has been characterized by extreme dulness. Perhaps one of the most noteworthy features is the strength and popularity of C.P.R., and we hear that a great deal of this stock is being taken off the market altogether, by investors, in all markets where it is traded in. If this condition of things goes on (and the prosperity of the company in every department seems to indicate that it will) the market will lose as an active trading stock, the one which has qeen for some years the most popular. No doubt ultimately fresh issues will be made, and we should think that this is liable to happen before the close of this year. The important extensions of the railway in different parts of Canada, and the new venture of the company into the transatlantic business, would, in our opinion, require a considerable increase in capital. Toronto Railway, which used to be so freely traded in both here and in Montreal, may be considered to have lost its position as an active trading stock owing to a somewhat similar cause. It is largely controlled by men who do not desire to part with their interests, and a great deal of investment in it has taken place during the past year. Their business during the current month has shown remarkable increases over last year's business, while the stock itself has been dealt in between 109 and 110. We should think on any reaction a purchase of this stock would show profits."

* * *

An exceedingly good sign of the activity of trade is to be seen in the railway earnings both here and in the United States. For the first week in May they showed an aggregate increase of 15 per cent, while for April they were over 14 per cent., compared with the corresponding month of last year. It is significant, as pointed out by Bradstreet's, that the returns for April show 50 consecutive monthly accounts reported in connection with the railway earnings. It is worthy of note that the earnings of the Canadian Pacific Railway, for April, show an excess of $534,000 over those of the same month in 1902.

* * *

The Journal of Commerce, New York, says that there can be no doubt that the present condition of the stock market is in no small degree due to the very general apprehension of serious stringency in the money market the coming autumn. The effect of this caution has been so salutary that the temptation is strong to leave the impression wholly undisturbed. Nevertheless, there are reasons for anticipating that, while money promises to be in heavy demand at full rates in the closing half of the year, a repetition of such acute stringency as was experienced last year seems unlikely.

* * *

The spring number of The Equitable Record has been issued. It is quite a neat little book with an attractive cover. The designs, both on the front and back, are good. On the front is the representation of a bit of statuary and on the back is represented the world floating in space, with the continents brought out in strong relief. "Strongest in the World" is arranged on the globe in prominent letters, the shading of which gives a raised appearance to the phrase. The general effect is striking. The reading matter is, however, the best part of it. Most of the articles are well written, being short, crisp and instructive — instructive from the advertising point of view of the Equitable Life Assurance Society.

BANKING AND INSURANCE NOTES.

The Sovereign Bank is opening branches at Zurich and Marmora, Ont.

The Eastern Townships Bank purpose opening a branch in Winnipeg.

The Eastern Townships Bank have opened a branch at West Shefford, Que.

The Traders Bank of Canada have opened a branch at Bridgburg, Ont.

Frank Thompson & Co., bankers and financial agents, Montreal, have registered.

E. L. Whittaker, a prominent insurance man of St. John, N.B., died in that city on May 6.

The Canadian Bank of Commerce have opened a north-end branch on North Main street, Winnipeg.

The head office of the proposed Pacific Bank of Commerce is to be in Victoria, with a capital of $2,000,000.

A branch of the Merchants Bank has been opened in Quyon, under the management of the Shawville branch.

A branch of the Bank of Nova Scotia has been opened at St. George under the management of H. H. Johnson.

W. Graham Browne, manager of the Montreal branch of the Sovereign Bank, will be acting manager at the head office, Toronto, for a few weeks.

The authorized capital of the Peoples Bank of Halifax has recently been increased from $800,000 to $1,500,000, and the paid-up capital from $700,000 to $1,000,000.

The Imperial Bank is about to erect a very handsome building in Edmonton. The lower floor will be occupied by the bank, and The Canadian Permanent and Western Canada Mortgage Corporation will have offices on this floor also.

WE WANT TO HEAR FROM YOU

If you are a Retail Grocer we have goods and prices that will interest you.

If you are a Manufacturer or Producer of Domestic or Foreign Groceries, Tea, Provisions, Smallwares and Grocers' Sundries, we also want to hear from you, as we are buyers, as well as sellers, of such merchandise.

PROVOST & ALLARD

Wholesale Grocers and Tea Importers.

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ASK FOR OUR CATALOGUE. Phone 3.

OFFICES AND WAREHOUSES, 11, 13 AND 15 YORK AND 20 CLARENCE STREETS.

COLD STORAGE, 22 CLARENCE STREET

Grimble's PURE MALT

BRAND.

Vinegar

Brewery : London, England.

Agent : Mr. I. S. WOTHERSPOON, Board of Trade Bldgs., MONTREAL.

The Transportation Problem Discussed

By a Member of the House.

House of Commons,
Ottawa, May 18, 1903.

AFTER a breeze in the House raised by the irrepressible member for Labelle, Mr. Henri Bourassa, with regard to some recent utterances by Lord Dundonald, the members got down to more serious business in a debate on the transportation needs of the Northwest, inaugurated by Mr. Walter Scott, the earnest and bright young member who, in 1900, defeated the late Nicholas Flood Davin.

Mr. Scott started his speech, which was in large measure an arraignment of the C.P.R., by the assertion that serious congestion of railway traffic prevailed in the West, and had done so for 20 months. He quoted at length from a recent issue of a Regina newspaper as to conditions there, the article stating that goods ordered in very ample time for the Christmas trade had arrived after that season; for the spring trade too late for that trade. and that

MERCHANTS WERE GETTING AFRAID

to send in the orders they might reasonably do, for fear of non-arrival in time for the particular season for which the goods were required. If this be the case, and there seems to be ample evidence to support the assertion, one can see at a glance what a serious loss follows not only to the local dealers, but to the wholesalers of Eastern Canada as well, to say nothing of the inconvenience to the consumer who is thus deprived of the supply to meet his necessary requirements. The article ended by saying that more than one individual merchant could prove that he had lost hundreds of dollars from the non-delivery, or late delivery, of his orders.

RESOLUTION OF THE WINNIPEG BOARD OF TRADE.

The member for West Assiniboia, after reading the quotation with which we have been dealing, laid a further foundation for his attack on the C.P.R., by saying that it is the only road the people of the Northwest Territories know and do business with, thus fixing it with responsibility for all railway troubles there. He alluded to the promises made a year ago that the inconveniences of 1901 would not be repeated, and yet the fall of 1902 found things worse than ever. Next, Mr. Scott supported his case by a long quotation from a resolution of the Winnipeg Board of Trade, carried after long and earnest consideration, one paragraph of which is so strong that we must quote it verbatim; it runs as follows: "And, Whereas the passenger service has become so irregular, unreliable, and apparently disorganized that much loss has been inflicted on business men, and the travelling public has suffered great and long continued inconvenience and hardship; and, whereas the equipment of the railway company has fallen into such a condition that the corporation is utterly unable to handle the traffic of Western Canada; Therefore, be it resolved: That this board respectfully urges the Dominion Government to take such immediate action as shall remove the grievous disabilities under which the people of Manitoba and the Northwest Territories labor."

DIVERTING TRADE.

Mr. Scott followed up this blow by reading from an address passed by the Northwest Assembly, reiterating all the charges as to freight congestion, a part of a paragraph of which is most significant, and rather alarming to all good Canadians who wish to see Canadian trade retained in Canadian channels, reading as follows: "And unless it is held desirable to divert part of such traffic through foreign channels, adequate facilities for its transportation must be immediately provided." Those words "unless it is held desirable to divert part of such traffic through foreign channels," are most significant.

PATRIOTISM AND TRANSPORTATION.

It is all very well to talk about patriotism, but the farmer who has his whole year's crop lying in his granary without a chance of converting it into money by shipment through Canadian channels, will most naturally seek whatever outlet he can get to produce the necessary result. Even from the Canadian standpoint, sorry as we all would be to see our trade, or a large part of it, passing out of our country, we must admit that it would be better for our national interests to have it do so, rather than to see his crop kept indefinitely in the hands of the producer who would be ruined in the long run by his inability to get money for his product. This being the case, it comes to this: If we are to continue the development of the Northwest Territories, or even for that matter to hold the settlers we have already induced to enter that country, we must provide railway facilities through Canada to our own seaboard, or encourage shipment over American lines, and as few would be found to advocate the latter course, we arrive at the conclusion that Canada must adopt a bold policy in railway matters, assisting colonization roads wherever necessary, and measuring the present cost on the broad basis of national development and future returns.

LACK OF SIDINGS.

Mr. Scott attributed most of the trouble to lack of sidings, lack of rolling stock, and lack of men to do the administrative work of the road, asserting that its employes were sadly overworked and in no wise to blame for the dreadful disorganization which he asserted existed. He maintained that the $20,000,000 worth of extra stock authorized last session to be issued by the company on the express condition of removal of abuses, had not been spent as rapidly as it should be, and that the recommendations made by the Western employes of the road, who knew local conditions thoroughly well, were scaled down in Montreal sometimes 60, 70, or even 80 per cent.

C.P.R. MANAGEMENT.

Mr. Scott spoke very bitterly against the C.P.R. management, because he alleged that there was an opportunity to relieve the congestion existing last January by shipping out some 7,000,000 bushels, which the C.P.R. had actually admitted it could not handle in the requisite time, over the Great Northern, if the C.P.R. would hand it over to that rival road.

A STARTLING PROPOSITION.

After his long arraignment he remarked that he might be asked to suggest a remedy. This, he thought, was for the Government, but at the same time, he might make a suggestion. And this he did in the startling proposition that inasmuch as the C.P.R. had been presented with the road by the Dominion Government on the express condition that it would operate the same in a proper and

suitable manner, the gift should now be revoked by the Government because of the non-fulfilment of the condition.

No doubt Mr. Scott hardly meant to recommend so severe a course, but rather to warn the C.P.R. that Parliament had an extremely good excuse for regulating and disciplining the railroad at any time it might see fit to do so.

A COMMISSION URGED.

Somewhat later on, after placing the loss to the people of the West in last year alone at $10,000,000, he made the further and more rational suggestion that a commission be appointed to study the conditions, and to report to the Government on a remedy, especially along the line of the purchase of more rolling stock. With one of his last statements, to the effect that it is absolutely useless to encourage people to come to our West in the present large numbers unless we had better accommodation to offer them, we can one and all agree, and the Government may well count on the support of the country at large in any vigorous railway legislation which it may see fit to introduce.

MR. TARTE TO THE HELP OF THE C.P.R.

To Mr. Scott succeeded Mr. J. Israel Tarte, who took up the cudgels for the C.P.R. and punctured some, by no means all, of the arguments previously adduced. For instance, as to the argument of shortage in locomotive power, he asserted that owing to an unusually light rainfall, scarcity of water resulted and that, as a consequence, not 60 per cent. of the actual power could be got out of the engines "Was this the fault of the C.P.R.?" asked Mr. Tarte. He argued that owing to the extremely rapid development of the West no railway could possibly keep pace with it, that the C.P.R. was serving Western Canadians better than Western Yankees were being served by their roads, and that even we in the east, owing to the great prosperity in trade and the abundance in crops had to put up with many inconveniences ourselves in matters of freight transport. He interpreted Mr. Scott's speech as a covert way taken by the Government to prepare the country for the voting of large subsidies for other railways in the West and waxed very indignant, indeed, over the proposition to cancel the charter of the C.P.R. for breach of contract.

SHORTAGE OF SHIPS.

Mr. Tarte referred to the shortage of ships on the lakes as one reason for the wheat blockade, and congratulated the C.P.R. on the fact that this trouble had been lessened by the energy with which that company had been getting the grain to the seaboard by the all-rail route. He referred to the large increase in elevator accommodation provided by the C.P.R., to the big expenditures already made to increase the rolling stock, and to the difficulty in getting what was required, not from unwillingness to spend, but because the market could not in these present days of world-wide expansion, supply the demand.

Taxes and Regulations for Foreign Commercial Agents

By J. F. MONAGHAN, U. S. Consul at Chemnitz, Germany.

THROUGH the instrumentality of the German Union of Travelling Agents, a pamphlet has been published containing a summary of the main duties and privileges of commercial agents travelling in foreign countries was recently put upon the market. The following facts, taken from the book, will be of interest to American business men connected with the foreign trade:

DENMARK.

In Denmark, travelling agents are required to pay an annual tax of 160 crowns ($42.88). In case these agents represent more than one house, they are required to pay the full tax of 160 crowns for the first house and 80 crowns ($21.44) for every other house represented. This tax must be paid immediately upon arrival at the first custom-house of the country. An identification, both business and personal, is required, and for this purpose a notarially certified copy of the agent's power of attorney, visaed by some Danish consulate, is considered most practicable. The receipt given upon payment of the above-named tax must be presented for indorsement to the police and the tax authorities of each locality in which the agent transacts business. Samples and patterns are subject to duty on entry into the country, but this is refunded upon departure. Evasions of the regulations are punishable by heavy money penalties.

FRANCE.

France requires nothing but a business passport, which properly identifies the bearer, both as to person and as the representative of a firm, and qualifies him to do business. There is no special tax. The duty on samples must be paid or proper security given therefor; upon departure from the country this is refunded or the security cancelled.

ENGLAND.

England, according to the publication above referred to, as the classic land of free trade, throws no obstacles in the path of the foreign commercial traveller. He is welcome to come, welcome to stay, welcome to transact his business, and welcome to leave when he is done. No duties increase his expenses and no customs regulations delay his travel.

THE NETHERLANDS.

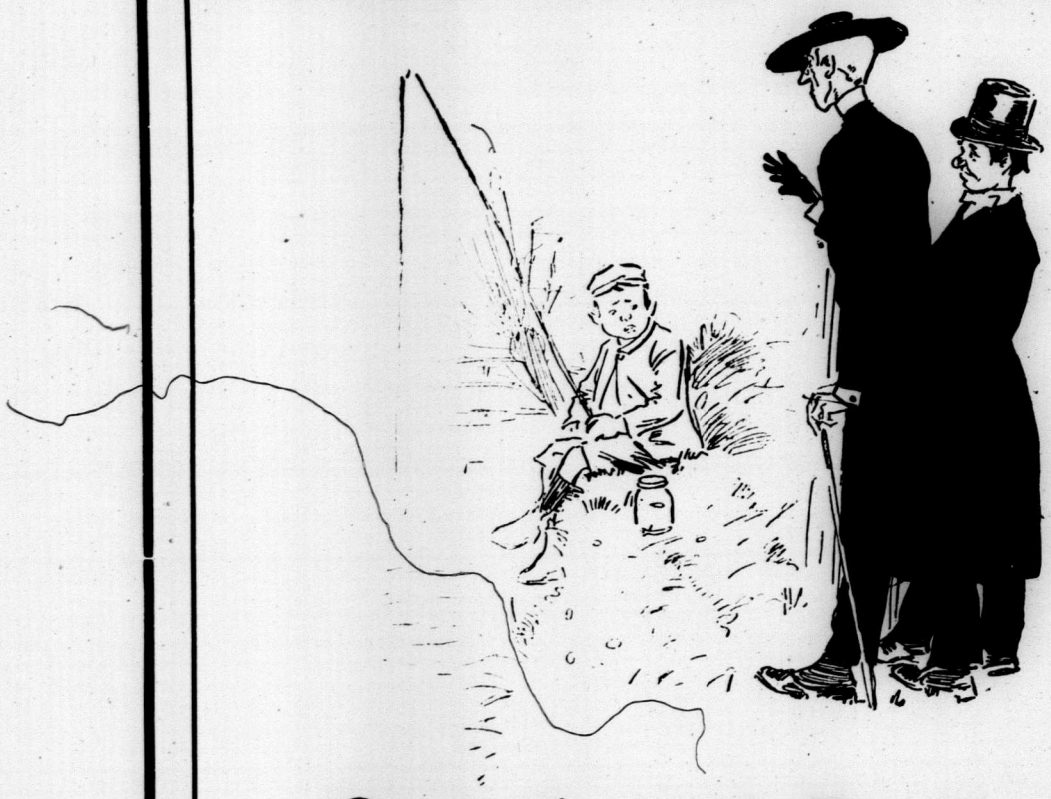
In the Netherlands, the commercial agent must report to the first custom-house which he comes to and have an industrial-tax receipt made out in his name (billet van de bedryfs-belasting), at a cost of 15 gulden ($6). A transit pass (no fee) must be applied for, to accompany samples. These are separately labelled and entered, and as security for their return, or for the payment of the full duty in case they are sold in the country, a deposit of 25 per cent. of their market value is required. In case any samples are sold, the regular duty must be paid upon the whole lot.

NORWAY.

Norway prescribes the issuance of a trade pass good for 30 days and costing 100 crowns ($26.80). In every locality where business is to be transacted this pass must be presented to the police authorities to be visaed and indorsed. In the absence of such certification, a "sojourn book" is required. Full duties must be paid on all samples entered, but these are refunded on leaving the country, if proper evidence can be presented that the samples were originally entered and appraised. Violations of the regulations are punishable by a fine ranging from 100 to 500 crowns ($26.80 to $184).

AUSTRIA.

In Austria, all travelling agents who can produce proper trade licenses and identifications are admitted to the country without payment of any duty, though samples sold in the country are dutiable when the agent leaves: nor are the agents subject to any other tax. Commercial agents also enjoy preferential baggage rates on the Austrian railroads, if they can produce a trade or identifica-



Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

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

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

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

Highest Quality Always.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal — Sole Agents, — 20½ Front Street, Toronto

Dried and Evaporated Fruits.

We have been looking over our stock and find that we have just a little too much in some lines, for instance:

CHOICE PEACHES IN 25 AND 50-LB. BXS. AND BAGS.
CHOICE APRICOTS IN 25 AND 50-LB. BXS.
PRUNES, ALL SIZES, IN 25 AND 50-LB. BXS., AND QUITE A QUANTITY OF TAP FIGS AS WELL.

These goods are in perfect condition, and you should have a sale for quite a few now that dried and green apples have been pretty well cleaned up. Let us hear from you.

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

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY UNIFORMITY AND EXCELLENCE GUARANTEED.

A Forward Movement.

Nothing in any sphere of life attracts greater attention than a bold, confident "forward movement" by men of brains and energy.

Too often, however, one is handicapped by lack of the right means to go ahead.

Not so the grocer, whose opportunity is ever present in our superb

WOOD'S COFFEES.

He can seize them and march to success any time. With **WOOD'S COFFEES** at the front here is a scattering of the miscellaneous coffee forces all along the line.

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

Grocers' Wholesale Company, Limited, Hamilton.

Incorporated July, 1901.

AUTHORIZED CAPITAL, $100,000.

DIVIDED INTO SHARES $100 EACH.

CAPITAL STOCK OFFERED TO RETAIL GROCERS.

GROCERS' WHOLESALE CO. Limited
UNITY AND QUALITY
HAMILTON.
REGISTERED.

Business conducted strictly upon wholesale co-operative lines.

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

Direct Importers of Teas, Coffees, and General Groceries.

ties. The rates in such cases are 2 heller (0.2 cent.) per 10 kilograms (22lb.) for every kilometer (0.62137 mile) travelled.

SWEDEN AND NORWAY.

In Sweden, as in Norway, the agent is required to take out a trade pass, which costs 100 crowns ($26.80) and is valid for 30 days. A receipt for this tax must be produced at all places where business is to be transacted. Inability to produce such a receipt subjects the agent to a fine of from $26.80 to $184. The regulations are said to be most stringently enforced, and their closest observance is advised. On entering samples, the regular duty must be paid; upon departure, this duty is refunded, providing all samples entered can be produced.

SWITZERLAND.

In Switzerland, a business passport showing qualifications to engage in the trade, and serving as identification, is alone required. Upon presentation of this passport to the Swiss authorities, a special passport is issued by them—free of charge—which is sufficient for all trade purposes in the country. No duty is imposed upon samples, provided their full identity can be established.

RUSSIA.

In Russia, a Government and property tax of 150 rubles ($77.25) is imposed in case of the establishment of a commercial house, and in addition a communal tax of 45 rubles ($23.17). In the case of single commercial agents, a trade tax of 50 rubles ($25.75) is imposed, and a communal tax of 10 rubles ($5.15) in addition. The Russian regulations respecting foreign commercial agents are very strongly prejudicial to Jews. Agents or commercial houses of this nationality are required to pay, instead of a Government tax of 150 rubles as given above, a tax of 500 rubles ($257.50) in addition to the communal tax. These taxes are paid against a receipt, which is valid until January of the next year and is sewed on to the traveller's general passport. A trade or business pass is also required, showing that the agent possesses full power to represent the firm. If the head of a commercial house comes to Russia and opens up trade, he is subject to a tax of 150 rubles ($77.25) in case he establishes no permanent offices, magazines, or stock rooms. In case he does establish permanent offices, he is required to pay a tax of 500 rubles ($257.50) if he conducts a wholesale business and 450 rubles ($231.75) if he carries on a retail trade. Jews are required to pay the full tax of 500 rubles in either case.

ANTI-CIGARETTE BILL KILLED.

The Anti-Cigarette Bill introduced by Mr. Bickerdite, at Ottawa, having for its object the prohibition of the manufacture and sale of cigarettes or cigarette paper, and also prohibiting their importation into the country, was declared out of order by the Speaker and accordingly goes by the board.

CHAT

ONTARIO.

THE C. P. Railway are proposing to open up a trade with Britain in salmon, packed whole, and conveyed from British Columbia in cold storage. It is thought that the British consumer will welcome the new trade.

A new grocery business will very soon be started in Woodstock by Sullivan & McCarron.

The Detroit Cereal Co. still seem to be anxious to locate a branch factory in Brantford.

J. Nicholson, Port Arthur, Ont., is having a warehouse erected on Pearl street, which he will occupy as a wholesale tea store.

Tomkins & Co. will open an up-to-date grocery on King street, Brockville, in the premises formerly occupied by M. J. Kehoe.

Both the Grand Trunk and the C.P.R. railways are reducing rates on grain and flour shipments from points in Ontario to the seaboard.

A brisk business is being done by The Norwich Broom Factory, a large number of brooms having been turned out during the past couple of weeks.

C. Reckin, flour miller, Wiarton, Ont., is shipping a large quantity of flour to Manitoulin Island, and the mill is kept busy supplying the demand. Mr. Reckin is at present on the island.

The Dominion Fish Company next season will establish their headquarters at Owen Sound. At present the company's ice houses and packing sheds are situated at Wiarton, but next season new buildings will be erected at Owen Sound.

It is thought that a large modern canning factory will be erected in Wallaceburg this year. Several of the province's largest canners are supposed to be interested.

A deputation from the manufacturing grocers' section of the Canadian Manufacturers' Association waited upon Hon. Wm. Paterson and Hon. M. E. Bernier at Ottawa on May 14 to petition that the law respecting the adulteration of foodstuffs be enforced. As a result an active campaign against impure foods will probably be instituted.

MANITOBA.

The Royal Crown Soap Company, Winnipeg, have commenced Saturday afternoon closing.

Milton Orris, in association with Geo. S. Porter, has commenced a grocery store in Winnipeg.

James H. Folis, of the firm of Folis & Consentino, fruit merchants, Winnipeg, met with an accident recently, by which two ribs were broken.

J. N. Merrill, until recently with Smith & Burton, Brandon, is starting up a grocery business for himself on the corner of Third street and Lorne avenue.

The new grocery store of J. A. McKerchar, on Main street, Winnipeg, has been completed. It is claimed that the store is one of the most up-to-date grocery stores in the West. Mr. McKerchar has just moved into his new premises.

The flour and feed business of E. J. Bawlf, Winnipeg, has been purchased by Joseph Franklin, who has had some experience in that line of business, and therefore understands it quite thoroughly.

NEW BRUNSWICK.

Walter Potts has opened a wholesale fruit warehouse on Charlotte street, St. John.

James Brogan has gone into the grocery business on Brussells street, St. John.

W. F. Hatway Co. have opened a branch store at South Market Wharf, St. John, to carry on general fish and commission business.

W. L. Hamm, manager of the Maritime Spice and Coffee Co., met with a painful accident recently, having so injured the muscles of his leg that he will be unable to walk for some time.

The members of the commission recently appointed to investigate the sardine fisheries are: A. J. S. Copp and E. C. Browers, N.S.; J. J. Tucker and R. E. R. Armstrong, N.B.; and Prof. Prince, Commissioner of Fisheries, Ottawa. The commission will probably begin its work in June. The committee will also investigate the possibility of establishing the sardine industry in New Brunswick.

BRITISH COLUMBIA.

J. Fletcher, until recently connected with Fillon's grocery store, Vancouver, has gone to Edmonton, where he intends to take up land.

It is expected that there will be a great rush of trade with the Yukon as soon as the White Pass and Yukon route commence to issue through bills of lading on shipments.

NOVA SCOTIA.

J. H. Thomson, head of the firm of Thomson & Matheson, fruit brokers, Glasgow, Scotland, was in Halifax recently, and is now making a tour of the Annapolis Valley in order to get in touch with the apple growers of Nova Scotia. Mr. Thomson is appointing agents in Nova Scotia, and says that Scotland affords a large market for Canadian apples and that Nova Scotia may obtain a good share of the trade.

PRINCE EDWARD ISLAND.

Lobster boiling has been started in Charlottetown. The boiling house is run on Lions & Company's wharf by Lawrence Duddier.

NEWFOUNDLAND.

Lobsters are reported very plentiful about Placentia Bay but the catch has been small on account of the scarcity of bait.

Robt. Chesley Ayre, of the firm of Ayre & Sons, St. Johns, died recently of pleurisy and pneumonia.

QUEBEC.

Trade in general is beginning to pick up again after the strike, but the depressing effects are still to be felt.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES

WELL KNOWN AND RELIABLE

IN TINS

GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

JOHN MacKAY, LIMITED.

John MacKay, Limited, have been incorporated, with a capital of $75,000, in 750 shares of $100 each, and have acquired the well-known pot and pearl barley, milling, grain, etc., business of the late John MacKay, recently deceased, which was carried on by him with great success for over fifteen years, and known as the Caledonia Mills, Bowmanville, Ont.

The principal output has been pot and pearl barley, feed, etc., the manufacture of which is by a special process, and has established a wide reputation throughout Canada and even foreign countries.

The plant and machinery are of the latest and best equipment, and include a new engine only put in last year. It is intended to add to the present capacity at once by alterations and improvements with a view to increased speed and additional warehouse accommodation for the storing of raw material.

The mill is situated in a good barley-growing district, and by paying cash the producers are benefited largely by having a market close at hand.

The profit from last year's operations was $10,471.

The management and direction of the company will be, as far as possible, in the hands of the shareholders to be elected each year at the annual meeting.

R. HERRON & CO.

R. Herron & Co. was established in 1896 by Robert Herron, who has been connected with the manufacture of coffee, spices, etc., for the past half century, and is one of the most practical men in his line in Canada. That he thoroughly understands every detail in the manufacturing part of his business is evident from the ever increasing demand for the products which the firm puts up. Mr. Herron, though advancing in years, is still hale and hearty, and can be found every business day at his factory superintending the manufacture of the various lines which this firm turns out.

Since Mr. Herron established the present business he has associated with him his son, R. S. Herron, and son-in-law, W. H. Johnson. The latter has charge of the office and financial end of the business, and is a shrewd, keen business man, fully capable of looking after the growing interests of the firm.

R. S. Herron is following in the footsteps of his father, and is to-day thoroughly posted on all points pertaining to the manufacture and sale of the goods which they produce.

Although only established for about seven years this firm have made wonderful strides forward, and have just removed to much larger premises. This was found necessary owing to their largely increasing trade, which now extends from the Atlantic to the Pacific oceans. They have a large staff of travellers continually covering the ground, and manage the business on the principle that it pays to sell goods that will give satisfaction to the consumer. Their advertisement appears on another page of this paper.

GRIMBLE'S VINEGAR.

"Grimble's," the name by which Grimble & Co., Limited, is familiarly known by the trade, is the youngest of the well-known old established firms in London in the malt vinegar trade, being only some 60 years or so of age. The firm probably owes its present position and standing partly to the fact of its comparative youth and vigor, and partly that it was, if not the actual pioneer, quick to see and utilize the advantages of modern methods of vinegar brewing.

Originally an offshoot of the firm of Grimble & Co., gin distillers, and carried on by one of their partners, the new firm quickly attained a reputation for the excellent quality of its productions, and year by year the trade has had to acknowledge the fact that "Grimble's" act up to and confirm their motto of "second to none." It was no doubt a bit of a struggle at first, but the old saying, "youth will be served," has been fully exemplified in the career of the firm.

To-day Grimble's can claim to be well known all over the United Kingdom, Australia, and Africa, and they have for some years past executed considerable orders for the best buyers for British Columbia. If not so well-known in Canada at present, they hope by the aid of a direct representative, recently appointed, to work up and attain an equal repute, throughout the Dominion, to that which they enjoy elsewhere.

Grimble's are one of the few firms who, having made a good business in vinegar, are satisfied to give the whole of their time, energy and experience to perfecting and increasing their output; and the fact that to-day they are in the first rank of vinegar brewers says sufficient for the excellence of their production and business position.

They export Pure Malt, Distilled, Royal Orleans, Tarragon and Chili spiced and other vinegars. Samples and prices and all further information can be obtained from their representative, J. S. Wotherspoon, of the Board of Trade Buildings, who has recently returned to Montreal from his visit to the Old Country.

CARLOADS OF BAKING POWDER.

E. W. Gillett Company, Limited, Toronto, shipped last week two carloads of baking powder, yeast and lye to Winnipeg and one carload to each of the following places: Montreal, Quebec, St. Johns, Newfoundland. "The business," said a member of the firm, "is exceedingly good and we are being taxed to fill orders."

WHAT TRADE ARE YOU AFTER?

If the best you can cultivate it by having for sale . . .

Patterson's Home-made Preserves

—PACKED IN CASES 1 DOZEN LIGHTNING JARS—

PEARS, PEACHES, PLUMS, QUINCE and KITTATINNIES.

LUCAS, STEELE & BRISTOL, Selling Agents, Hamilton

"OLD CHURCH"

Pork and Beans

have already made their mark. Demand for "Old Church" brand is increasing daily. Owing to the superior care and cleanliness in packing, and the extra quality of Beans, we expect to have the largest sale in Canada. Mr. Grocer, get in line—and handle these fine goods only. Order from our traveller, or write direct.

STANDARD CANNING CO.

THERE is no capital so valuable to a business man as a reputation for High-Class Goods. A bad article recommended taints the reputation of the whole stock. Dealers who have enjoyed this enviable distinction and have made their business a success, have declined to traffic in cheap and trashy goods. Since our last advertisement calling attention to our registered brands of Coffee, our sales have increased enormously, and only to the unique quality of these goods do we attribute our increased out-put :

MECCA

DAMASCUS

CAIRO

and SIRDAR

are our registered brands, and are favorites with dealers anxious to acquire a reputation for quality. They are packed in 50-lb. tins, 25-lb. tins, and 2-lb. tins ; ground or whole.

Our stock of general groceries is very complete, and comprises nearly every brand of goods known to the retail trade. We will be pleased to furnish samples and give quotations on application.

JAMES TURNER & CO.

Wholesale Agents, HAMILTON, ONT.

This Is No Fish Story

A TRADE BUILDER

CROWN BLEND CEYLON TEA

1-lb. and ½-lb. pkts, 25, 40 and 50 cts.

Once used always used.

AGENTS

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

KNOWN EVERYWHERE
LIKED EVERYWHERE
USED EVERYWHERE
SOLD EVERYWHERE

HIGHEST AWARDS
AT
WORLD'S FAIR, CHICAGO, 1893
PARIS EXPOSITION, - 1900
PAN-AMERICAN, BUFFALO, 1901
INDUSTRIAL EXHIBITION,
TORONTO, 1902

NEVER BECOMES HARD OR DRY. THE MOST CONVENIENT AND ECONOMICAL ROQUEFORT CHEESE OBTAINABLE.

AVAILABLE SUPPLIES OF SUGAR.

On the basis of the estimated Cuba crop of 940,000 tons, the balance of supply from the island this year will be 570,000 tons, after allowing for local consumption from May to December. From this amount should be deducted, say, 50,000 tons, which will doubtless be carried over to next year by tenacious holders, and 100,000 tons which will probably go to New Orleans, leaving 420,000 tons estimated available supply for the United States four ports, with 25,000 tons now afloat, making a total of Cuba sugars 445,000 tons.

Estimated receipts May 15 to December 31, 1903 :

	Tons.
Cubas	445,000
Javas	330,000
Hawaii	110,000
Philippines and Porto Rico	60,000
	1,095,000
Total stock U. S. four ports May 14	256,728
	1,351,728
Deduct working stock for refiners, Dec. 31, 1903	81,728
Available supply without drawing on Europe	1,270,000
Estimated meltings, May 15 to December 31, 1903, to make a total for 1903 the same as for 1902	1,275,000
Deficiency	5,000

It will be seen that practically all the supply of cane sugars available this year will be needed to meet the requirements o the same meltings as last year, and if the meltings are increased the refiners will have to go to Europe for beet sugars to supply the deficiency.—Willett & Gray's Statistical.

THEY ARE WHOLESALERS, NOT RETAILERS.

In THE CANADIAN GROCER of April 24, appeared an item in which it was stated that Lind, Kerrigan & Co.. London, Ont., were retail grocers. This was an error. The firm is a wholesale one, and is located at 141 Carling street. The members of the firm, are Frederick Kerrigan and Robert G. Lind.

THE CANADIAN WINE TRADE.

WITHIN the last twenty years no Canadian industry has made greater strides than that of the production of Canadian wines. This is largely owing to their comparative cheapness and greatly improved quality.

Grape growing had been tried in Canada for many years, but it was not until 1865, at the close of the American war, when a company of Southerners from Kentucky, of whom the late Thaddeus Smith was the chief, came to Pelee Island, in Lake Erie, and went extensively into grape growing and wine manufacturing, that it may be said to have successfully started.

The location of Pelee Island, the most southern point of Canada, in the middle of Lake Erie, made it possible from its great climatic advantages that the Catawba, Virginia Seedling and Isabella grapes could be thoroughly ripened, an impossibility in any other part of Canada.

In the long mild climate of Pelee Island these grapes reach their greatest perfection. In 1873 the vineyards established in 1865 made arrangements with J. S. Hamilton & Co., of Brantford, Ont., to take the sole agency for the sale of their wines, and this was continued up to 1884 when The Pelee Island Wine and Vineyards Co., Limited, was formed. J. S. Hamilton was elected president, and steps were taken to increase the extent of the vineyards of Pelee Island. In 1891 the company erected a fine three-storey stone wine house with extensive cellars. This wine house is one of the best equipped establishments of the kind in the world, and the greatest care and cleanliness is observed in the pressing and various processes the wine has to undergo before it is thoroughly mature and ready for the market.

Special care is given to the production of their celebrated communion wine, "St. Augustine." Only the most select and choicest grapes are used for this purpose, and the high reputation of "St. Augustine" is undoubtedly due to the fine quality of grapes which are used and the great care in pressing, racking and maturing. The fact that "St. Augustine" is used in thousands of churches in Canada, Great Britain and Ireland, the West Indies and the United States is good evidence that the company have succeeded in producing a perfect communion wine. In 1892 the company started a brandy distillery on Pelee Island, and the high quality of the product has made the name of J. S. Hamilton & Co.'s brandy famous throughout Canada.

The Pelee Island Wine Co.'s unfermented grape juice is considered much superior to other brands on the market and enjoys a large sale amongst religious bodies, who contend that only unfermented wine should be used for communion purposes.

During the vintage of 1894 they prepared a quantity of wine for champagne, and had the manufacture carried on under a natural fermentation process, under the the supervision of an expert from Rheims. It has developed into a champagne of high character, and has been placed on the market under the registered brand "L'Empereur." They put up two qualities of dryness, "Sec" and "Extra Dry"; the latter is one of the dryest wines used in this part of the world. Notwithstanding the great cost in producing the genuine natural champagne, they have arranged to fix the price at about half that of imported wines of equal quality.

In conclusion, we may express the hope that J. S. Hamilton and other great Canadian wine firms may continue to increase the output and popularity of Canadian wines.

Ask our travellers for our prices on

CANNED PEACHES

Fine Yellow Crawfords

3-lb. and 2-lb.

Pie Peaches, 3-lb.

We can sell you.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, TORONTO

MERELY MENTION UPTON'S Jams and Jellies

to your customer and it will remind her that she needs some.

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

SELLING AGENTS

Prosperity is with "SALADA" Ceylon Tea.

We remark this, not in the spirit of "a boast," but merely as a case in evidence, upholding our unfaltering conviction (so often expressed) that in the long run "Quality must Win."

Year by year the steady progress of **"SALADA"** Ceylon Tea may be noted in the ever-swelling ranks of those showing quick appreciation of it's matchless value, which has attained the enormous sale of Eleven Million Packets per annum, and still the demand increases.

One of the most eloquent tributes to the real virtues of **"SALADA"** Ceylon Tea, viz.---to its uniform standard of excellence, is the fact that it is constantly exposed to the attacks of an army of short-lived imitators. **This we regard as Real Fame.**

The Prophecy of 3 Years ago is Being Rapidly Fulfilled,

Wherein we predicted that **"SALADA" Natural Ceylon Green Teas** would displace Japans (to stay displaced.)

The remarkable progress made in this direction is patent to every observant one. It's simply another instance of "The Survival of The Fittest."

"SALADA" Tea Co., Toronto or Montreal.

AMERICAN BRANCHES:—New York, Chicago, Boston, Buffalo, Detroit, Philadelphia, Pittsburg, Washington.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 21, 1903.

GROCERIES.

THE general outlook of home trade is distinctly encouraging and jobbers are considering business as generally satisfactory. Orders are coming to hand freely and present a healthy state on markets. In canned goods demand has been well maintained and prices remain firm. In peas particularly stocks are materially reduced and some holders are slow to move at old prices. There has been no feature in the coffee market; the demand has been for the usual limited quantity at firm prices. The season for nuts having passed the demand is now at its lowest point, prices, however, remain unaffected. Spices have made no advance in demand; the primal markets report fair activity and strong position. Pepper and cream of tartar are tending toward a rise. In rice the demand keeps well up and price stiffening, but there is no quotable change. Foreign advices denote a strong position with probability of good crops and prices continuing firm. Tapioca has received small attention, but foreign reports are of activity and firm price. Syrups and molasses are usually quiet at this season, and the present is no exception, prices, however, maintain as previous quotations. The home tea trade has been fairly active at fully up prices; jobbers, however, show little disposition to increase stocks; the trade, therefore, on the street has been but steady, although some good samples have been on show. The New York market reports business as good at firm prices. The London market has been considerably more active since Budget issue and prices have been well maintained. In Indians anything of coloring grades met with good support, there being comparative scarcity of parcels of this kind. Crops are generally favorably reported, the extreme weather experienced, however, has had a damaging effect on the growths in some districts. Dried fruits have made material progress and there is a distinctly healthy tone. A quantity of raisins has recently been sold for reconsignment to the London market at a price in excess of that ruling on home market. This will have the effect of better regulating the available stocks on hand and relieving any congestion in that respect. There has been a decided improvement in the demand for sugars from the country this week, with a very steady business. Prices look now as if they had seen the lowest basis for this season. Raw markets are steady but quiet; beet a little higher but quiet. In New York sellers of raws are asking an advance on current quotations, but buyers are not yet ready to grant same. in refined sugars New York is quiet, but strong, with indication that the next change, when it comes, will be an advance.

CANNED GOODS.

Business in canned goods continues satisfactory. The stock of peas is considerably reduced, and demand still continues good, some holders asking increased prices for remainder on hand. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	....	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
uccotash, 2's	0 85	1 00
omatoes, 3's	1 50	1 65
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 75	1 85
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	0 13½	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 85	1 00
Kippered herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 70
" " " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There is no marked improvement in the home trade in coffees. A moderate demand continues for the milder grades, and prices remain firm. Foreign reports to hand are by no means of a satisfactory nature. There are evidences of large invisible supplies both as regards Europe and elsewhere, which, together with the visible supplies being known to be excessive, and the opening of the new crop year promising a supply far in advance of previous seasons, are having a depressing affect on the various markets. The present low prices on New York and primal markets have been reached by a steady and gradual decline, all pointing to a still further declining point. The Brazil reports are of excessive future crops, which will considerably exceed demand. The Santos crop is also full for the season. In the milder grades also the foreign markets report great dulness, there being but little demand and prices fluctuating with downward tendency. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

NUTS.

Little interest prevails in the market for nuts. It is clearly in its off season and any business going is of small nature and without feature. Prices remain unchanged. We quote:

	Per lb.	
Brazil	0 14	0 15
Valencia shelled almonds	0 30	0 35
Tarragona almonds	0 12	0 13
Californian almonds	0 19	0 20
" soft shell walnuts	....	0 13
Formegetta almonds	....	0 11
Jordan shelled almonds	0 49	0 52
Peanuts (roasted)	0 09	0 10
" (green)	0 08	0 10
Cocoanuts, per sack	....	3 75
" per doz	....	0 60
Grenoble walnuts	0 13	0 14
Marbot walnuts	0 11½	0 12
Bordeaux walnuts	0 11½	0 12
Sicily filberts	0 11	0 11½
Naples filberts	0 09½	0 10
Shelled walnuts	0 27	0 28

SPICES.

The home trade in spices has been somewhat lighter since our last issue, with prices ruling steady at previous quotations. Reports from primal markets are very strong and prices for forward shipments are far above a parity of those ruling locally. Pepper still continues firm. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

There has been fair trade in rice since our last issue and prices continue to rule firm. Advices from southern markets are of decidedly strong situation. Crop reports are encouraging and it is anticipated to be a full one. It will, however, probably be several weeks late. The New York market reports trade as good, with buyers active for all attractive grades and full prices ruling. The home trade in tapioca has been small and prices steady. Both New York and primal markets report firm markets with demand fair. We now quote:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SUGAR.

The week under review has been one of exceptional interest in the trade so far as outside markets are concerned. In raws there has been a decided hardening tendency, and all expectations of lower prices have not materialized and we hear of exceptionally large sales to American refiners at full former figures. On Wednesday and Thursday of last week American refiners' purchases of sugars on spot and to arrive reached the exceptionally large figure of 350,000 bags, principally Cubans on basis of 96 deg. test centrifugals at 2c. c. & f., which is the equivalent of 3 11-16c. duty paid. Latest advices indicate that refiners are still willing buy-

ers on this basis, with sellers indifferent and holding for 1-16c. advance, though we hear of sale of balance of cargo to Boston at recent quotation. The tone of the market is decidedly firm and further heavy purchases are likely. Willett & Gray estimate the available supply of cane sugars for American refiners from now to December 31, including present stock, at 1,351,728 tons, from which they deduct working stock for refiners on December 31 of 81,728 tons, leaving available supply of cane without drawing upon Europe at all of 1,270,000 tons. Meltings from now to December 31, on same basis as 1902, would be 1,275,000 tons, thus leaving a deficiency of 5,000 tons, from which it will be inferred that if meltings are increased over last year's figures, which is not unlikely, that American refiners must draw upon Europe to make up the deficiency. So far this year they have not made provision for autumn requirements by their usual purchases of new crop Javas, yet, in spite of this the Java market is showing an upward tendency and to-day's asking prices for that description are fully ¼c. above the current New York parity for 96 deg. centrifugals. This is largely owing to the yearly increasing demand from China, Japan and other Eastern countries.

For the week ending May 13 receipts at the United States Atlantic ports were 43,005 tons; meltings, 35,000 tons, and stocks, 256,728 tons. Combined stocks of Europe and America at latest uneven dates were 3,047,728 tons, against 3,207,741 tons at the same period last year, the decrease from last year being 160,013 tons.

Mail advices from Europe report that the weather has been abnormally rainy and cool and the sowings of beets in France are on an average three weeks late, and in Germany there is delay of about a fortnight, and although not much harm has so far been done, it will require exceptional climatic conditions for the next five months to give good results both in weight and saccharine quality of the roots.

As we went to press last week, prices for American refined were advanced 5c. per 100 lb., thus restoring, in part, the decline of the previous week and on the turn of the market a large business transpired, amounting, it is reported, to fully 250,000 barrels. Thus far no change has been made in Canadian quotations, but the undertone locally is strong and there are indications of a further advance in New York in the near future. Demand here is quiet at the moment, but with the advent of warm weather there should be a much better inquiry, and from all indications it would seem wise to carry a full line of stock. We quote:

Paris lumps, in 50-lb. boxes	4 68
" in 100-lb. "	4 58
" "Domino" brand, 50-lb. boxes	4 63
" " " 100 "	4 53
St. Lawrence granulated	4 03
Redpath's granulated	4 03
Acadia granulated	3 98
Maple Leaf granulated (Berlin)	4 03
Maple Leaf No. 2	3 93
Crystal granulated (Wallaceburg)	4 03
Beaver "	3 88
Imperial "	4 03
Phoenix	3 93
Cream	3 78
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2 "	4 38
No. 1 "	3 38
Extra ground icing (bbls)	....
Powdered " (bbls)	....

SYRUPS AND MOLASSES.

There has been little activity in these lines since our last report, and prices continue unmoved. Foreign markets also report slow trade and prices scarcely maintained, the tendency towards firmness in molasses being helped by the strong statistical position. Mail advices from New Orleans report the total receipts to date are 100,000 barrels of molasses short of last year, and that the weather conditions have not been favorable and that the growing crop is not progressing as rapidly as desirable. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	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 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

There has been fairly good activity in business done during the past week. Business, however, on the street has been slow; there have been some good samples of Japan new teas offered, but little interest was created. Some Chinas have also been coming in, but the market remained featureless. The London market reports denote buyers as active and the prices well maintained, in both Indians and Ceylons, the demand being divided between the lower and high grades, mediums attracting but small attention. The daily clearances are now considerably advancing, and the consequent depletion of stocks held in first hands becomes more and more marked. The statistical position, therefore, at end of present month is expected to be most favorable and a clear advantage in favor of producers. The entries for export of Indian teas noted at Calcutta for April show considerable decrease as compared with the same time in previous year. Crop prospects in Assam are generally favorable, but in other districts the extreme heat and want of rain have more or less affected the growth of the leaf. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
"	half-chests, ordinary firsts	0 22	0 28
Young Hyson,	cases, sifted, extra firsts	0 42	0 50
"	cases, small leaf, firsts	0 35	0 40
"	half-chests, ordinary firsts	0 28	0 38
"	" seconds	....	0 23
"	" thirds	0 16	0 18
"	" common	....	0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28	0 32
"	" seconds	0 18	0 19
"	half-boxes, firsts	0 28	0 32
Japan	½ chests, finests May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	....	0 20
	Common	....	0 19

C. M. Bernard, Chicago, Ill., received the following cable from Japan: "Stocks, 7,500 piculs; Settlements, 42,000 piculs YO.—Settlements, 17,000 piculs Kobe. Choice grades have advanced 1c. since the 1st of May." First new tea sold on this market last week at 45c.

Flies Carry Contagion

Wilson's Fly Pads

kill the flies and disease germs too.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

COX'S GELATINE ALWAYS TRUSTWORTHY

Established 1725.

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

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

QUEEN QUALITY PICKLES, BULK PICKLES, PURE TOMATO CATSUPS.

Our goods have a reputation. MADE IN CANADA.

"CANADIAN BEANS"

DIRECT FROM PRODUCER.

Put up in BAGS, SACKS or BARRELS, or in any way you order.

Write or wire me for Samples and Prices.

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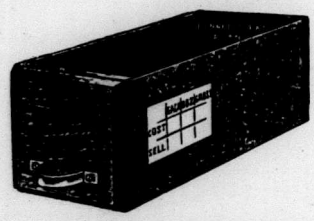
Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



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VANCOUVER, B. C.
CAN NOW SELL YOU
85 bbls., $6.00; 20 ½-bbls, $3.50; 36 Kits, $2
F.O.B. Vancouver.
Choicest B.C. Herring, January Fish.
Excellent condition.
IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

Established 1869.
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BUTTER, CHEESE, EGGS, HAMS, BACON, LARD, JAMS, ETC.
Consignments solicited. Prompt returns.
83 COLBORNE ST., TORONTO

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Eggs Poultry
Consignments Solicited.
Highest Prices. Prompt Returns.
The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

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—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

CLEMES BROS.
37 to 41 Church St., TORONTO.
WHOLESALE FRUIT IMPORTERS AND COMMISSION MERCHANTS.
Special This Week
422
TAPS COMMADRE FIGS,
$1.10 per Tap.
ASK FOR OUR WEEKLY PRICE LISTS.

FOREIGN DRIED FRUITS.

There has been fairly active trade in dried fruits since our previous issue; the demand has been active and a good tone prevailing. In currants the primal markets report a slight improvement in prices and it has encouraged a little extra buying on this side. Figs are also favorably reported on the primal market, and a good crop is expected. Raisins are reported from Dama to show prospects of good crops and good qualities, notwithstanding that the weather has been very changeable and by no means favorable. W. G. A. Lambe & Co., agents for Arsenis & Co., Patras, are in receipt of mail advices under date of May 2, as follows: "Referring to the currant monopoly by English Syndicate, it seems that everything is over. Conditions turned out ridiculous and the general idea is that it will be a failure." We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

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

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

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

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

COUNTRY PRODUCE.

EGGS.—Although there is no quotable change in the price of eggs the market has a somewhat weaker tendency than last week. The cause of this is supposed to be the meeting of the Packers' Association on May 13. There will be another meeting to-day, May 22, at which one of the members of the association says that there will be something definite decided on, which will be sure to bring down the price. We quote:

In single cases, per doz	0 13
In round lots, "	0 12½

HONEY.—There is no change in the market. We quote:

Extracted clover, per lb	0 08 0 09

POTATOES.—The potato market is quiet at the present time. The arrivals are about equal to the demands. Eastern stock is about finished and Ontario stock is also scarce. We quote:

No. 1 stock, on track, per bag	1 00 1 10
Seconds, on track, per bag	0 85 0 95

BEANS.—There is very little doing on this market at present. We quote:

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

DRIED APPLES.—There is scarcely any demand for dried apples just now, conse-

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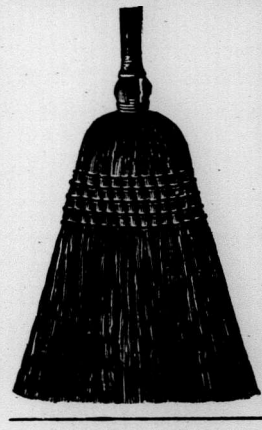
We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

SEND YOUR NAME if you have, or will get,
H AND H
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the unequalled cleaner. People who once use it want it, and we will do some sampling for you 34 Yonge St., Toronto. All wholesalers sell it

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WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.
BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.
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Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—
DRIED, GREEN EVAPORATED APPLES.
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Wholesale Commission Merchant and Broker.
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P.O. Box 731. - - WINNIPEG, CANADA.

E. NICHOLSON
Wholesale
Commission Merchant
and Broker.
Correspondence Solicited from Manufacturers and Shippers
WINNIPEG, MAN.

quently there has been a depression in the price. We quote :

Apples, dried, per lb	0 03	0 03½

GREEN FRUITS.

The market is quite active at present, the warm weather having a beneficial effect. Coacoanuts are going well, as they generally do during the 24th of May trade. There have been quite a few arrivals of strawberries the last couple of days, but the market still holds firm at 15 to 18c. per quart. Valencia oranges have taken quite a jump in price ; large 420's are now quoted 50c. to $1 per box, and small 420's, 50 to 75c. per box. Tangerines, Seville and Malta blood oranges are no longer on the market. Grape fruit has also stiffened considerably, it being now quoted $1 to $1.50 per box higher. Malaga grapes have disappeared from the market, and cranberries have also made their exit. Asparagus has weakened this week 50 to 75c. per dozen bunches. Messina lemons are 25c. per box firmer. Foreign cabbage has dropped 90c. to $1 per case. Bermuda onions have also come down, they are quoted this week 25 to 50c. per case lower. Egyptian are, however, 25c. per sack firmer. Otherwise the prices remain firm at last week's quotations. We quote :

Californian navel oranges, per box	3 25	4 00
Mexicans	....	2 50
Valencias, 714's	5 50	6 00
" 420's, large	....	7 00
" 420's, small	....	6 00
Pineapples, per crate	3 00	3 25
Grape fruit, per box	....	5 00
Bananas, per bunch for ordinary	1 35	1 75
" large bunches	0 50	0 75
Asparagus, per doz	0 50	0 75
Californian lemons, per box	2 50	3 50
Messina " "	2 50	3 50
Cabbage, per case	2 00	2 35
New potatoes, Bermuda, per bbl	....	5 50
Cucumbers, Baltimore stock, per doz	....	0 60
Strawberries, per qt	0 15	0 18
Tomatoes, per crate	4 00	4 50
Canadian apples, in bbls	1 75	2 50
Bermuda onions, per case	....	1 50
Egyptian onions, per 100-lb. sacks	....	3 25
Dutch set onions, per lb	....	0 7½
" " in 100-lb. lots, per lb	....	0 70
Cocoanuts, Porto Rico, per sack	....	3 50
" Jamaica, "	....	3 00

VEGETABLES.

The vegetable market is very unsettled at the present. The stock of old vegetables is being cleared out and the new vegetables are making their appearance. Since last week cabbage have gone up 10 to 60c. per dozen , and red cabbage has stiffened 10c. Carrots and parsnips have each gone up 10c. per bag. Turnips are now quoted 15c. per bag higher, and onions, 5c. per bag dearer. The price of beets has also advanced 10c. per bag. Lettuce remains about the same. Rhubarb is slightly firmer. There has been considerable drop in the price of radishes, they are now quoted 10c. per dozen bunches lower. The demand in all lines is fairly good, and trade has a brisk aspect. We quote :

Cabbage, per doz	0 50	1 00
Cabbage (red), per doz	....	0 60
Carrots, per bag	....	0 60
Parsnips "	....	0 60
Turnips "	....	0 60
Onions "	....	0 75
Beets "	0 50	0 60
Lettuce, per doz	....	0 25
Artichokes, per peck	0 20	0 25
Fresh onions, per doz. bunches	....	0 10
Rhubarb " "	....	0 25
Radishes, per doz. bunch	0 25	0 30
Mushrooms, per lb	0 75	1 00
Mint, per doz bunches	0 15	0 20
Parsley, " "	0 30	0 35

FISH.

The demand for fish is very good just now and dealers report flourishing trade. Prices hold very firm, being at last week's quotations. Mackerel is still arriving in limited numbers. Receipts of the other varieties remain about the same. We quote :

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

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There is no change in the grain market this week worth mentioning. Perhaps the market is not quite so brisk, but otherwise there is no change. Prices remain firm at last week's quotations. We quote :

Red wheat, per bushel, on track Toronto	....	0 75
White wheat " " "	....	0 75
Barley " " "	....	0 45
Oats " " "	0 33½	0 34
Peas " " "	....	0 70
Buckwheat " " "	....	0 48
Rye, per bushel, " " "	....	0 55

FLOUR.—The market remains firm at last week's quotations, but it is very dull. Dealers cannot give a satisfactory reason why the market should be dull. However, such is the case. We quote :

Ontario patents, per bbl	3 25	3 60
Hungarian patents "	4 10	4 20
Manitoba bakers' "	3 75	3 90
Straight roller, "	3 20	3 30

BREAKFAST FOODS.—This market shows no change this week. The demand still continues very good. Prices remain firm at last week's quotations. We quote:

Oatmeal, standard and granulated, carlots, on track	....	4 10
Rolled oats, standard, carlots, per bbl., in bags	....	3 50
" " " " " in wood	....	3 65
" " " for broken lots	....	3 75
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	3 40
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

SEEDS.

There is still a little doing on the seed market. A few small orders are being filled by dealers. The season is, however, practically over. Prices remain firm at quotations of last issue. We quote :

	Per bush.	
Red clover, ex warehouse here	6 00	7 80
Alsike, " "	4 80	8 00
Timothy, " "	2 00	2 75

HIDES, SKINS AND WOOL.

The only thing to be noted in this market is the slight weakening in fleece wool. The price has dropped 1c. per lb. All other prices remain firm at last week's quotations.

HIDES.—We quote :

No. 1 green, per lb	....	0 07½
" 2 " "	....	0 06½
" 1 " steers, per lb	....	0 08
" 2 " "	....	0 07
Cured, per lb	0 07¾	0 08¼

CALFSKINS.—We quote :

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 10
" " " 2 " " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Deacons (dairies), each	0 60	0 70
Sheepskins	0 90	1 10

WOOL.—We quote :

Unwashed wool, per lb	0 08	0 09
Fleece wool, "	0 15	0 16
Pulled wools, super, per lb	....	0 15
" " extra "	....	0 18
Tallow, per lb	0 05½	0 05¾

QUEBEC MARKETS.

Montreal, May 21, 1903.

GROCERIES.

THE movement of business in general groceries has been fair this week as the settlement of the labor troubles here has enabled goods to be got forward and trade to assume its normal character. Sugar, teas and other staples have ruled steady as a rule. Hominy is somewhat lower than it was last week at $2.25 per 100 lb., which is a decline of 15c. Canned Cove oysters as noted below promise to be very firm in price this season, as reports speak of a light pack. Advices this week state that California evaporated apricots promise to rule higher than they did last year and that California dried fruit generally is in good demand. Pure lard is somewhat lower, being quoted at $2.20 in pails. Grocers also note a good inquiry for small twin cheese and have advanced their price to 12c. per lb.

SUGAR.

There has been no special change in the sugar market since this day week, but trade has been satisfactory on the whole. In raw sugar the situation has been somewhat unsettled, but the fact has had no influence on the price of refined goods here. Prices here are as follows :

Granulated, bbls. and bags	$3 90
" ½-bbls	4 10
Paris lump, boxes and bbls	4 50
" " ½-boxes and ½-bbls	4 60
Extra ground, bbls	4 35
" " 50-lb. boxes	4 55
" " 25-lb. boxes	4 65
Powdered, bbls	4 15
" 50 lb. boxes	4 35
Domino lumps, boxes and bbls	4 40
" " ½-boxes and ½-bbls	4 50
Phoenix	3 85
Cream	3 70
Bright coffee	3 65
" yellow	3 65
No. 3 yellow	3 60
No. 2 "	3 40
No. 1 "	3 25

TEAS.

With firm advices from abroad the tea market is quite strong in its general tone. Ceylons and India greens promise to be quite as strong as they were last season, while, as already noted, the Japan market has opened 25 per cent. higher on first crop Japans, and cables to-day stated that there had been further advances equivalent to 1c. per lb. In Ceylon and India blacks there is nothing new to report, and the same can be said regarding China stock. Business on spot has been put through in India at 14c., and Japans at 16 to 19c., as to grade in round lots.

COFFEE.

The coffee market furnished nothing special this week. Business is of a quiet character and prices remain unchanged as follows :

Good cucutas	0 09½	0 09¾
Choice "	0 11½	0 12½
Jamaica coffee	0 07¼	0 10½

SPICES.

All lines of spices continue firm in sympathy with advices from primary markets. We quote :

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

SYRUPS AND MOLASSES.

The molasses market continues dull but strong, and despite the firm advices from the islands local jobbers continue to operate from hand to mouth, for there has been very little business on import account put through. Latest cables quote 18½c. at the islands still. There was a small seizure of mixed stuff here by the Government officials the other

To West Indian Shippers and Importers.

ROBERT CROOKS & CO.

Stock Exchange Building,

Montreal, Canada,

Are buyers of **West Indian Produce,** and will make liberal advances on consignments.

Canadian Products bought and shipped on closest commission terms.

Correspondence Solicited.

Connections in all Islands.

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You will always find a demand for **Sunlight Soap.** We send your customers to you.

Manufactured by

LEVER BROTHERS LIMITED,

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

Now he's finding out what this Nearweight Detector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to

Ask Dept. M for catalogue.

Save three Pennies too.

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

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SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

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BREAD and CAKES?

We Do!

The Nasmith Co., Limited, Toronto.

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some of the letters we have from people that are judges of what is good to eat at breakfast time. They are most enthusiastically in favor of **Strengthfude** because it has a flavor about it that you don't get in other foods. It's different entirely, and your customers will soon detect the difference. They know a good thing and you should have it for them.

REMEMBER, YOU CAN HAVE SAMPLES WITH EACH CASE.

JOHN SLOAN & CO., TORONTO,

CANADIAN AGENTS.

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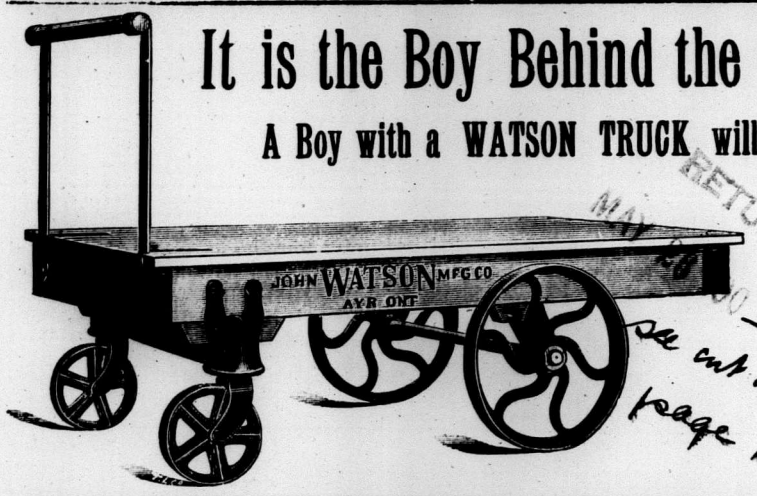
A Boy with a WATSON TRUCK will move more goods than 10 men can carry.



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Have you seen our Display Stand? It is a money-maker.

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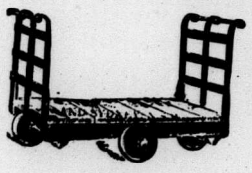
for **Warehouse** and **Factory.**



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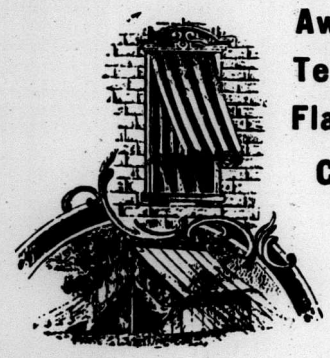

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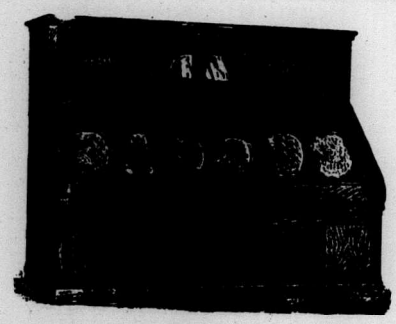
RAYMOND BROS., Windsor, Ont.



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

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

Dried Apples

We are buyers of bright, dry quarters and pay highest market price.

The W. A. Gibb Co.
7 Market St., Hamilton

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.

Redpath's granulated		4 13
St. Lawrence "		4 13
Acadia "		4 05
Bright yellow		3 75
No. 2 "		3 45

MOLASSES.—Prices are rather higher. Stocks are light. The little Barbados that has come here is too high for business, but the Porto Rico moves off quite freely at the full price, which continues to climb. In New Orleans some nice values are shown. We quote :

Barbadoes	0 34	0 35
Porto Rico	0 35	0 40
New Orleans	0 29	0 30

FISH.—Fresh fish have more attention. Gaspereaux have not been a large catch. Prices hold firm. Shad are just beginning to be freely received. Stock is good. Halibut is rather lower. In dry codfish the price is quite a little higher ; new stock comes in slowly. Pollock is unchanged. Smoked and pickled herring are high and scarce, with light demand. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
Pollock, per 100 lb	1 75	2 00
Pickled herring, per half-bbl	2 10	2 25
Dry cod	3 75	4 00
Pickled shad, half-bbl	....	6 00
Halibut	0 08	0 09
Fresh Gaspereaux, per 100	0 60	0 70
Shad	0 07	0 08

FLOUR, FEED AND MEAL.—In flour, prices are unchanged. Just a fair business is being done. Oats and oatmeal seem rather easier, though there is little sale. Cornmeal is again lower. There is a good demand. Beans are easier. The sale is very dull. Seeds continue to sell freely, but the season is largely over. We quote :

Manitoba flour	$4 60	4 70
Best Ontario	4 00	4 10
Medium "	3 95	4 00
Oatmeal	4 00	4 15
Cornmeal	2 65	2 70
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian "	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15½
Alsike "	0 13	0 15

NOTES.

Cream of tartar is higher than for a long time, and the trade look for still higher figures.

Nutmegs are higher. During the past season they touched the lowest point in years.

The high price of hops has curtailed the already small sale.

Few buildings have the commanding situation of the handsome new home of "Red Rose" tea. Though still far from completion, it gives promise of being one of the handsomest business blocks in the city.

Harold E. C. Sturdee, of the C.P.R. staff, has accepted a position as traveller, through the Maritime Provinces, for The Ogilvie Milling Co. The C.P.R. lose an efficient and courteous official. Those having business with him in connection with the freight department of the road, while regretting his removal, will follow him with every good wish.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., May 15, 1903.

THE general situation in the produce market in leading staple lines is at present full of apparent anomalies. Most of the staples are selling today at lower prices than at Christmas, despite the fact that the season is not far enough advanced to bring in new stock liberally enough in many lines. Last year potatoes on this market slumped badly and large holders lost heavily. The same thing has occurred again. Potatoes are a drug on the market. Fancy a lot of 200 tons sold at $2.50 per ton. But that happened but a few days ago. The potatoes are, of course, Lower Mainland crop, not so fancy or so good a keeper as the dry Ashcroft variety, but very good potatoes. The 1902 crop of potatoes was very good in quality, considering that the humid coast climate is not conducive to keeping qualities in potatoes. The very great overstock of potatoes is attributed to over-production by Chinese and white ranchers in the Fraser Valley. Many of the Chinese peddle their products from door to door in the city, and this has kept the price down, so that 50c. a sack has been common all winter. Now they can be got for even less. In the upper country, where the Ashcroft crop is disposed of largely, the price has been about two-thirds what it should have been, $13 and $14 having ruled. These have all been keeping well during the winter.

* * *

In eggs the situation has been that there were pretty large stocks held in cold storage. Mild weather brought in larger quantities than usual early in the season. At Easter, eggs which should have sold for 35c. per dozen, brought only 25c. Manitoba and Northwest eggs have been bringing about 20c. here. Fresh eggs, early in the season, which in past seasons would have been retailing for 60c. per dozen, were sold at two dozen for 65c. At least four cars of storage eggs were turned over at a loss of 6c. per dozen. Very large local supply and overstock of store eggs have caused the trouble in this staple.

* * *

In butter there were large quantities of eastern and Manitoba creamery put into cold storage for the winter trade, and these stocks were not worked off. Now they are selling 4c. lower than at Christmas. There was no stiffening in any line of butter with the approach of spring. Now, fresh made creamery is coming in frequently from Manitoba and the Northwest. Very little of this is fancy, but it sells over the held stocks. Local dairy is not yet coming in from the up-river ranches in any quantity, the grass not having been good before May 1. Later on the local make will be a big factor in the summer trade. It has been growing in importance for several seasons past. A feature of the market during the past winter was the bringing in of single car lots from the east by farmers or small jobbers not in the trade. These tried to dispose of their stocks to the retail trade, but went against the big held stocks and got left in their attempt to make money. But this factor broke the market and prices have not been what the dealers should have realized.

* * *

Some of the wholesale and commission men think that different methods will have to be adopted in the making of creamery butter in Manitoba and the Northwest. There has been too much machine-made butter, the operators evidently having stuck to hard and fast rules, and not paid enough attention to varying conditions of cream and milk, of temperature and other considerations. The exercise of a little intelligence in addition to, instead of following, rule-of thumb methods, would raise the average of the quality. Much of the creamery goods has lacked in quality, has had no individuality, or any distinctive excellence to recommend it. Much has also been rather unsatisfactory. Some has been decidedly cheesy ; some has been soured, and lack of salt in some lots has contributed to poor keeping qualities. The sum total of it is that very little gilt-edge creamery from the Western factories has been evidenced here in the past season. This is the time of year to draw the attention of makers to the defects as they show up in the final and actual test, —the power of the goods to suit and hold the market.

* * *

Emphasizing the references formerly made to the importations of goods from the South, it may be noted that this week the steamer City of Puebla from San Francisco brought in for shipment to Winnipeg wholesalers a large quantity of California dried fruits. Small lots for Vancouver were also included in the cargo. Other items were 180 barrels of syrup and 61 cases of honey. This, despite the fact that Ontario produces immense quantities of honey. In syrup, the British Columbia Sugar Refinery has the unique position of producing a pure cane syrup, as the raw cane sugar is the only material used in making their sugar, and the syrup is, therefore, only a by-product of it. It would not pay to bring glucose here to mix with it. Besides the quantity produced is so much greater than the requirements of the market, that it is shipped out in the unrefined condition to San Francisco. No doubt the lot mentioned above is some of a recent large shipment made by the B. C. sugar refinery to a syrup refinery in 'Frisco. There is also a local syrup refinery, which uses the product of the sugar refinery in the lines it puts up, but the evidence shows that neither it nor the sugar refinery people have captured all the trade. Another item which was noted on the manifest of the same steamer was a consignment of 420 sacks of malt for a brewery at Fernie. And Canadian barley is world famed for malting pirposes. Five-hundred cases of canned tomatoes for a local wholesale house was another importation from California, but the present condition of that staple article makes it impossible to supply the demand with Canadian goods.

* * *

The strawberry season of 1903 on this market opened with a rush this week. There had been a few lots coming in from California for a week or ten days previously, but the price had been somewhere in the clouds, the fruit retailing at 35 and 40c.. This week, however, a large lot came over from Seattle, having been brought up by steamer from San Francisco. The retail price went down to 15c. per box, and when the berries showed signs of poor keeping qualities, two for 25c. (two bits) was the price. From now on there will be an abundant supply of this favorite fruit, California having a big crop, which is now at its height of ripening. Later, when the rush of the California crop is over, Oregon begins to send in the famous Hood River fruit, and when that is over, Washington State is also a competitor in this market.

Of course, the British Columbia growers of fruit produce a large quantity of strawberries, the crop beginning to come

in about the same time as that from Washington, but large quantities are imported from California and Oregon in the early season, so that no place in Canada has a bigger supply or has it longer on the market than British Columbia.

* * *

The Australian steamer, Aorangi, arrived this week, brought nearly a thousand boxes of Tasmanian apples. This season of the year is perhaps the only time when apples could be imported from the Antipodes profitably. It is at a time when the local British Columbia crop is nearly over. The only apples of home growth on the market now are from the Okanagan district, principally from Lord Aberdeen's Coldstream ranche. This fruit is in splendid condition when it arrives, having been well kept all winter, but it soon deteriorates when kept in the shops. California new crop apples are not in yet, and the last year's crop is out.

* * *

Speaking of prices of butchers' cattle at present a dealer in the city said the other day that the trade was now paying prices equal to $5.50 and $5.75 on foot, while the retail selling prices did not average so that butchers could cut out 10c. per lb. all round. "At those prices," said the dealer, "butchers are actually losing money. And there will be very little change until the first grass stock comes in from the ranches of the upper country. June is the earliest when such stock can be expected, and then there are two months of very hot weather to contend with. The really good months for the butcher from a profit point begin with September, running possibly to a little after the new year."

G.S.P.B.

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.

Lorimer's Lemonade Crystals—a hot-weather requisite—are in store with The Eby, Blain Co., Limited, Toronto.

The Eby, Blain Co., Limited, Toronto, have just received their spring shipment of one carload of Rowat's pickles and sauces, in all their different lines.

A fine assortment of gallon fruits is being offered by Lucas, Steele & Bristol's travellers.

Indian and Ceylon teas, bought before recent advances, are obtainable from Lucas, Steele & Bristol—a snap.

"Quick-oh" washing tablets may be procured from Lucas, Steele & Bristol.

Lucas, Steele & Bristol offer full lines of Libby's goods, such as veal and ckicken loaf, corned beef hash, sliced beef and bacon, in glass; Vienna sausage, Melrose pate, etc.

The firm of Milford, Sipes & Co., Detroit, is well and favorably known to the Canadian coffee trade, and with an expert knowledge of their business their offerings are always worthy of attention.

The electros to be used in advertising Wilson's Fly Pads in 360 papers this summer are both novel and attractive.

If in need of green Rio coffee communicate with H. P. Eckardt & Co., who are showing some fine samples.

H. P. Eckardt & Co. report a good business doing in olives. Their "Dinner Party" brand is exceptional value.

Malaga table raisins may be had from H. P. Eckardt & Co.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.
Send for handsome Catalogue describing fully all courses taught. J. Frith Jeffers, M.A., Principal.

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. **ORANGES**

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

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

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**

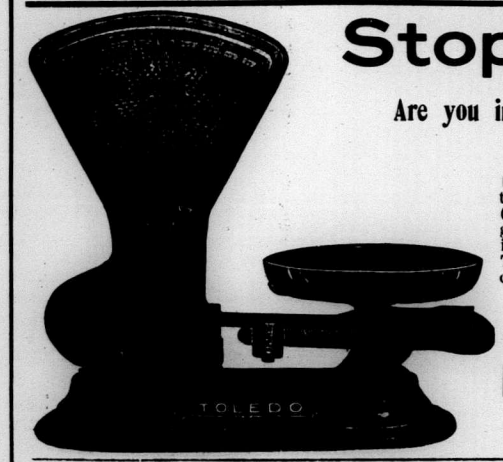
The Tarbox Self-wringing Mop and Mop Cloth. This is a Floor Mop, fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., Manufacturers)
Toronto, = = Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G B.) Not the "Tarbox."



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Are you in BUSINESS for PLEASURE or PROFIT?

If for pleasure any scale will do. If for **PROFIT** there is **ONLY ONE SCALE** to use and that is the **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE,** which is the only Scale that gives 16 ozs. to the lb.—**no more, no less,** and there is absolutely no such thing as down-weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

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ACID FRUITMEAT. IDEAL FRUITS FLAKED APPLES.
CORONA IDEAL SYSTEM PACKAGES
CORONA IDEAL METHOD PACKAGES
DATES FIGS
CHOICEST QUALITY CORONA DRIED FRUITS FRUIT SUPERPRESSED
ALWAY FRESH-PACKED BY CORONA FRUIT CO.
AGENTS W.B. BAYLEY & Co. TORONTO CANADA

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Ananas
Banana
Spruce Beer
Birch Tree
Coffee
Cinnamon
Cayenne
Celery
Cherries
Chocolate
Claret
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Quince
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Fruit Colors
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THE Ice Cream SEASON IS HERE

JONAS' CELEBRATED Flavoring Extracts are here.

Have You

ordered your Spring stock yet ?
The *DEMAND* is enormous.
Quality is always right. No other
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Prices on application.

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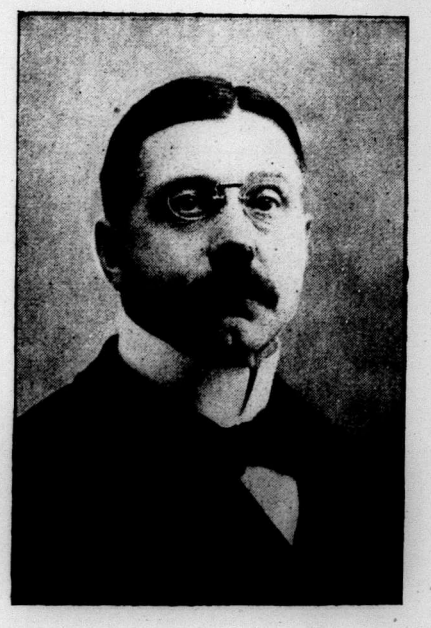
THE F. J. CASTLE CO., LIMITED.

FROM a humble beginning, the firm now known as The F. J. Castle Company, Limited, wholesale grocers of Ottawa, have sprung into great prominence in a few years.

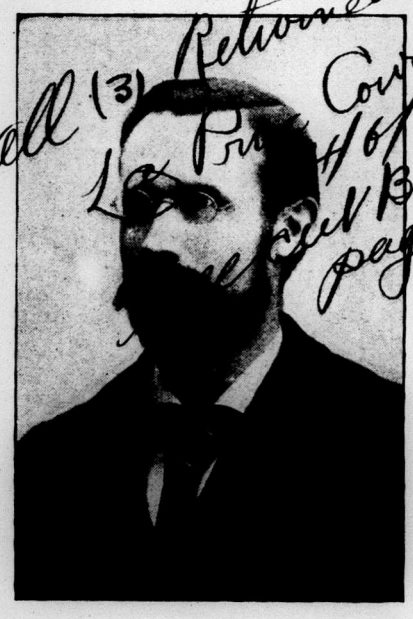
Five years ago F. J. Castle, a commercial traveller of wide experience, opened a tea house on a small scale, and to say that his efforts since were phenomenal, would be putting it mildly. Possessed of a thorough knowledge of the retail grocery trade, by indomitable courage, persistency and perseverance, coupled with up-to-date and progressive business methods, Mr. Castle's achievements are nothing short of a revelation to older and more conservative firms. His business grew monthly by leaps and bounds, and he moved right along with it by adding one line after another, and by increasing and adding to his staff of assistants, until, some six months ago, he decided to put it into a joint-stock company and launch out in a more extensive way. He has associated with him men of sterling worth, with large financial backing, men who occupy a foremost place in the business world in Central Canada.

A Dominion charter was applied for and obtained, to carry on a wholesale and manufacturing grocery business, to deal and trade in the product of the farm and



F. J. CASTLE.

dairy, to own and control boats, steamboats and other vehicles of conveyance, etc.; in fact, their charter gives them every power necessary to extend their business in almost every direction, and to maintain it. The directors of the company are: F. J. Castle, president and general manager; J. R. Gardner, vice-president; A. F. Chamberlain, secretary-treasurer; capital, $150,000, fully paid up. To satisfy the curiosity of some in the business world as to who the principal directors of the company are, a brief sketch of their career is given in the following lines: F. J. Castle, the founder of the business, began life as a clerk in a grocery store in the city of Toronto some 25 years ago, where he learned the grocery trade in all its phases. Tiring of work behind the counter, and believing that he would be a greater success in a larger sphere, he applied for and secured a position in a large tea house, doing business on Wall Street, New York. There he gained a wide experience of business methods in the great metropolis of the American nation. In later years he travelled for the firm of Kinloch, Lindsay & Co., of Montreal, and established a



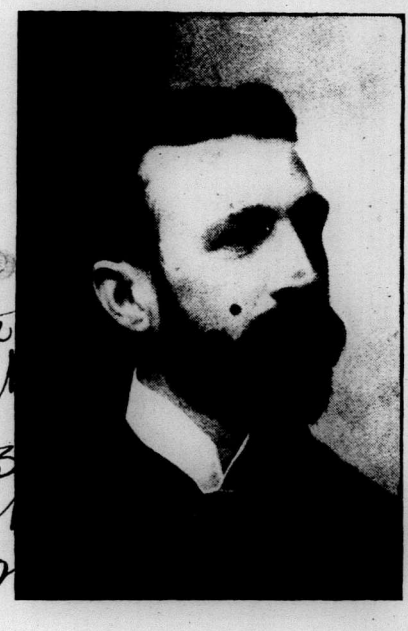
J. R. GARDNER

wide connection both for himself and for the firm he represented. Five years ago he came to Ottawa and laid the foundation of the business which he has the honor to preside over to-day.

J. R. Gardner, vice-president of the company, is an Englishman by birth and got his business training in the good old city of Liverpool. Arriving in this country, some 12 years ago, he embarked in the jobbing and retail grocery trade in the town of Pembroke, Ont., where his efforts were most successful.

He has an extensive connection among the lumber kings, operating in the lumber business on the Upper Ottawa and its tributaries, to whom he sold supplies when in business in Pembroke.

H. W. Chamberlain, the other director, is a practical accountant, possibly one of the best in Canada. He is general manager of The Ottawa Trust and Deposit Company, Limited, and occupies a prominent place in financial circles. He is a man of sterling qualities and rare good judgment, and his counsel is of great value to the company. All three officers of the company are young men, comparatively speaking—men young in years but old in business experience. The needs of



H. W. CHAMBERLAIN.

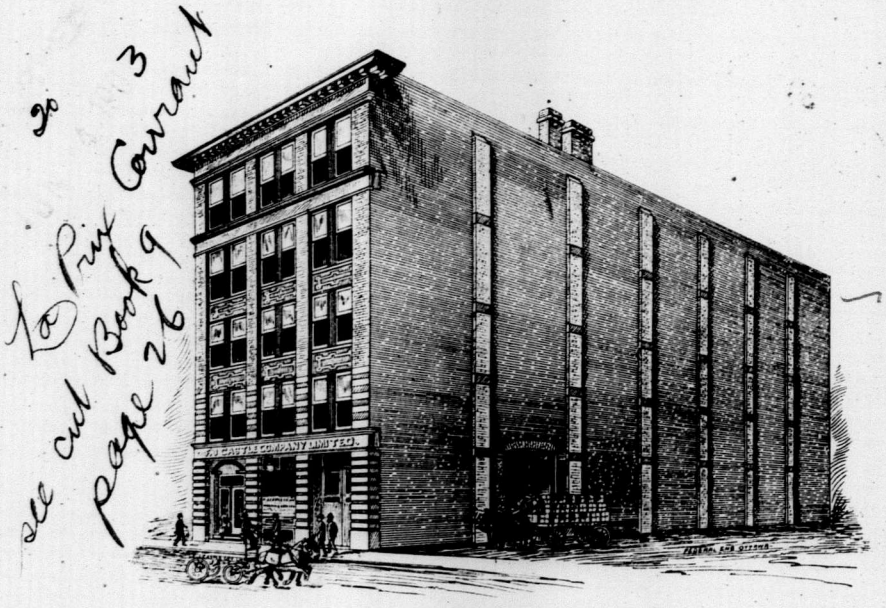
their growing business demanded larger premises than they were occupying, so a more commodious place was sought after by the directors at the beginning of the present year, but without avail. The company then decided to build, a lot was purchased, plans for a large building were prepared, the contract let to Holbrook & Sutherland, contractors, of Ottawa, and the first shovelfull of dirt was taken out of the excavation, for the cellar, on February 28, 1903.

A building was erected, finished and occupied by the company by April 30, or, in other words, in just ten months' time, which was pretty quick work, considering the magnitude of the undertaking. The firm's new building stands on a substantial stone foundation, is solid brick, with cut limestone front to the top of the second storey, with steel girders and steel pillars supporting the floors throughout, is five storeys high, and basement, six storeys in all.

To illustrate more fully the solidity of the structure, the top, or fifth, floor is guaranteed to sustain a weight of 400 lb. to the square foot; it is absolutely fireproof, burglar proof, and rat proof. The offices and sample rooms are finished in stamped steel sheeting, the furniture and fittings are quartered oak, and the arrangements for the convenience of the firm and their customers are all that could be desired. A quick elevator or hoist,

driven by a 10 h. p. electric motor, runfrom the basement to the top floor. Another motor of 1 h.-p., runs a lift in the centre of the building, from sample room to each floor, including the sundry room, on the top flat, where broken packages are kept and where small orders are quickly put up and lowered to the shipping room for awaiting customers. The management recognize the fact that a prompt, quick and efficient service wins trade these days. Speaking tubes connect each floor with the office; a private telephone system also connects each floor, including basement, office and sundry room.

The firm could not have chosen a more suitable location for their building, situated, as it is, on Queen street, within a stone throw of the Russell House and almost opposite the Grand Union Hotel; it is most convenient for out-of town customers who visit the capital. They have



New Building of The F. J. Castle Company. Limited.

an entrance off Elgin street for freight en route to their large stone warehouse at the rear of their new building, and orders are shipped from a side entrance in their new building by way of Queen street.

They have 30,000 square feet of floor space in their new premises at present and find it inadequate for present needs. Recently they were obliged to secure space in outside warehouses for carrying surplus stock. The company are now considering the advisability of erecting another building immediately alongside their present one, for the purpose of accommodating their rapidly increasing business. The company are wholesale grocers, and their stock is composed of choice lines of foreign and domestic goods, carefully selected with a view to meet the requirements of their trade. The Capital being the headquarters of Vice Royalty, social functions are numerous and a demand has arisen for high-class goods unequalled perhaps in any city in Canada. To cater successfully to this class of trade the firm now keep in stock high-class goods not usually kept by wholesale houses in this country. They are large handlers of tea and import Ceylon, India and Japan tea from the place of growth direct. They have new and novel ideas regarding the tea trade which they put into practice for the benefit of customers. They will put up teas for customers in neat packages, giving them any blend and furnishing them with a nice lithograph label, which a customer may claim as his own. This enables retailers to sell their own blend of teas and to build up a trade distinctly their own, that they could not hope for if they sold the regularly advertised brands now in the market and kept by various dealers.

A place is now being fitted up in the premises for cleaning dried fruit, currants, raisins, etc., by the newest methods. Raisins, currants, etc., are washed, cleaned and dried at once by machinery, preventing fermentation. They are then packed in attractive cartons, in quantities to suit customers.

Retailers throughout the whole country are constantly heard to grumble at lumpy sugar sold them. Customers of The Castle Company will have no reason to complain on this score, as the company are installing a plant for grinding and powdering sugar, which will fill a long felt want. Still another plant is being installed on the premises for treating spices and keeping them in a proper manner, which is sure to be appreciated by the trade in general. Possibly the most commendable feature of the methods adopted so far as country trade is concerned is that produce, such as poultry, butter, eggs, etc., will be taken from country merchants doing business with the firm in payment of their accounts.

Those goods, when received, will be put in cold storage and kept there until such a time as a sale has been effected; then a statement or return will be promptly mailed the shipper.

The cold-storage branch of the business is under the supervision of a thoroughly competent man, whose duty is to prepare properly for market all commodities received, so that they will command the highest market price. The firm now supply many in the lumber trade with shanty supplies, such as tea, pork, flour, tobacco, dried fruits, syrups, molasses, etc., which trade they intend to extend to embrace railroad and other contractors in a large way.

The bulk of their business is now being done in Eastern Ontario, Southern and Western Quebec and throughout the Valley of the Ottawa, but recently they have shipped a quantity of goods to Manitoba and the Northwest Territories. The firm's financial standing is such that they never have to discount customers' paper; they have any amount of capital behind them.

The letter-order branch of the business is under the personal supervision of Mr. Castle, who makes it a point to see that orders sent in in this way receive prompt attention. The company can afford to offer better prices to customers who order by letter, as business got in this way does not cost the firm anything.

This is an era of specialists and The Castle Company are alive to that fact, and their employes are all specialists in their own way, so that customers are assured of receiving proper treatment at their hands. Orders are coming so fast since the firm started to occupy their new premises, that the staff had to be increased, which is an evidence that the efforts of this live and energetic firm are being appreciated.

The company are great believers in modern methods. They are hustlers after trade, and believers in the efficacy of advertising, and their space in "The Canadian Grocer" may be consulted each week with profit, as it contains specific information of value to those who are interested in the retail trade. Visitors to the city and to the Central Canada Fair are extended a cordial invitation by the company to call and make their headquarters there while in the city. Envelopes and writing material, on which to do their correspondence, will be supplied them free by the company.

Don't forget the address, Queen street, near corner Elgin street, Ottawa, nearly opposite the Grand Union Hotel.—(Advt.)

Flett's

A Pickle Fact

Pickle sales jump up as soon as you push **FLETT'S.**

High quality the reason.

Satisfied customers the natural result.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Do you know

Paterson's Worcester Sauce?

If not, you ought to.

ROSE & LAFLAMME,
Agents. MONTREAL.

A Nice Pickle.

FIVE GALLON PAILS MIXED, at $2.25.
ROWAT'S 40-oz. MIXED, - 2.40.
FLETT'S 40-oz. ASSORTED, - 2.40.

The F. J. Castle Co., Limited, Ottawa.

Wholesale Grocers.

P.S.—Boulter's Sifted June Peas, One Dollar.

IF MRS. SMITH has tried Quaker Ceylon Tea ask her if it does not come up to all we claim for it. It's sealed in Ceylon—a guarantee of purity and fragrance.

BLACK or GREEN. **POUNDS and HALVES.**

J. A. MATHEWSON & CO., Montreal.

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North Star Mills

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Peter Stuart & Co.

Manufacturers of

Oatmeals, Pot and
Rolled Oats, Pearl Barley,
Rolled Wheat. Feed, Etc.

WRITE FOR QUOTATIONS.

Peachbluff Farm

HIGH-CLASS FRUITS.

FRUITS ... Peaches, Sweet Cherries, Plums

VEGETABLES ... Early Tomatoes, Early Cucumbers, Early Musk Melons

HILBORN & McLACHLAN, Proprietors

GROWERS AND SHIPPERS.

LEAMINGTON, :: ONTARIO, CANADA.

DIXON BROS.

Importers of

OYSTERS, FISH, FRUIT, Etc.

HAMILTON, ONT.

Importer and Exporters of Foreign and Domestic Fruits of all kinds—green and dried. CORRESPONDENCE SOLICITED.

BEAVER BRAND
REGISTERED

CELEBRATED PRESERVED

EGGS

"GLYCERINES"

Process patented in
Great Britain,
United States,
and other countries.

D. D. WILSON & CO.

EGG EXPORTERS, - - SEAFORTH, CANADA.

Very Important

How About Molasses ?

PURE BARBADOES

Puncheons,
Tierces,
Barrels,
Half-barrels.

The genuine article imported direct from the Island, via St. Lawrence River. This is a guarantee of quality.

NO MIXING, THE BEST,
ALWAYS THE BEST.

If you are open to buy, don't hesitate. You will see higher prices.

L. CHAPUT, FILS & CIE.

Wholesale Grocers,
Importers Teas, Wines and Liquors,

ESTABLISHED 1842. **MONTREAL.**

Sole Agents for AINSLIE'S Famous Scotch Whisky.

"Sterling" Brand Pickles

are the Epicure's Choice.

Sell the best of everything and you will have the best trade. "Sterling" Brand Pickles are manufactured for high-class people, and they are decidedly high-class Pickles. We put them up in an attractive way, and they always demand a ready sale. Why sell inferior goods and keep in constant trouble with your customers?

T. A. LYTLE & CO.

Manufacturers of HIGH-GRADE PICKLES and CATSUPS.

124-128 Richmond St., West, TORONTO

Wethey's Mince Meat

Every housekeeper knows what good Mince Meat means and Wethey's Condensed Mince Meat is the kind she'll always ask once she s used it. Carefully prepared of fresh meats and fruits, blended with the finest spices. You can safely recommend it as the best and most convenient.

Convenient, Absolutely Clean. Put up in attractive "brick" packages.

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

When Spring comes round drink

HIRES

Root Beer

to give you vigor.

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

W. P. DOWNEY,

26 St. Peter St.,

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

DRAINED PEELS in 10-lb. Drums and 112-lb. kegs.

PRICES ON APPLICATION.

SOLE AGENT FOR CANADA.

MONTREAL.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS LEA & PERRINS SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

JOHN MacKAY, Limited,

Successors to John MacKay, deceased

ESTABLISHED 1854.

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

Caledonia Mills

BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,

Correspondence solicited. ***Toronto, Ontario***

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

---

40 HIGHEST AWARDS

In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

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

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

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

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

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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

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. Specia attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS, Perth, Ont.

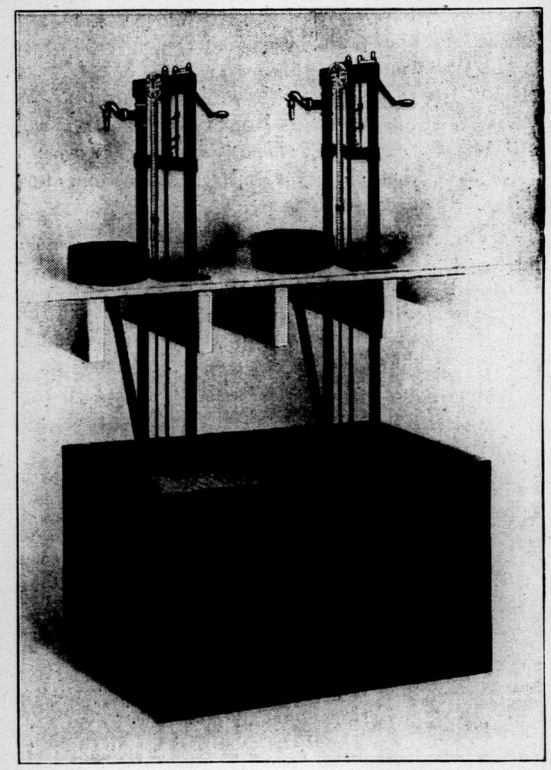
SEASONABLE SUGGESTIONS.

At this season of the year your customers' supply of fruit has become almost exhausted, and we would suggest that you put in a stock of nicely-assorted **CANNED FRUITS.** We have them at very attractive prices, such as **STRAWBERRIES, RASPBERRIES, PITTED CHERRIES, PEACHES, PLUMS, PINEAPPLE, PEARS, Etc.,** in **Heavy Syrup.** See our travellers or write direct for quotations. Our low prices will surprise you. Our stock of **CANNED VEGETABLES** is also well-assorted in all lines.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.



What's in a Name?

Well, that depends upon WHOSE name it is, and in what connection it is used. If the name is

"Bowser"

and it is used in connection with

Self-Measuring Oil Tanks

it stands for EVERYTHING THAT IS BEST AND UP-TO-DATE in that line. Let your eyes rest upon the accompanying picture. It shows a triumph of inventive genius and mechanical art. It represents years of patient toil and laborious experiment.

IT IS THE

BOWSER

DOUBLE BASEMENT

OIL TANK

Designed to handle two grades of oil. The pumps measure gallons, half-gallons and quarts. The Anti-Drip Nozzles prevent all drip and spatter. The Dial Discharge Registers register each quantity pumped. Tanks of galvanized steel, cased in strong substantial cabinets. The BEST THAT MONEY AND SKILL CAN PRODUCE. THESE ARE SOME THINGS THE NAME "BOWSER" STANDS FOR. Catalogue "B" tells more. It is yours for the asking.

S. F. BOWSER & CO.

Factory, FORT WAYNE, INDIANA. **65 Front St. East, TORONTO.**

PROFITABLE FOR RETAILERS.

In another column will be seen a cut of Brouse's Peerless Gum Vending Machine. This machine has been on the market for three years and is surpassed by none. There are now over 1,000 of them in successful operation throughout Canada. The company has branches in all the principal cities and it intends opening a branch in London, Eng., in July. The machine is a handsome one. The sale of gum through automatic machines has proven to be a steady and profitable business, and those interested are advised to communicate with Peerless Vending Co., Ottawa.

SUGAR 10 CENTS HIGHER.

Thursday, noon.—Sugars have just advanced 10c. per 100 lb., making the price of granulated $4.13, Montreal basis, for St. Lawrence and Redpath, and $4.08 for Acadia.

MR. DOBIE IN THE SOUTH.

Wm. Dobie, general manager of E. W. Gillett Company, Limited, Toronto, is at present making an extended southern trip and intends returning to Toronto via Chicago.

OFFICERS OF THE CANNERS' CONSOLIDATED.

Following are the officers of the Canadian Canners' Consolidated Companies, Limited: Hugh Malcolmson, Chatham, Ont., provisional president; David Marshall, Aylmer, Ont., general manager; W. A. Ferguson, Delhi, Ont., H. I. Matthews, Lakeport, Ont., assistant managers; Robert L. Innes, Simcoe, Ont., secretary-treasurer. All letters connected with the new company's business to be addressed to Hamilton, Ont.

A NEW JAM JAR LABEL.

A very useful article and one which should interest all storekeepers, is a neat book of labels for jam jars, gummed, and printed with assorted names, ready for immediate use. James Wilkins, of 28 West Market street, Toronto, is able to supply this at special rates that will retail particularly low and still show a good margin of profit to the trader.

"BOW PARK" CREAM CHEESE.

"Bow Park" cream cheese is a comparatively new article on the market, but it already has a sale from the Atlantic to the Pacific, both in Canada and the United States. It is done up in convenient packages, easy for the dealer to handle and a quick seller, and is also economical for the consumer.

Shuttleworth & Harris, of Brantford, Canada, are the manufacturers of the goods, and to properly take care of their United States business have recently opened a warehouse in Detroit, Mich.

TEA-POT AS A COURT OF APPEAL.

The last court of appeal in regard to all teas is the tea-pot. Judged by this court the verdict in regard to Ceylon green tea is always in favor of the plaintiff. These teas are pure and possess great strength and exquisite flavor, and are gradually increasing in sale in Canada.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
London.

THE slight improvement reported last week in the volume of trade done by wholesale grocers has been well maintained, and a broader smile is visible on the faces of those interested. Travellers did well last week, and bring reports from the outside districts that seeding is finished and retailers are doing a very good general business. The roads in the country, which only a few weeks since were almost impassable with mud, are now 2 and 3 in. deep with white dust, and everybody is anxiously looking for much needed rain. Payments are satisfactory, and it ought to be gratifying to the publishers of this journal to learn, that a well-known wholesale grocer, made the remark that the largest buyers among the customers of his firm "were all readers of 'The Canadian Grocer,' paid their bills promptly, and knew how to keep stock."

* * *

All sorts of canned goods are still in good demand at former prices. Green stuff, which usually comes on the market at this season of the year, has made no difference in the steady shipment of either peas, corn or tomatoes, the price remaining firm for all grades. Rather heavy stocks of dried fruits are being carried over, and may be put into cold storage.

* * *

Retail grocers are somewhat better satisfied with the conditions of business at present. There is no special demand for any particular class of goods, other than fruits and fresh vegetables. With this exception, it may safely be reported that a normal trade is being done in the grocers' shops all over the city.

* * *

Dairy products at London markets last week were in big demand, and everything offered brought paying prices. Eggs—11½ to 12c. was the figure for large lots at wholesale, and retail 12½ to 13c. per doz. Roll butter ran from 16 to 18c. per lb.; crocks, 15 to 16c.; creamery, 21 to 23c.; potatoes, $1.10 to $1.20 per bag. Poultry is still a luxury, 75c. to $1 per pair for ordinary chickens being the price ruling.

* * *

The meat market in the Forest City has regained its former vigor, and wholesale butchers are quite happy because there is no interference now with their business from outside competition—good quality of meats are certainly being supplied and paying prices are assured. Beef, by the quarter, is $5 to $7; veal, $6 to $8; mutton, by carcass, $6 to $8; lamb, by quarter, 10 to 11c. per lb.; spring lamb, each, $4.50. Live hogs are lower at $5.75; dressed, $8 to $8.50 per cwt.

* * *

In addition to the regular florists who have saleshops on the principal streets, there are numerous horticulturists near the city who raise flowers for the London market. One pleasing feature of the tri-weekly Covent Garden Market, at this season, is the exhibit of geraniums, foliage plants, verbenas, pansies, fuchsias, roses, etc., and this corner of the large square is always crowded with admiring purchasers.

* * *

Lind, Kerrigan & Co., of this city, will kindly accept apologies from us. In reporting interviews re the amalgamation of wholesale grocers, we headed the opinion given us by them as Lind, Kerrigan, retail grocers, when, as every general dealer in Western Ontario knows, they are one of the leading wholesale concerns here.

* * *

The Battle Creek Health Foods Co. have recently removed from 651 Colborne street to their new factory at the corner of Grey and Adelaide, in this city. They report the demand for Life Chips, also Granose Flakes and Biscuits as fully up to their expectations.

W. H. L.

FAVORABLY SITUATED MILLS.

The Woodstock Cereal Co., Limited, of Woodstock, Ont., Canada, have their mills situated in the best grain-growing country of the Dominion, which accounts, to a great extent, for the superiority of their goods. Under the presidency of D. R. Ross, who is well known to the trade as the proprietor of the Embro Oatmeal Mills, this company have extended their business until they are now exporters to all quarters of the world. Their Crown brand rolled oats are in demand everywhere, and their split-pea trade is enlarging yearly.

The price of beef has gone up on the British market.

We endeavor to co-operate with the grocer in every possible way. In selling

Blue Ribbon *Ceylon* Tea

we recognize that your and our interests are mutual. Let's help each other.

WHAT'S THE CAUSE?

What's the reason that

James' Dome Lead

has held its own for years in face of the world's competition? Simply because it's the best Stove Polish on the face of the Globe.

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

Figure it Out

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

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

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

THIS represents the most attractive, strongest and best working **Gum Vending Machine** made. It gives two pieces for 1c, and is free to all those selling our gum.

For further information address

PEERLESS VENDING CO.
OTTAWA, ONT.

HOUSEHOLD AMMONIA.

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

HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,
Mfg. Chemist. TODMORDEN

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN PORMAN, 644 Craig Street MONTREAL

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 tes and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. **54 Noble St., TORONTO.**

A New Jam Jar Label

Buy Me and Try Me.

KEEP IN DRY PLACE.
—Wholesale only of—
JAMES WILKINS
Wholesale Smallwares,
28 West Market St.,
TORONTO.
'Phone Main 4407.

Genuine **Pratts Astral Lamp Oil**

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

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

MAPLE

MONTREAL TESTING LABORATORY.

MILTON L. HERSEY, M.S., 164 ST. JAMES STREET.
Montreal, May 26th, 1902.

CERTIFICATE: I HEREBY CERTIFY that I have analyzed samples of MAPLE SYRUP marked "SMALL'S MAPLE DEW DROPS, which were purchased by me on the 19th inst. on the Montreal market, and my tests failed to detect the presence of any adulterants or preservatives whatsoever

Milton L. Hersey
City and Provincial Analyst

Small's, the recognized standard, world over. Long established at Dunham, Que. Headquarters for choice Maple.

While long experience is ours, [illegible] are: Quality, ta[illegible] free from p[illegible] acids, perfect [illegible] for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

MAPLE

NOT WHAT WE SAY.

Small's Maple Cream bids fair to become world-famous.—Ottawa Evening Journal.

Your syrup is superior to anything I have seen on the market.—H. Mockford, Charlmond Road, London, Eng.

Your goods are A1 quality.—J. H. Anderson, Pr[illegible]y., Winnipeg, Man.

[illegible]ity, Flavor and High-Class Quality of [illegible]ple Products have been commended on every si[illegible] throughout the Dominion.—Ottawa Free Press.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

May be had through all wholesale and jobbing houses.

CANADA MAPLE EXCHANGE
Dunham, Que. Head Office, 118 King St., Montreal.

TELFER BROS. Represent Manitoba and Territories.

HUGH ALLAN

Montreal.

120 King and 36 William Street.

Butter AND Cheese

SHIPMENTS :: PURCHASES
COMMISSIONS.

Correct weights and quick returns always assured.

Reference: EASTERN TOWNSHIPS BANK.

HUGH ALLAN.

MOLASSES

We would ask all intending purchasers of **MOLASSES** to send for samples of our goods before buying elsewhere and receive the best reply to adverse criticisms made by those who cannot offer such

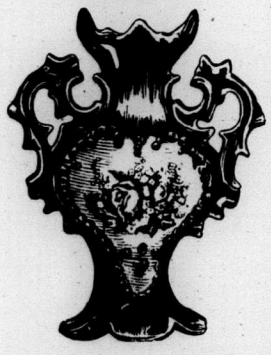
FINE QUALITY

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

China Novelties



For Tourist Trade.

We are headquarters for Souvenir Articles:

China Shoes
Baskets
Vases
Plates
Cups and Saucers
Pin Trays
Ash Trays, etc.

Write for Catalogue.

Mention THE GROCER.

Nerlich & Co.

146-8 Front St. West.
(Opposite Union Station)

TORONTO

Sample Rooms—MONTREAL and QUEBEC.

We recognize that we are sowing seed when we induce a housewife to use

Celluloid Starch.

We know that the seed is good and the harvest will be continued orders. If you would build up your business and make satisfied customers you should supply them with CELLULOID STARCH. The easy starch—requires no boiling, never sticks.

THE BRANTFORD STARCH WORKS,
LIMITED.

BRANTFORD, CANADA.

When in need of anything in Fruit Line,

"Foreign or Domestic," REMEMBER!

if it's in the market we have it.

We will fill your order at as low a price as consistent with quality. At present we are quoting low prices on:

New November-cut Lemons, all sizes.
Sorrento, Maion and Messina Oranges.
Choice Havana Pineapples, in crates, 18's, 24's, 30's, 36's.
Bananas, Jamaicas, Port Limons, Jumbo bunches.

Baltimore Strawberries, in crates of 32's. American quarts.
Tomatoes, Floridas, 6 basket crates of about 30 lbs.
Cabbage, Cucumbers, Asparagus, Radishes, and all kinds of garden vegetables.

Husband Bros. & Co., Commission Merchants, 82 Colborne St., **Toronto,** ONTARIO.

CONSIGNMENTS SOLICITED. Prompt Attention to Mail or 'Phone Orders. 'Phones ? Main 54-3428.

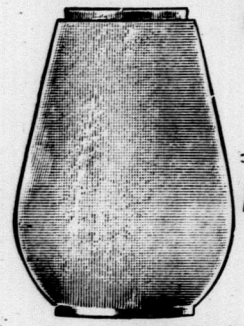
THE PARKHILL BASKET CO. Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

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.

—:o:—

ASK FOR

MOTT'S.

James Ewart

MANUFACTURER OF

High-Grade Delivery

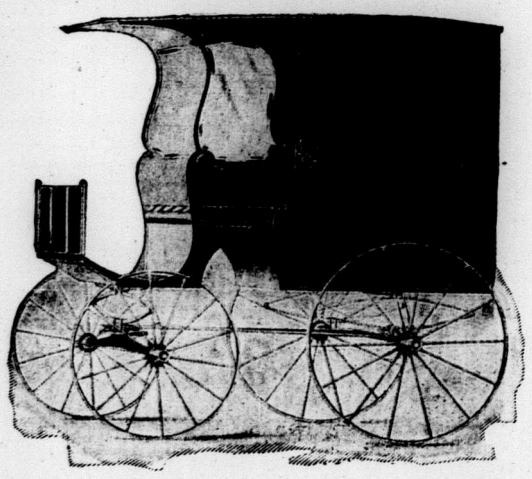
WAGONS

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

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188.



CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

FIREWORKS

Hand's Canadian Fireworks : : :

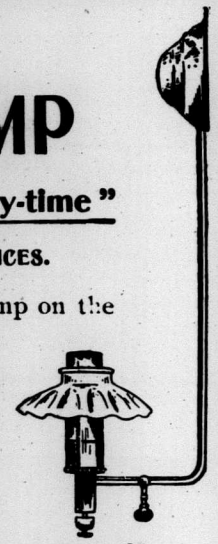
TO RETAIL FROM 1 CENT TO 50 CENTS.
ASSORTED CASES $2.75 UP.

JAMES WILKINS :: WHOLESALE SMALLWARES

28 West Market Street TORONTO

'Phone Main 4407.

THE AUER GAS LAMP



"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for It?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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

Don't Be Misled

by the statement that such-and-such a soda is **"As good as 'BM.'"**

THERE IS ONLY ONE

Brunner, Mond & Co.

and their name stands for HIGHEST QUALITY

in

Baking Soda

and

Washing Soda

Winn & Holland

MONTREAL Sole Agents for Canada

The American Coffee Co.
IMPORTERS AND JOBBERS, TORONTO.
Special Blends:
"GOLDEN EAGLE," "MANHATTAN," "MONTERY."
Correspondence Solicited.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

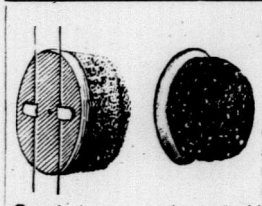
The Best Grocers make a point of Keeping it always in Stock.

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.



Birds' Food and Medicine.

This is the time of year birds need a little extra attention. You can sell **Brock's Bird Seed**, in every package of which is a free **Birds' Treat**: which will help the feathered songsters greatly.

Samples and full particulars free.

NICHOLSON & BROCK, 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.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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'SELL'S COMMERCIAL INTELLIGENCE,'

TempleHouse, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

"ACME" TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

The Nibble of a Mouse

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

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

WELFORD BROS.,

LONDON, ONT.

MANUFACTURERS OF

Brooms AND **Whisks**

ROPE, LEATHER AND WEB **Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

PAPER THAT WILL NOT TEAR EASILY

is the kind of wrapping paper we manufacture. This paper is giving satisfaction in stores all over Canada.

Full count Made in Canada. Full weight.

Canada Paper Co., Limited

TORONTO and MONTREAL.

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.

COFFEE HEADQUARTERS.

Largest assortment of select high-grade Coffees in Canada to choose from.

Fancy O. G. Javas, Mochas, Plantation Ceylons, East Indias, Maracaibos, Mexicans, Jamaicas, Santos and Rios.

"EXCELSIOR BLEND."

In a class by itself. Easily first as **Canada's Leading Coffee.** Its reputation commences from away back.

Beyond question the oldest popular brand. It has **that delicious flavor** the people ask for.

TODHUNTER, MITCHELL & CO.,

Coffee Importers and Experts. - - - - High-Grade Spice Millers.

TORONTO, CANADA.

Pan-Fired Ceylon Green Teas

TO RETAIL AT 25c. GREEN LEAF, BRIGHT SWEET LIQUOR.

The Japan market opened 20 per cent. higher than last year. Secure some of above before prices advance. Samples on application.

WARREN BROS. & CO., - - TORONTO

The best grocers keep the best Imported Biscuits.

Try an assorted case of

CARR'S

They will bring you additional trade, and mark you as

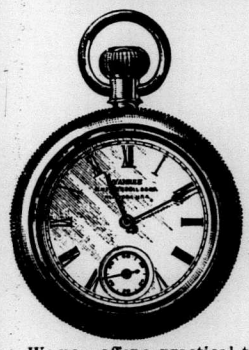
One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B.C.

GROCER'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 jewelery 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.

LAPORTE, MARTIN & CIE

Wholesale Grocers

and Importers of

Teas, Wines and Liquors

SELLING AGENTS FOR

Ph. Richard - -	Cognac - -	Brandies
Mitchell Bros. Co. -	Glasgow - -	Scotch Whiskeys
Mitchell & Co., Limited	Belfast - -	Irish Whiskey
Sir Thomas J. Lipton -	London - -	Ceylon Teas
Vve. Amiot - -	Saumur - -	Sparkling Wines
Blandy Bros. - -	Madeira - -	Wines
Cardinal & Co. -	Reims -	Champagnes

Shipping Facilities Unsurpassed.

Mail Orders Carefully Filled.

66 to 78 ST. PETER STREET

MONTREAL, CANADA.

EXPORTERS

OATMEAL, ROLLED OATS, SPLIT PEAS, OATS, PEAS, FLOUR, SEEDS.

JOHN W. BICKLE & GREENING
HAMILTON. CANADA.

Cables—"Bickle Hamilton." Codes—Riverside (1890), A.B.C., Lieber's, Directory.

ESTD. 1835.

The Simister Co., Limited

CHEESE EXPORTERS

Ingersoll, - Canada.

Cable: "Simister," Ingersoll.

Ridge Hall Fruit Orchards.

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

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Griffin & Culverwell,

PRODUCE BROKERS

3 Bristol Bridge, **BRISTOL, ENG.**

We are in a position to accept Canadian agencies for **Butter, Cheese, Bacon, Lard, Lard Oil, Oatmeal, Peas and Canned Goods.** Correspondence and consignments invited.

Telegraphic Address: "Griffin, Bristol."

F. S. CROW

Dealer in all kinds of Grain.

Oats and Beans a specialty.

Correspondence Solicited.

P. HAINES & SON,

MILLERS,

Clarksburg, Ont., Can.

MANUFACTURERS OF

High-Grade Canadian Flour from Choice Manitoba Wheat.

Our brands are noted for their quality. Latest process, competent millers.

CORRESPONDENCE SOLICITED.

Established 1869. *Cable Address, "Musson," Toronto.*

Geo. Musson & Co.

COMMISSION MERCHANTS,

Toronto, Canada.

TEAS, COFFEES, SUGARS, DRIED FRUITS, SPICES, ETC.

Correspondence Solicited.

SPECIAL

30,000 lbs. MARACAIBO COFFEE (good quality) **13½ cents roasted.**
40,000 lbs. PRIVATE ESTATE JAVA (fancy) **23 " "**

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

Packed in Barrels; barrels free.

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

MILFORD SIPES & CO., Coffee Brokers,
48 Shelby St., Detroit, Mich.
Selling Agents for above.

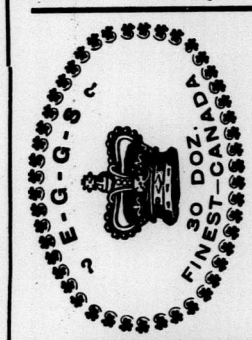
T. L. BOYD & CO.,

Montague Close, London Bridge,

LONDON, - ENGLAND.

AGENTS for Bacon, Cheese, Butter, Lard, Eggs and other Canadian Produce. Correspondence Invited.

CABLES: "PHYSIQUE, LONDON."



SCOTT & HOGG,

PETERBORO, ONT., CANADA,

Exporters of Eggs.

1903 APPLES.

I am open to sell for Cash or thirty days Credit to responsible Dealers good fall and winter apples.

Prices will be furnished on application.

Early Correspondence Solicited, Particularly from Manitoba and the Northwest Territories.

Highest References.

R. S. Lang, - - Exeter P. O., Ont.

Owen Sound Fruit Packing Co.

Limited

Owen Sound, Ontario, Canada.

◆◆◆◆

Packers and exporters of Canadian Apples and Pears from the most reliable growers in the Georgian Bay District—noted for its excellent early and late Winter Apples, said to be the best in Canada.

NOVA SCOTIA MARKETS.

Halifax, May 19, 1903.

THE wholesale grocery trade has been fairly active during the past week and the various dealers report their satisfaction with the way trade is keeping up, and with the prospects ahead for a good summer's business. Reports are exceptionally good from many parts of the province. The retail trade has continued good during the week and the retailers report good general conditions in the trade. Many of the retailers have found themselves short on molasses, on which, had they bought supplies early, they might have been able to reap considerable profit.

* * *

There was more activity in the produce markets last week than for some time. Potatoes and most vegetables had been rather slow in coming in, but last week large quantities came forward from P. E. Island and from other points. This has not materially affected prices as there was quite enough demand for the supply. Eggs are coming in a little more freely and the price is easier. Considerable quantities of these also came from the Island, although for the last two or three years quite as good a market has been found at the Sydneys. Prices quoted in the Halifax papers last week show the prices of all farm produce, including meats, to be very firm and high in the Iron and Coal towns.

* * *

Hay remains at about the quotation previously given—$10 to $10.50. Oats are unchanged. The price of feeds is firm, although the demand has somewhat slackened, as the cattle are grazing in many parts of the province. The market is so favorable to beef, however, that a good many cattle are being stall-fed, to be placed on the market as required.

* * *

The sugar market remains unchanged, but molasses is still on the upward tendency. The wholesale price of Porto Rico is now about 40c., and this may be the limit of the upward movement. Barbados has also advanced materially. Porto Rico is the heaviest seller in this market, and the shortage will have to be made up by sales of other grades. The stocks at present held here are not heavy and wholesalers are not over-anxious to make large sales.

* * *

The fishermen along shore have commenced to take mackerel, quite a number having been caught at Prospect, some 20 miles from Halifax, on Friday and Saturday mornings. They are very large and are eagerly taken up in the local market. The lobster fishermen are all doing exceedingly well, notwithstanding the cry that this valuable crustacean has almost been fished or trapped out of existence.

* * *

Butter is now coming in in much better supply, which will result in the importation of less Western make. However, there is a feeling that butter prices will rule higher than usual all through the season. Reports from various Nova-Scotian districts, and also from P. E. Island show that the farmers will sell more largely this season to the cheese factories than to the creameries. It has seemed to be for the last few years the "survival of the fittest," and the high price obtained for cheese during the last year has given the position to that article.

The Dominion Packing Co., of Charlottetown, as referred to some months ago, is now inaugurating a chain of cold storage plants to extend from Halifax to St. John's, Nfld., taking in the large mining centres in Cape Breton. Besides the regular business of pork-packing, they will deal largely in fresh meats of all kinds, which they can place on the market as required. Steamers fitted with the most improved cold-storage plants will be used to transport this produce.

R. C. H.

SOME GROCERY SPECIALTIES.

I. S. Wotherspoon, commission agent and broker, is now installed in his new office at 204 Board of Trade Building, Montreal. He has been fortunate in securing the agency in Canada for Brand & Co., Limited, London, England, the manufacturers of beef teas, meat essences, soups, sauces, jellies, etc., whose goods have been given highest honors at many of the great world exhibitions, besides at Ottawa and Toronto in Canada. The tomato sauces, Worcestershire sauce, Mayfair Relish and International A1 sauce have a flavor distinctly their own, and unsurpassed by any goods on the market. One of Brand & Co.'s specialties is invalid jelly, comprising real turtle soup, calf's foot, of different flavors, and other jellies. These are used in all the great hospitals, and during the King's last illness he was given some of Brand & Co.'s turtle soup. This company, it might be mentioned, are purveyors by royal warrant to the royal families of England, Russia and Germany. Their potted meats, condensed meat tablets, etc., are used by hunting and sporting parties the world over. Grocers will find these goods sell well. They are all put up neatly, and various advertising devices are given with them. Large colored posters are being put up on the city bill boards. The prices for their goods are also attractive; for instance, the tomato ketchups sells at $2.30 per dozen, Mayfair relish at the same price, and Chutney at $1.65 per dozen.

Mr. Wotherspoon is also the representative of Grimble & Co., Limited, London, England, vinegar manufacturers. Only pure malt vinegar is made here. Other of his agencies are M. Risk & Sons' Scotch whiskies, Dunnville's Irish whisky, and Black & Ferguson's Scotch whisky. These are all very old established firms, whose goods have held a high reputation for about a century.

PERSONAL MENTION.

Mr. Geo. Lightbound, Toronto, left on Wednesday afternoon for a trip to Kingston and Montreal. His many friends will be glad to learn that he is sufficiently convalescent to make the journey. He is accompanied by Mrs. Lightbound.

Mr. J. Russell Murray, of Port-of-Spain, Trinidad, is in Toronto this week. Mr. Murray is the representative of Dr. Morris, commissioner of the Imperial Department of Agriculture, Trinidad.

Mr. F. M. Cutler, secretary of the Acadia Sugar Refining Company, Halifax, was in Toronto this week for a few days.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BAKER—Must be first-class on bread, pastry and cakes; sober; not afraid to work; no other need apply; steady job; state wages. A. B. Weatherup, New Liskeard, Temiscamingue. f

BAKER—young man—with a year's experience to help baker. Apply, at once, to W. H. McCullough, Georgetown, Ont. f

BAKER—reliable second hand—seven dollars a week and board. Jas. Pitman, Petrolia. f

BAKER—first-class on bread—must be sober; steady work; state wages and references. Spencer Bros., St. Thomas

BUTTERMAKER—at Newmarket Creamery—Applicants please state experience, age and wages expected. Box 459 Newmarket. Ont. f

WANTED—Two good all round butchers, must have good references. Apply to Box 169 Gravenhurst, Ont. f

WANTED—Clerk for general store; more particularly to look after groceries, crockery, etc.; must, however, have knowledge of general stock; 30 to 35 years of age preferred; state wages expected. The Georgian Bay Lumber Co., Waubaushene. f

WANTED—We want a number of bright young men to represent us in various parts of Ontario; must be first-class salesmen; those having expeaince in general stores preferred; address, giving age, experience and references, to Box 30, CANADIAN GROCER. (21-1)

WANTED—Young man to assist in cheese factory; good chance to learn both cheese and butter making; state wages, with board. Address Frank Parr, The Gully, Ont. f

WANTED—Biscuit baker; good, all-round man on sodas and sweet goods; must come at once; steady job. Imperial Buiscuit Co,, Limited, Guelph, Ont. f

WANTED—A first-class commercial traveller to sell Myers' spice; salary and commission; Apply to Myers' Royal Spice Co., Niagara Falls, N.Y. f

WANTED—Grocery clerk; thoroughly experienced; best of recommends; good worker and stock-keeper; none other need apply; good wages. Star Grocery, 429 George street. f

WANTED—Side lines for Prince Edward Island; suitable for general and grocery trade. Address Box 28 CANADIAN GROCER. (21-1)

FOR SALE.

FOR SALE—City and town rights (no fake) for preserving eggs; cold storage not needed; if interested, write for circular. Address Box 29 CANADIAN GROCER. (21-1)

FOR SALE—Atwood flour mills for sale; in first-class order; splendid locality; owner wishes to retire from business. For further particulars apply to M. Corrie, Atwood, Ont. f

SITUATION WANTED.

AGENCY WANTED—Agent having an established trade and travelling through the Province of Quebec would be open to represent manufacturers dealing with the grocery trade; best references. Address C. A. Morin, Imperial Building, Montreal. (21-2)

AS TRAVELLER—Young man, first-class salesman; best of references. Box 54, Hespeler, Ont. (19-3)

"GOOD ENOUGH"—to have become a staple line with hundreds of GOOD GROCERS.

OUR SPRING SHIPMENT which is just to hand comprises **ONE CARLOAD**

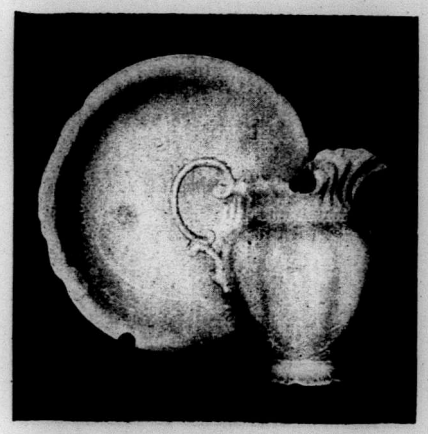
Rowat's Pickles

HIGH-CLASS IMPORTED PICKLES AT MODERATE PRICES.

TRADE WINNERS. Put up in absolutely Pure Malt Vinegar. QUALITY A1—CRISP, SOUND, PIQUANT, APPETIZING. **PROFIT MAKERS.**

SEE OUR TRAVELLERS FOR SAMPLES AND QUOTATIONS.

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



O. K. Toilet Sets.

NEWEST SHAPE, FINEST WARE, BEST FINISH.

These Sets are finished in Pink, Blue and Green Tints, also White and Gold, all are fully gold stippled, making the most attractive line to be had. Our price for these goods in open stock is **$2.80** per set, or we have them put up in casks of twelve sets, "assorted," at **$2.50** per set, Slop Jars to match if wanted. No matter how many Toilet Sets you may have you cannot afford to be without the O.K.

Write us for samples and prices of anything you may want in the Crockery, China, Glassware, or Lamp Goods line. Our stock is large and our prices right.

TAYLOR & MULVENEY, Successors to James C. Taylor, **HAMILTON, ONT.**

BUY! USE! AND RECOMMEND

Without Reserve or Compunction

THE PURE, PALATABLE, WHOLESOME, TABLE AND PICKLING

VINEGARS

Manufactured by

THE MICHEL LEFEBVRE VINEGAR WORKS

IN MONTREAL

under Government control, and manipulated by men, who since 1849 have made it a life study to produce a Vinegar that gives entire satisfaction. Many know the BRANDS, all of which have been coupled with the name **MICHEL LEFEBVRE** for many years.

Bull Dog, Quadruple Strength, Lion L Brand.
Imperial Triple Strength, Cote-D'or, Extra Super.

SOLE SELLING AGENTS FOR CANADA AND THE UNITED STATES:

THE "OZO" CO., Limited, Montreal

"L'Empereur"

Extra Dry CHAMPAGNE

In cases, 12 quarts - $13.00
In cases, 24 pints - 14.50

THE LONDON LANCET, the great English Medical Journal, says:

"'L'Empereur': This is a Canadian Champagne, and it is a very good wine."

Our "L'Empereur" Champagne

is equal in quality and flavor to French Champagnes at double the price.

J. S. HAMILTON & CO.,

BRANTFORD AND PELEE ISLAND.

J. S. Hamilton & Co.

BRANTFORD AND PELEE ISLAND,

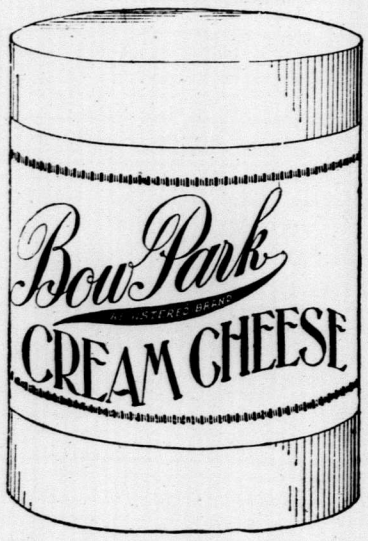
PROPRIETORS — CANADA

"St. Augustine"	Communion Wine
"Chateau Pelee"	Dry Catawba
"J. S. Hamilton & Co."	Brandy
"Old Crusader"	Port
"L'Empereur"	Champagne
"Chateau Pelee"	Clarets

CANADIAN AGENTS FOR

Robert Brown's 4-Crown Scotch Whisky
H. Thomson & Co., Irish Whisky
Webb & Harris, Jamaica Rum
Cody & Co., Cocoa Wine, etc.

An Absolutely Pure Dairy Product. **Mild and very rich.**



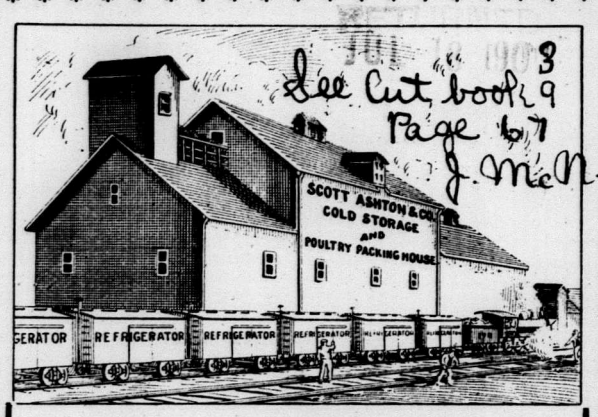
Economical—
No waste
from drying
or spoiling.

Best for
Domestic and
Export Trade.

PREPARED BY

Shuttleworth & Harris

DETROIT, MICH. BRANTFORD, CANADA.



Canada's Largest Poultry Fattening Station and Packing House.

We want 100,000 CHICKENS annually.

ALIVE OR DRESSED,
AND WILL PAY HIGHEST CASH PRICE.
ALSO

Cheese, Butter and Eggs.

SCOTT, ASHTON & CO., MORRISBURG, ONT.

HUDON, HEBERT & CIE.

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

SOLE AGENTS IN CANADA FOR:

WRIGHT & GREIG, LIMITED, - GLASGOW, SCOTLAND.

SCOTCH WHISKIES.

BOUTELLEAU & CIE., - - BARBEZIEUX, FRANCE.

BRANDIES.

VIOLET FRERES, - - - THUIR, FRANCE.

BYRRH WINE.

WYNAND FOCKINK, - - AMSTERDAM, HOLLAND.

FINE LIQUEURS.

TALBOT FRERES, - - BORDEAUX, FRANCE.

FRENCH DELICACIES.

SOLE AGENTS IN EASTERN CANADA FOR:

H. CORBY, - - . - BELLEVILLE, CANADA.

DISTILLER OF CANADIAN WHISKIES.

H. J. HEINZ CO. - - - - PITTSBURG, PA., U.S.A.

57 VARIETIES PICKLES AND CONDIMENTS.

Keen's Selling Lines are Keen Selling Lines.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited,
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

May 21, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
½ doz.	2½-lb.	10 50
1 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 "	Per case
1 "	12 oz.	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz. in a case	$ 45
Ocean Baking Powder, ½ lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, ¼-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ 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.	

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Bamboo Handles, A, 4 strings	$4 35
" " B, 4 "	4 10
" " C, 3 "	3 85
" " D, 3 "	3 60
" " F, 3 "	3 35
" " G, 3 "	3 10
" " I, 3 "	2 85

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
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.

Cocoa—	
Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins	" 3 50
" ¼-lb. tins	" 2 00
" fancy tins	" 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80
Chocolate—	per lb.
Queen's Dessert, ¼'s and ½'s	$0 40
" " 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s 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, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per doz.
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

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, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches.** **Don't** be persuaded that another is **Just as good.**

Ask for **EDWARDSBURG** or **BENSON'S** and INSIST upon getting it.

NOTE OUR PRICES.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 185

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
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

"Eagle" brand	$1 65
"Gold Seal" brand	1 30
"Peerless" brand evaporated cream	1 02

"Dominion" brand, cases 4 doz. (48 lb. net)	5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
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	Unnumbered.	Covers and Coupons numbered.
less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Extracts.

HENRI JONAS & CO.

	Per gross.
8-oz. London extracts	$6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 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
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz.
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ginger Ale and Soda Water.

	Per doz.
Cantrell & Cochrane's imported ginger ale and club soda water	$1 40

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz.
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
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	...

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F.D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$8 00
" " pints	4 20

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS.

A. P. Tippett & Co., Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	"	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05¼
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¼
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¼
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

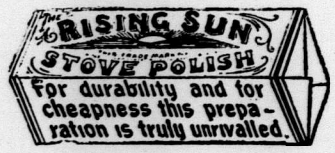
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ¼s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal,

Japan Teas—	
"Condor" II 80-lb. boxes	$0 37½
" III 80-lb. "	0 35
" IV 80-lb. "	0 30
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30
Black Teas "Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —*Maroon, 1-lb.*	*1 50*
"Condor" Ceylon black tea in lead packets—	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 56
Chewing—Stag, bars, ¼ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s.	0 39
" Currency, 13½ oz. bars, 10½s.	0 42
" " 6s. and 10's.	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 45

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Leader Globe	$1 45
" Improved Globe	1 55
" Standard Globe	1 75
" Solid Back Globe.	1 90
" Jubilee (perforated	1 90
" Crown	1 30
No. 1 2-hoop pails	1 65
" 1 3 "	1 80
" 0 tubs	9 00
" 1 "	7 50
" 2 "	6 50
" 3 "	5 75

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 00
Gillett's cream yeast, 3 doz		1 00
Jersey cream yeast cake, 3 doz. 5c		1 00
Victoria " "	3 doz. 5c.	1 00
" " "	3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

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PACKING DIFFERENCE.

Hot and fragrant from the rolls, Quaker Oats go straight into the package—shut tight, sealed safe—hermetically.

The Quaker carton costs about half as much again as the box that gives the pasteboard flavor to most cereals.

After spending so much care on the quality and purity of Quaker Oats, we could not let our work be spoiled for the sake of cheap packing.

The costly Quaker packing makes another difference in QUAKER OATS—*best packing.*

FLAVOR DIFFERENCE.

Pan-roasting is where most millers save time.

Their oats are rush-milled—for the profit's sake.

Quaker Oats are milled with patience—for the quality's sake.

But slow and costly as it is, there is profit in it—profit of quality, not the profit of cheapness.

The patient Quaker pan-roasting brings out the nut oil of the oats and toasts it to that rich, "different" flavor, by which you know QUAKER OATS—*best roasted.*

MILLING DIFFERENCE.

After we buy the best, each grain is cleaned and judged separately by machinery.

The machine leaves nothing to chance.

Thin, woody, flat and flavorless, are thrown out.

Here is a difference of time, care and thoroughness.

The groat that is good enough to pass this test is indeed different from other grain.

It begins to have a right to the name of QUAKER OATS—*best of the best.*

GRAIN DIFFERENCE.

The Quaker quality of grain is not easy to find.

To supply the needs of the Quaker mills we must search the country far and wide.

We watch where the good oats grow. For even as it grows the difference begins.

Sun may shrivel or too much rain spoil the crop. But where the crop is best, we are there to choose the best of the best.

There is that much difference in the Quaker grain before it starts from the Mill.

This is only the first difference in QUAKER OATS *best grain.*

This is the proof of Quaker quality that newspapers all over Canada are carrying to your customers.

The customer who buys quality is your star customer.

That customer wants Quaker Oats.

Don't risk the loss of his trade.

Have Quaker Oats ready when he asks.

Case of 36 packages
$3.00

Delivered at your station in lots of five cases or more, freight prepaid. This applies to all Ontario and to Quebec as far east as the City of Quebec.

FRESHNESS DIFFERENCE

Quaker patience does things thoroughly.

Careful in the choosing of the grain—slow in the manufacture.

But when packages are sealed no time is lost.

It is packages into cases—cases into cars—and the cars away, the same day, for all parts of the country.

Quaker Oats sells so fast that the dealer's stock is fresh.

This means much for purity.

No other food comes from the mill to your table so fast and fresh as

Quaker OATS

Best for Freshness.

Costs you no more than oats which are not as wholesome, and which have not been milled as carefully. Quaker Oats are just as easy to buy. You have only to say "Quaker" distinctly.

CERETA COUPON IN EVERY PACKAGE

CLARK'S

CANNED MEATS

MONTREAL.