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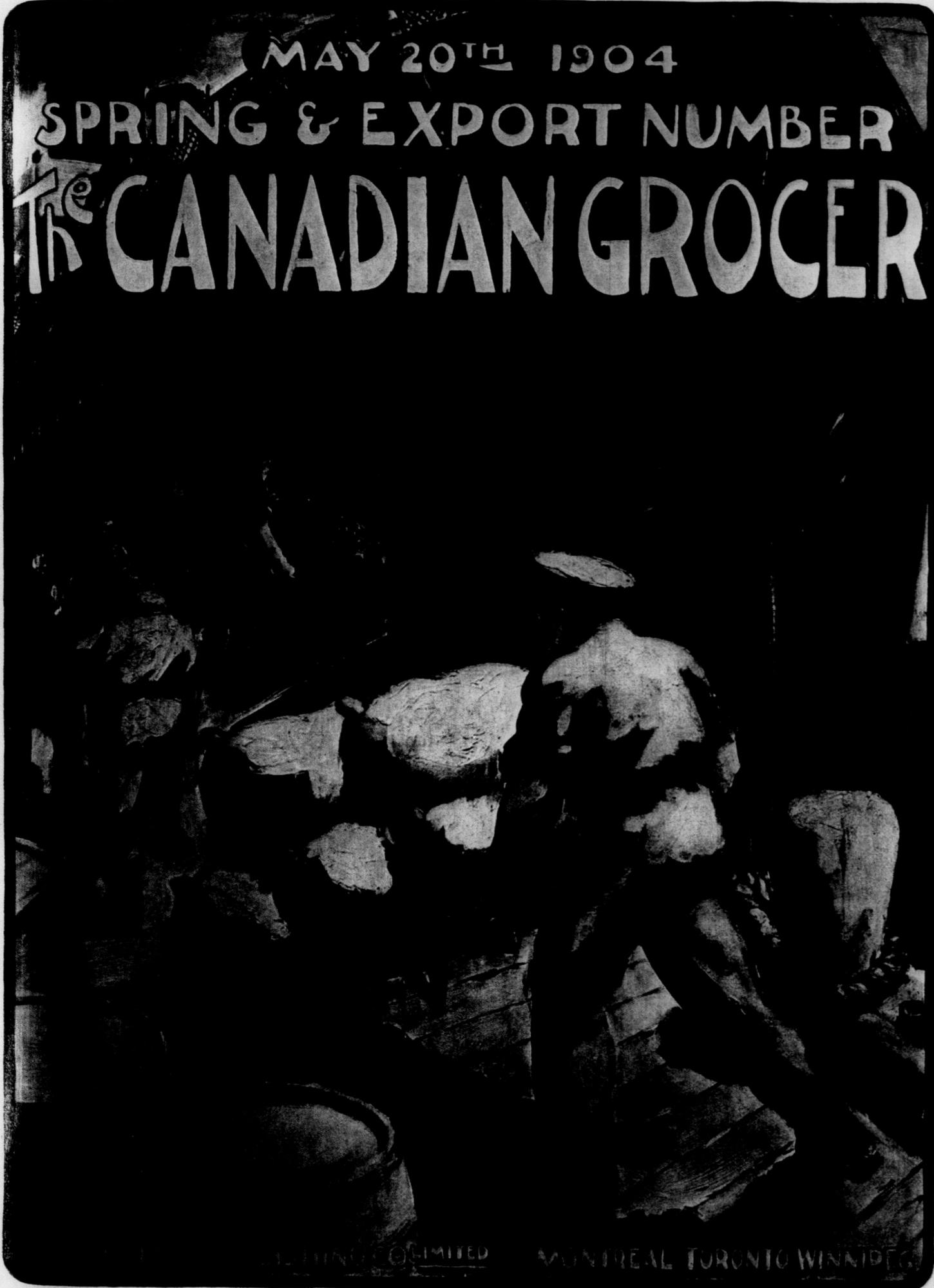
1904

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MAY 20<sup>TH</sup> 1904

SPRING & EXPORT NUMBER

**THE CANADIAN GROCER**



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... LIMITED

MONTREAL TORONTO WINNIPEG



Highest standard of Excellence.  
 Contains no Animal or Mineral  
 Matter.  
 Purely a Vegetable Compound.  
**The New Label**—More attractive than the  
 old. Contents unchanged.  
**MADE IN CANADA.**

---

## THE SAUCE

of Sauces—

### Lees & Langley's

Made from a famous old East-  
 Indian recipe.

Too good a Sauce for our com-  
 petitors' comfort.

Too good a Sauce for Canadian  
 grocers not to sell.

It sells and re-sells and sells  
 again.

It pays a good profit—a profit  
 frequently multiplied.

Order from your jobber or  
 direct.

### Lees & Langley's WORCESTERSHIRE SAUCE

---

American Coffee & Spice Co.  
**TORONTO, CANADA,**  
 Sole Proprietors.

---

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow.

"Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,  
8 Place Royale, Montreal.

CABLE ADDRESS:  
"Donora," Montreal.

ESTABLISHED IN 1890.

DEPOTS:  
Quebec,  
St. John, N. B.  
Toronto,  
Hamilton,  
Winnipeg,  
Vancouver.

# WM. H. DUNN

GROCERY COMMISSION MERCHANT  
AND MANUFACTURERS' AGENT

394 and 396 St. Paul Street,

MONTREAL

A few specialties and a dozen foreign Manufacturers  
I represent:

**GILLARD & CO.,**  
LONDON, ENGLAND,  
High-class Pickles, Relish, etc

**COURTENAY'S SAUCE CO.,**  
WORCESTERSHIRE, ENGLAND,  
Original and Genuine Worcester Sauce.

**R. MIDDLEMASS & SON, Limited,**  
EDINBURGH, SCOTLAND,  
Famous Biscuit Manufacturers.

**AND. MELROSE & CO.,**  
EDINBURGH, SCOTLAND,  
Package Teas (finest grade).

**BENSORP & CO.,**  
AMSTERDAM, HOLLAND,  
Bensdorp's Royal Dutch Cocoa.

**GERMAN GELATINE WORKS,**  
GERMANY,  
Finest Sheet Gelatine made.

**BORDEN'S CONDENSED MILK CO.,**  
NEW YORK, U.S.A.  
Eagle Brand Milk and Peerless Cream.

**B. T. BABBITT (Inc.),**  
NEW YORK, U.S.A.  
"1776" Soap Powder, Best Soap and Potash.

**J. L. PRESCOTT & CO.,**  
NEW YORK, U.S.A.  
"Enameline," The Modern Stove Polish.

**C. B. KNOX,**  
JOHNSTOWN, N.Y.  
Sparkling Pure Granulated Gelatine.

**ST. CHARLES CONDENSING CO.,**  
ST. CHARLES, ILL.  
St. Charles Cream and Silver Cow Milk.

**LIBBY, McNEILL & LIBBY,**  
CHICAGO, ILL.  
Packers and Preservers of Meats.

Distributing Agent in Montreal for some of the best  
Canadian Manufacturers, viz.:

PURE GOLD MANUFACTURING CO.,	Coffees, Essences, Etc.,	TORONTO.
INGERSOLL PACKING CO.,	"Beaver Brand" Hams and Bacon,	INGERSOLL, ONT.
MILLAR'S ROYAL PARAGON CHEESE,		INGERSOLL, ONT.
BART COTTAM CO.,	Bird Seeds,	LONDON, ONT.
ROYAL CROWN, Limited,	Toilet Soaps,	WINNIPEG, MAN.
THE NASMITH CO., Limited,	Candies,	TORONTO, ONT.

YOUR PATRONAGE SOLICITED.

CORRESPONDENCE FROM FOREIGN MANUFACTURERS WILL BE CHEERFULLY AND  
PROMPTLY ANSWERED.

# WM. H. DUNN

MONTREAL, CANADA

SEVEN OF OUR BEST KNOWN  
**BLEND**ED TEAS

**CORONATION**

**KING'S ROYAL**

**BUCKINGHAM**

**BALMORAL**

**FLORODORA**

**GEISHA**

**JOHN BULL**

The hundreds of grocers who sell our blends make handsome profits and give lasting satisfaction to their customers. If you are not one of them write for samples and quotations.

---

**Warren Bros. & Co.**  
TORONTO.

For Export—or Home Consumption, it Pays to Handle Reliable Goods.

QUALITY AND  
**S. H. & A. S. EWING'S**

RETURNED

JUL 19 1904

*Out Back of  
Page 49  
E.W.*

HIGH-GRADE

**Coffee**



**Spices**

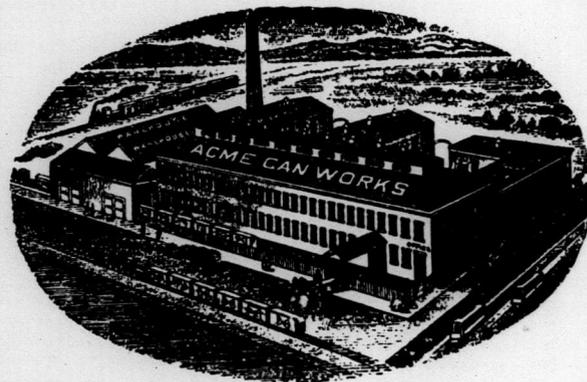
ESTABLISHED 1845

ARE SYNONYMOUS

The perfected products of a Canadian firm, guaranteed by a reputation and experience dating over half a century. Think—what that means. Goods that have helped to build up a good trade for others, they will do the same for you. Order now.

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

If it's made of **TIN** we have it.



**Acme Can Works**

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **Key-Opening Meat Cans, Poultry Cans.**

They are our Specialties.

WE SOLICIT INQUIRIES FOR PRICES ON

Baking Powder,  
Oil, Syrup, Lye,  
Paint, Varnish,  
Condensed Milk,  
Poultry, Fruit,  
Vegetable

Cans

Lard,  
Syrup,  
Butter

Pails

**ACME CAN WORKS,**  
Ontario Street East, - - MONTREAL, P.Q.

# Merchants of the Ottawa Valley and district,

it will pay you to buy your supplies in the Grocery, Smallware and Liquor lines at our establishment.

Freight rates to your station are lower, and we are not charging any more than the houses of the larger cities.

We have a complete and most carefully selected stock -- we do a large business, our turn-over last year being near

# \$1,000,000

We can state that ours is the largest firm West of Montreal.

To our present customers we assure a continued good service—to those new friends who will favor us with a share of their patronage we will endeavor to please and merit their trade. Quotations by mail, telegraph, or telephone, at our expense, always cheerfully given.

## S. J. MAJOR, Limited

Wholesale Grocers and Wine Merchants,

18, 20, and 22 York St.,

# OTTAWA, Canada.



RETURNED  
JUN - 4 1904  
R. Cut Book 20  
Page 11  
H.M.

Your good name is never an argument in favor of your goods until your goods are an argument for your good name."

There are **2** lines in almost daily use in every family in Canada, and certainly sold in every grocery and general store,—**BAKING POWDER** and **STARCH.**

—Your good name is an undoubted argument when handling

**"EAGLE"**  
Baking Powder  
and  
**"SAN TOY"**  
Starch

—their quality is unequalled, they do the  
—work, please your customers and make  
—money for you. This statement is one  
—readily made but not proved by lots of  
—similar goods sold.

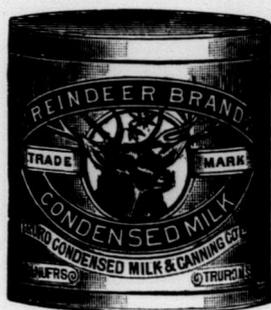
We can prove to you the truth of all  
—we claim.

Write for samples and particulars.

**J. H. MAIDEN, - Montreal**  
Agent

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H.M.





## YOU INSURE

the confidence of your trade when you  
handle such goods as

# REINDEER BRAND

Condensed Milk.

Try it.

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

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

### NATIONAL LICORICE CO.



Successors to

**YOUNG & SMYLIE**  
BROOKLYN, N. Y.

**S. V. & F. P. SCUDDER**  
BROOKLYN, N. Y.

**MELLOR & RITTENHOUSE CO.**  
CAMDEN, N. J.

**H. W. PETHERBRIDGE**  
BROOKLYN, N. Y.

**DOMINION LICORICE & NOVELTY CO.**  
TORONTO, CAN.

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

OFFICE—106 JOHN ST.

106-116 John St., }  
227-237 Plymouth St., } **Brooklyn, N.Y.**

Illustrated Catalogue on request.

### Canada's Leading Relishes

### The Famous "Sterling" Brand

THE trade at home and abroad will find no pickles or relishes that give such unqualified satisfaction to the consumer as the famous "Sterling" Brand. All the care and thought it is possible to put into the manufacture of an article of this kind are given to these goods. The test is in the great sale they have met with in all parts of the Dominion, among grocers whose trade makes it absolutely necessary that they should have on their shelves the best in every line. There is a distinctive something—call it what you like—about these pickles that makes them outstanding in the trade everywhere.

Write your jobber, or direct to the  
manufacturers

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

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

**ESTABLISHED IN 1842**

**We represent the following European  
and American Firms:**

**Boulestin & Co., Cognac.** Without exception the Finest Brandies imported into Canada. *We can prove it.*  
Bottles only.

**Gonzalez Staub & Co., Cognac.** Very Fine Brandies, bottles and casks.

**C. Pluchon & Co., Cognac.** Very Good Brandies.

**J. Prunier & Co., Cognac.** Good Brandies, "Famous Dervos Brand." A leader.

**P. Hoppe, Schiedam.** Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers. All  
size packages.

**P. Hoppe, Amsterdam.** Distiller of Holland Finest Liquors and Cordials, in ordinary and fancy bottles.

**E. Martinazzi & Co., Torino.** One of the best and largest distillers of "Fine Vermouth."

**Dubonnet, Paris.** Maker of the finest and best appetizer and tonic wine in litre and  $\frac{1}{2}$ -litre bottles. *The Tonic*  
*Wine* of the day.

**Audinet & Buhan, Bordeaux, France.** Clarets, Sauternes, Graves Wines.

**James Ainslie & Co., Leith.** Distillers of the celebrated "Glenlion" brand of Scotch Whiskies. Purveyors  
to the Royal Navy. One of the most reliable and oldest houses. Established  
in 1819.

**Loulopoulo & Co., Alexandria, Egypt.** Cigarettes Egyptiennes.

**James L. Denman & Co., Limited, Glasgow.** "Big Ben" finest blend of Scotch Whisky, as  
supplied to the House of Commons. Ten years old.

to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

Loulopoulo & Co., Alexandria, Egypt. Cigarettes Egyptiennes.

**James L. Denman & Co., Limited, Glasgow.** "Big Ben" finest blend of Scotch Whisky, as supplied to the House of Commons. Ten years old.

**Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng.** Packers and shippers of high-class table delicacies: Mushrooms, Peas, Haricots, Asparagus, Artichokes, Pates de foie gras, in tins and glass, Cherries, Vinegar, Wines and Liquors.

**Greenbank Works, The United Alkali Co., Limited, St. Helen's, Eng.** Manufacturers of the well-known "Greenbank" and "Red Heart" Lye, Caustic Potash, and Chloride of Lime, best disinfectant.

**The Williams Bros. Co., Detroit, U.S.A.** Packers of Fine Pickles, Jams, Catsup, Sauce, Preserves, Mustard and "Waldorf" Baked Beans in Tomato Sauce.

**Brusson jeune, Villemure, Haute-Garonne, France.** Manufacturer of the finest and best French Alimentary Pastes, made with the best hard wheat "Taganrog." Daily capacity, 44,000 lbs.

**Arsene Saupiquet (Society), Nantes, France.** Packers of the highest-grade table delicacies. Sardines a specialty.

Sole proprietors of the celebrated, well-known brands, "Beaver," "Owl Chop" Japan Teas. Ceylon Teas, Packages. Distributors of the "Bee" Brand Black Teas.

**We strongly recommend you all these Brands, which are superior to many others, although prices are less. Our stock is large and well assorted. Our prices are the lowest. We are Sellers.**

We have the largest and best assorted stock of Groceries in Canada.

# L. CHAPUT, FILS & CIE,

**Wholesale Grocers.  
Importers Teas, Wines and Liquors.**

## Montreal

MAY 20, 1904

THE CANADIAN GROCER

1904

# LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—Laporte, Martin & Cie., and all wholesale grocers.

AGENTS IN TORONTO—Canada Grocers, Limited, and all wholesale grocers  
**THOMAS J. LIPTON**, 39 Pearl Street, New York City.

## MOLASSES

New Crop 1904  
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

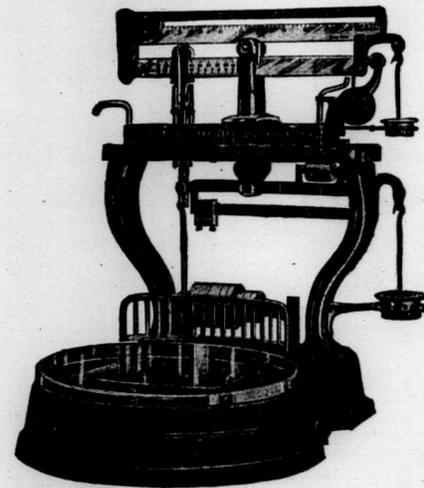
Limited

HALIFAX - - - - NOVA SCOTIA.

## THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

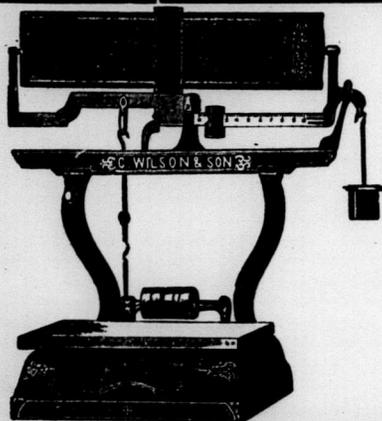


The Computing Scale Co.  
of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.  
MONEY-WEIGHT SCALES.



### Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,  
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

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

—the attention that is being paid to

## Japan Teas

by imitators is the highest compliment that can be paid to the teas of that wonderful country and its still more wonderful people——



A POOR ARTICLE IS NEVER IMITATED

As

## Japan Teas

are the acme of **Health, Purity, Cleanliness**, efforts have been made to imitate them,—but all results have one great drawback,—they are not

## Japan Teas

# BRUNNER MOND'S

# SODAS

BEST CHEAPEST

WINN & HOLLAND,  
MONTREAL,  
SOLE AGENTS FOR CANADA.

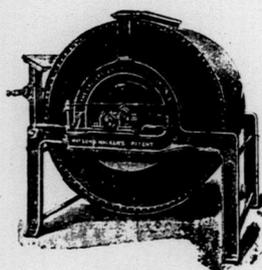
## Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

- |  |                                    |
|--|------------------------------------|
| <b>Gas-Heated Roaster</b> —External Flame with Air Pump.                 | <b>Sample and Window Roasters.</b> |
| <b>Gas-Heated Roaster</b> —Internal Flame and Automatic Sampler.         | <b>Patent Chicory Nibber.</b>      |
| <b>Coke, Wood, Etc., Roasters.</b>                                       | <b>Dressing Machinery.</b>         |
| <b>Grinding Mills, Plain or Ornamental.</b>                              | <b>Dry Fruit Cleaners.</b>         |
| <b>Air Propellers. Air Compressors.</b>                                  |                                    |
| <b>Patent Fruit Washers.</b>   |                                    |
| <b>Quick Sifter and Mixer for Coffee and Chicory and all dry powders</b> |                                    |



AUTOMATIC  
CENTRAL DELIVERY  
TEA AND FLOUR BLENDER.

**THE GROCERS' ENGINEERING CO.**  
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE  
MAILED FREE.



Keen's Oxford Blue

Robinson's Patent Barley

Robinson's Patent Groats

Are for sale throughout the Dominion by  
Grocers and Druggists.

They are manufactured by the proprietors  
of

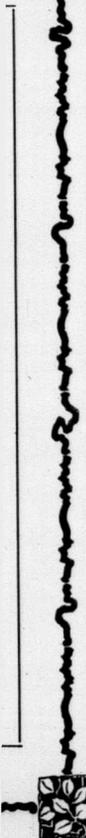
KEEN'S MUSTARD.

S

EST

TYPES.  
ERY.

LOGUE



# Britain-Ceylon

When you trade with Britishers, you help Britain.

When you help Britain, you help Canada.

When you help Canada, you help yourself.

## Sell Ceylon Tea

British grown, British cured — clean, wholesome, delightful.

**BLACK or GREEN.**



# "Don't pay freight on water."

Merchants of Canada,

has it ever struck you how much money you pay out for freight on **water** that you buy in your



## Vinegar?

**German Concentrated Grape Wine Vinegar** is imported direct from the celebrated Rhine Wine District of Germany. Recommended by the highest medical authorities of Europe. Requires merely the addition of pure water—ready in two minutes.

- 1—This is an absolutely pure product of Grapes, made in the famous Rhine Wine district of Germany.
- 2—It contains no Alcohol, consequently will not form the very objectionable vinegar eels, or "mother."
- 3—Being put up in concentrated form, **no freight** is required to be **paid on Water** and **heavy barrels**.
- 4—It will not freeze, consequently can be shipped at all times, and dealers need not stock in the fall for winter's trade, as is now done with ordinary Vinegars.
- 5—When diluted according to directions it is cheaper than other Vinegars.
- 6—For **pickling purposes** it is unequalled as it makes the pickles firm, and imparts a delicious flavor.

The foregoing are a few of the leading advantages of using Grape Wine Vinegar.

A trial will be a revelation to you.

Put up in Demijohns of  $4\frac{1}{8}$  Imperial Gallons and 2 1-12 Imperial Gallons.

IN USE FROM HALIFAX TO DAWSON CITY.

For particulars address—P.O. Box 2179, Montreal,  
or—R. Carrie, Church and Front Streets, Toronto.  
Laporte, Martin & Cie., Wholesale Grocers, Montreal.

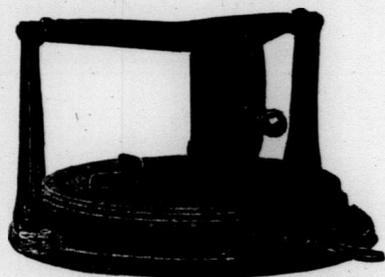
# YOU CAN TELL

when an article has been on the market sixty-four years, and still continues to hold first place, there is merit behind it.

## JAMES' DOME BLACK LEAD

bears out this fact.

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



We have recently taken up the manufacture and sale of the

### Templeton Cheese Knife

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

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Write us for particulars.

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

## SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

### DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

**GOLD DUST** can be used for any kind of outdoor work that needs renovating.

## 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.



**W**HEN a **Chinaman** talks it is on a subject he knows all about. Our **Chinaman** is making strong remarks about the famous **CHINESE STARCH** which he finds is taking his business away from him,—the secret is out, and

every housewife and laundress can do the linen as perfectly as he can.

GROCERS—this **Chinese Starch** pays you better to handle than any other Starch on the Canadian market—and, what is just as satisfactory, it will bring and hold your trade. Our Starch pays you a larger profit than any Starch in Canada. All we ask is, write us for particulars and samples.

---

**Ocean Mills**  
**MONTREAL.**



# SALT

All Kinds. Full Stocks.

**Verret, Stewart & Co.**  
MONTREAL.

H. D. METCALFE, President.

CHAS. J. ANDERSON, Vice-President and General Manager.

C. A. MORIN, Sec.-Treas.

## The Walkerville Match Co.

LIMITED

Walkerville, Ont., Canada.

MANUFACTURERS OF

PARLOR and  
SULPHUR **MATCHES**

OUR BRANDS:

**PARLOR**—"Imperial," "Best," "Crown," "Maple Leaf,"  
"Knights."

**SULPHUR**—"Club."



You'll find it hard to match the quality.  
You can't match the price.

# GOOD BUY, GROCERS

Being News of Specially Good Buys For You.

## OLIVE NOVELTIES.

### Olives stuffed with Celery

8 oz., per doz.....\$1.65  
 12 oz., " ..... 2.10  
 16 oz., " ..... 3.10

(Very popular)

### Olives stuffed with Olives

8 oz., per doz.....\$1.65  
 12 oz., " ..... 2.10  
 16 oz., " ..... 3.10

(A ready seller)

### Olives stuffed with Nuts

12 oz., per doz.....\$2.50

(A wonderful trade getter)

### Olives stuffed with Peppers

8 oz., per doz.....\$1.65  
 12 oz., " ..... 2.10  
 16 oz., " ..... 3.10

(Ne Plus Ultra)

Packed in cases of 2-dozen each, Premier Brand or your own label (if ordered in 25-case lots) but always the best you can buy at the price.

### Premier Brand Pearl Tapioca

1-lb. pkgs., 48 in case, per lb. . . . .04 $\frac{3}{4}$

### Premier Oat Flakes

36 2-lb. pkgs., per case . . . . . \$2.75

# FRANCIS H. LEGGETT & CO.

IMPORTERS, MANUFACTURERS AND PACKERS,  
 PURE FOOD PRODUCTS.

MANUFACTORY :  
 132-134-136-138 King Street,  
 NEW YORK CITY.

FOREIGN OFFICE :  
 BORDEAUX, FRANCE.

SALESROOM AND OFFICES :  
 West Broadway, Franklin and Varick Sts.,  
 NEW YORK CITY.

# Sugar forms a large percentage of every grocer's business:---

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

*Redpath*

the standard for excellence and purity.

Redpath's Granulated Sugar

is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY —————

The Canada Sugar Refining Co.

LIMITED

MONTREAL.

**"An attractive package and a dependable article."**

The words a well-known grocer used in describing Imperial Brand Maple Syrup.



Agents,

ROSE & LAFLAMME, MONTREAL.

## Make a Specialty of Specialties

Money is made in handling good specialties, such as

### Paterson's Worcester Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.



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Agents, - - - Montreal

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The Finest Preserved Fruit on the Canadian market  
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# CRYSTAL GRANULATED SUGAR

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# HIGH QUALITY

*My registered brands are the synonyms of it.*

*Try them to be convinced.*

*Ask for Samples. It Pays.*

**CONDOR** Japan Tea, in half-chests and 30-lb. boxes.  
 " Japan Tea, in lead packets, lbs. and ½-lbs.  
 " Ceylon Black, in lead packets, lbs., ½-lbs. and ¼-lbs.  
 " Ceylon Black, in 5-lb. boxes.  
 " Vinegar, pure distilled, choice quality.  
 " Baking Powder, choice quality.  
 " Pure Mustard, in tins, lbs., ½-lbs. and ¼-lbs.  
 " Pure Mustard, in 4-lb. and 1-lb. Jars.

**EMD** Japan Tea, in 40-lb. boxes, extra choicest.  
 " Baking Powder, pure Cream of Tartar.  
 " Vinegar, pure distilled, *highest quality, the best.*  
 " Pure Spices, in 5, 10, 20 and 30-lb. boxes.

**OLD CROW** Blend of Black Teas, in bronzed tins of 10, 25, 50 and 80 lbs, and fancy air-tight cartoons of lb., ½-lb. and ¼-lb. sizes.

**OLD CROW** Vinegar, pure distilled, high quality.

**OLD CROW** Mustard of high quality, in 1-lb., ½-lb. and ¼-lb. tins, also *1-lb.* and *4-lb. Jars.*

" Ceylon Black Tea, in 5-lb. boxes.

" Baking Powder of high quality.

**NECTAR** Blend of Ceylon and Indian Black Tea, in lead packets, 1-lb., ½-lb. and ¼-lb., and *fancy 1-lb. tins.*

**MADAM HUOT'S COFFEE**

A French Pure Coffee. A gem—without an equal.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

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	<p>1. It is a strictly high-class Tea, rich, flavoury and with choice liquor, packed where produced in sealed leaden packets.</p>
<p>2. It advertises itself by its quality, which never varies, and its absolute purity and genuineness are guaranteed on every packet.</p>	
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Agents in Canada,

**JAMES TURNER & CO., HAMILTON and CALGARY.  
ROSE & LAFLAMME, MONTREAL.**

## CANADA AND THE PREFERENTIAL TARIFF

VIEWS OF BUSINESS MEN AND PUBLIC MEN.

CANADIANS of all classes and of both political parties are united in their opinion that the preference granted to British goods in 1898 has been a move in the right direction.

The preference itself has been of undoubted benefit to the British people. Imports into Canada, which had been slowly falling off in volume prior to its adoption, have been largely on the increase ever since.

The preference has received and is receiving the support in Canada of public men on both sides of politics, of business men from Atlantic to Pacific and of the manufacturers of the country.

The preference has been granted voluntarily by the Canadian people and as an expression of good will towards the Mother Country. To say that Canadians regret their action is untrue.

Notwithstanding this there are some influential men and newspapers in England who are deliberately misrepresenting Canada's position in this respect.

In order to state the case for the preference in as plain and forcible a manner as possible, it will be necessary to explain its provisions and to adduce evidence to show the universal support it receives in Canada.

### The Scheme Proposed.

A British mechanic, a leader in trades union circles in Sheffield, England, and a wholesale grocer and president of the Board of Trade in Toronto in the late eighties, independently arrived at the same conclusion, that a customs tariff giving mutual preferences to British goods would be not only most advantageous, but would be absolutely necessary for the future existence of the British Empire. Others may have held similar opinions, but they gave no public utterance to them.

Mr. Morgan Gregory, a file forger, and a thoughtful, intelligent workman in the employ of Thomas Jowitt & Sons, Sheffield, England, and at one time the president of the combined trades unions of that city, speaking at a meeting of trades unionists, advocated a closer union between the United Kingdom and

her colonies, as a means of benefiting the great masses of the working people. Such a scheme, he said, must necessarily "impose conditions of trading such as will induce us to take each other's productions in preference to those of foreign nations." He suggested a duty on all goods grown outside the United Kingdom and her colonies, commencing at ten per cent. and increasing yearly until it reached fifty per cent.

Mr. Gregory's proposals were so well received that he issued them in pamphlet form in 1889.

Mr. John I. Davidson, in his annual presidential address in 1900 and again in 1901, advocated a preferential tariff for the Empire, and the Toronto Board of Trade unanimously adopted it. Mr. Davidson is a Scotchman, was brought up on free trade literature, and believ-

*Sir Wilfrid Laurier, the Premier of Canada, favors the principle of a preferential tariff within the Empire and has offered to recommend to Parliament that Canada give the United Kingdom an additional preference on lists of selected articles, provided Great Britain adopts the principle.*

ed thoroughly in free trade principles until he learned from actual experience in the New World that, while such principles were right in theory, in modern one-sided practice they were unprofitable. He therefore called his policy "Fair Trade."

### The First Steps.

In 1891 the Toronto Board of Trade promulgated this resolution: "That this board is of opinion that the time has come in the interests of the Empire when closer trade relations should be entered into between Great Britain and her colonies, and that a duty imposed by Great Britain on the food products of other nations with tariffs against her own productions will not enhance the value of the food products of the Empire, but will materially increase the production

therein and place her in an independent position for her food supply in the near future."

That same year this resolution was followed by a resolution passed unanimously by both Houses of Parliament in Canada praying the British Government to denounce the German treaties in order to make it possible to bring about a preference.

Then came another resolution which was also passed unanimously by both Houses in Canada providing that if, and when, Britain gave her colonies preferential treatment in the home markets Canada would do the same for British goods.

These were passed under a Conservative Government. The Liberals came into power in 1896. Below is recorded how they went still further in favor of a preferential tariff and how they were supported by the leading business organizations, from the Atlantic to the Pacific and by the people of Canada generally.

### Nature of the Preference.

The British preferential tariff, which was introduced in the budget of the Hon. W. S. Fielding in 1897, provided that beginning on 1st August, 1898, all imports from Great Britain, should come into Canada on paying a duty of customs, twenty-five per cent. less than that levied on goods from foreign countries. It also provided that West Indian products should be admitted at the full reduction of twenty-five per cent. with a similar provision for any other British colony or possession, the customs tariff of which is on the whole as favorable to Canada as the British preferential tariff is to such colony or possession; provided, however, (a) that unmanufactured articles admitted under such preferential tariff are bona fide manufactures of a country or countries entitled to the benefits of such tariff, and (b) that such benefits shall not extend to the importation of articles into the production of which there has not entered a substantial portion of the labor of such countries. Wines, malt liquors, spirits, spirituous liquors, liquid medi-

eines and articles containing alcohol, tobacco, cigars and cigarettes are not included in the preference.

By the budget of 1900, the preference was increased from 25 per cent to 33 1/3 per cent, from July 1, 1900.

Upon the introduction of the preference, the Government press and Government supporters throughout the country were loud in their praise of the measure. The Opposition press and the Opposition supporters veiled their approval behind criticisms of generalities. On the whole, the Canadian people were well pleased. This approval has continued until the present day and any opposition to the measure is purely sectional and by no means national.

The aims of Canadians are, however, towards the securing of reciprocal treatment from Great Britain and the other parts of the Empire. Owing to the fact that she herself has already granted a

don, June, 1900, it was stated that an advantageous commercial bonds is one of the strongest links in national unity, and that the maintenance and strengthening of trade is the keystone of a nation's successful development:

"Whereas, it is the opinion of this Congress that it is in the interests of the Empire that some practical steps should be taken towards consummating such an arrangement:

"Whereas, the British colonies are admittedly rich in natural resources, possessing as they do vast areas of arable and mineral lands as yet undeveloped:

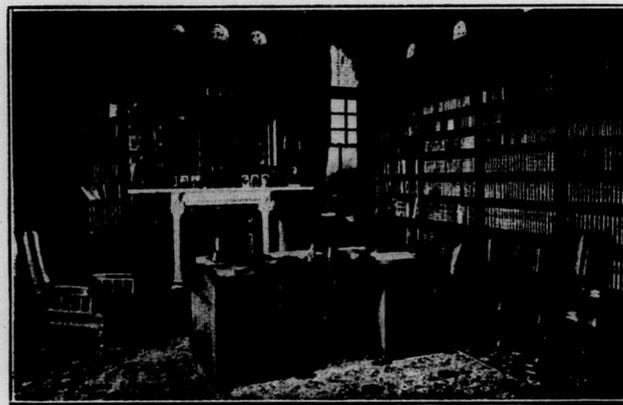
"Whereas, the colonies are even now producing in rapidly increasing quantities, grain, flour, live stock, wool, sugar, fruits, cheese, butter, etc. as well as the yield of fisheries, forests and mines, all of which are continually required by the British consumer:

investigate conditions and to suggest such preferential treatment of trade within the Empire as would insure the fullest benefit thereto."

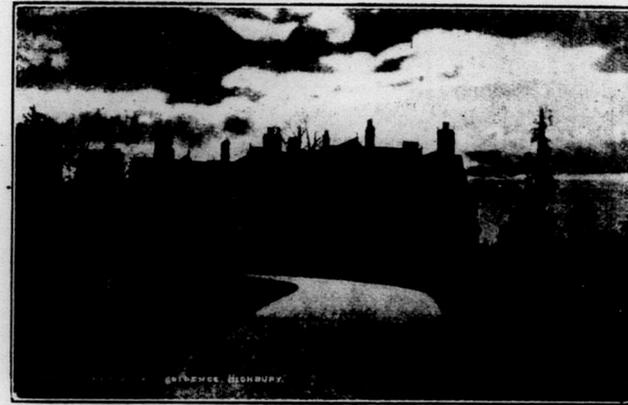
**Resolution of the Winnipeg Board of Trade.**

The Winnipeg Board of Trade, speaking for the commercial interests of Western Canada, likewise introduced a resolution to the Congress bearing on the subject of preferential trade. It stated that:

"Whereas, the granting by Canada of a preferential tariff on British imports was done with a view to inaugurating a policy which it was hoped might be taken up by the other parts of the Empire, especially the Mother Country, and that in time a certain measure of reciprocity might be looked for, with a consequent knitting together of the commercial interests of the whole Empire:



Library in the Chamberlain Residence at Highbury.



Residence of Right Hon. Joseph Chamberlain at Highbury.

preference, Canada can consistently advocate a preferential policy within the Empire. Her spokesmen have been her statesmen at colonial conferences, her boards of trade, as represented at the Congress of Chambers of Commerce, and her public men, as occasion has arisen.

**Resolution of the Montreal Board of Trade.**

Prior to the meeting of the Chambers of Commerce of the Empire in Montreal, in August, 1903, the Board of Trade of that city prepared a resolution on the subject of preferential trade within the Empire which was duly presented to the congress. It illustrates the general tenor of opinion of the business men of Canada on this important subject and is reproduced as follows:

"Whereas in the resolution adopted by the Congress of the Chambers of Commerce of the Empire, held in Lon-

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

"It is further resolved, that this Congress hereby urges the Imperial Government to appoint a Royal Commission composed of representatives from the United Kingdom and the colonies to in-

"And, whereas, at present one country not enjoying this preference has discriminated against Canadian products, while so far no official favoring discrimination has been shown by those who have received the preference:

"And, whereas, the natural result of this state of affairs will be the creating of a feeling that this giving of a one-sided preference cannot be continued:

"Be it resolved, that this Congress of Chambers of Commerce of the Empire places on record its opinion that every effort should be made to continue, and enlarge on, the policy of preference to be given and received within the Empire, thus strengthening the commercial interests which bind the colonies to each other, and to the Mother Country, and adding that very powerful factor to the sentimental and patriotic tie which so closely knits them together."

Following up this general declaration of opinion, the Winnipeg Board of Trade at its general meeting on November 25th last, resolved "That in view of the fiscal policy advocated by the Right Hon. Joseph Chamberlain of tariff preference within the Empire, this board again expresses its opinion that the best interests of the Empire would be served by the adoption of such changes in the fiscal policies of the several parts of the Empire as would encourage preferential trade."

**Resolution of Toronto Board of Trade.**

The Toronto Board of Trade at its annual meeting held on October 30th, 1903, adopted the following resolution:

"Whereas, it is generally recognized that an advantageous commercial bond is the strongest link in national unity and that the maintenance and strengthening of trade is the keystone of a nation's successful development;

"And whereas, the existence of an empire is largely dependent upon the material prosperity of its people.

"It is resolved, that in the opinion of this meeting the bonds of the British Empire would be materially strengthened and the union of the various parts of His Majesty's dominions greatly consolidated by the adoption of a commercial policy such as was outlined by the Right Hon. Joseph Chamberlain at Glasgow on the 6th day of October, 1903, and that the Board of Trade of the city of Toronto supports that policy."

**Resolution of the St. John Board of Trade.**

To illustrate the opinion of the business men of the Maritime Provinces a resolution adopted by the St. John, N.B., Board of Trade at a meeting held on 3rd November, 1903, is set forth as follows:

"Whereas, the vast natural resources of the British colonies are rapidly becoming the stay and security of the Empire, and,

"Whereas, in Canada especially, the increase in railway construction, the enormous agricultural development and the unprecedented immigration since 1900 have assured her commercial future, and, whereas, the strengthening and maintenance of colonial trade is the keystone of the Empire's stability;

"Therefore, resolved, that this Board of Trade is of the opinion that Great Britain will best serve the trade and labor interests of the United Kingdom and her colonies by establishing a reciprocal preferential trade within the Em-

pire, whereby, at all British ports, British goods would be admitted at a lower rate of duty than foreign goods;

"And further resolved, that this board appreciates the far-seeing and courageous statesmanship of the ex-Colonial Secretary, Hon. Joseph Chamberlain, as shown by his efforts to secure from the British electorate a mandate to negotiate for such preferential arrangement within the Empire."

**Resolution of Vancouver Board of Trade.**

At the monthly meeting of 6th May, 1902, the following was adopted and forwarded to Sir Wilfrid Laurier, viz.:

"Whereas, in the opinion of this board it is of the utmost importance to the principle of the Imperial Unity of the Empire that there should be an interchange of the products of the different portions of the Empire and that this end can only be satisfactorily attained by a mutual interchange under a system of rebate of the customs duties being

*If the Imperial Government are prepared to adopt the preferential policy and give our products exemption from the duties now imposed or hereafter to be imposed on foreign goods, we will be prepared to grant some further preference, subject to certain conditions — Hon. W. S. Fielding, Finance Minister of Canada.*

allowed on products coming from other parts of the Empire, as against similar products from foreign countries; and

"Whereas, the Dominion of Canada has already put this principle in active operation by allowing 33 1/3 per cent. rebate of the customs duties on articles being the product of the United Kingdom, British India, etc., and

"Whereas, the Commonwealth of Australia and the African colonies are large consumers of lumber and fish, both of which are among the chief products of the Province of British Columbia, and both of which can be supplied in sufficient quantities to fill the demand of these colonies and this at no greater cost than from a foreign country;

"Resolved, that in the opinion of this board, the Right Hon. Sir Wilfrid Laurier, Premier of Canada, at the meeting of the premiers of the different colonies expected shortly to take place in London, England, should urge the

claims of Canada to a preferential treatment of its products alike in the United Kingdom and the colonies, and should endeavor to obtain the same by proffering similar concessions on the part of the Dominion.

**Canadian Legislatures Favor the Preference.**

The Legislative Assemblies of New Brunswick in the east and of Manitoba in the west have passed resolutions expressing their confidence in the value of the Canadian preferential tariff and the advisability of establishing preferential arrangements within the Empire. The passing of these resolutions was naturally accompanied by a display of party spirit, so far as the wording was concerned, but in both cases it was apparent that the vital issue was a national affair and above the realm of party politics.

The resolution of the New Brunswick Legislature is couched in the following terms:

"Resolved, that this House believes that the adoption of the principle of preferential trade throughout the British Empire would greatly stimulate commercial intercourse, and by promoting the development of the resources and industries of the several parts strengthen the Empire. That this House has watched with great interest the progress of the discussion of this question in the United Kingdom, South Africa and throughout Canada, and desires to express its hearty sympathy with every effort made to accomplish by constitutional methods the commercial organization of the Empire on the basis of such preference.

"This House also desires to express its approval of the voluntary action of the Government and Parliament of Canada in extending a preference to the manufacturers and products of the Mother Land, which was a great stride forward along the line of Imperial unity, and afforded most striking proof that the people of Canada were heartily in sympathy with the movement in favor of inter-imperial trade preference, which in the opinion of this House will be productive of most beneficial results not only to the Mother Country but to all parts of the Empire."

**The Empire League's Statement.**

The British Empire League, an organization which has at heart the welfare of the Empire and can be relied on to express an unbiased opinion on Imperial

affairs, has branches in all parts of the British dominions. On March 16 last, the Canadian branch met at Ottawa. The attention of the branch was directed to the prevalence in Great Britain of the opinion that Canada repudiated the preference already granted and was not in favor of the preferential policy. A strong resolution, denying this charge was moved by the Hon. J. Israel Tarte, M.P., a prominent French-Canadian ex-Minister and seconded by Benjamin Russell, K.C., M.P., a prominent Liberal, and unanimously carried. The resolution reads that:

"Whereas, the Canadian Parliament in the session of 1897 gave Great Britain

favor of the United Kingdom; (b) by raising the duties against foreign imports; (c) by imposing duties on certain foreign imports now on the free list;

"Therefore this league expresses its regret that the assertion should be made in Great Britain, that Canada is not in favor of a mutual preferential tariff."

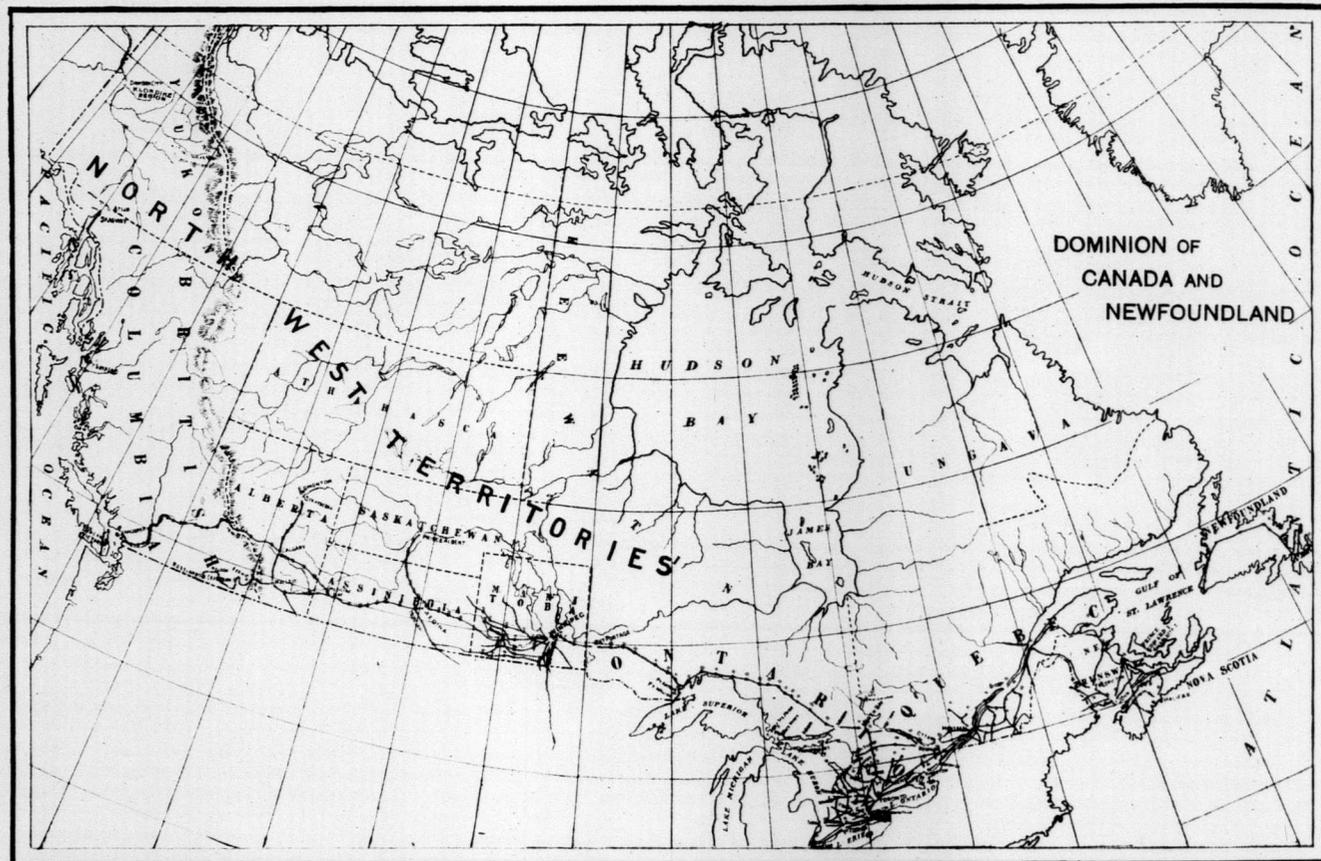
**The Manufacturers.**

One would naturally suppose that if there were any opposition to the present preference to Great Britain and to preferential tariffs in general, it would emanate from the class likely to be most seriously inconvenienced — in other

At the last annual meeting of the association held in Toronto in September, 1903, the resolution of the preceding year was again carried without opposition. It is worded as follows:

"Resolved, that in the opinion of this association the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries;

"That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing,



The Red Dots show the cities, towns and villages in Canada in which THE CANADIAN GROCER circulates.

a preference which is now 331-3 per cent. in favor of her products in the Canadian market;

"And whereas, in 1898 the Canadian Parliament gave a preference to West Indian sugar;

"And whereas, at the Imperial Conference of 1902 the Canadian Premier in order to carry out the principle of mutual preferential tariffs, offered in addition to the present preference to recommend to Parliament an additional preference on lists of selected articles, (a) by further reducing the duties in

words, the manufacturers of Canada. Such, however, is not the case. Taking the Canadian Manufacturers' Association, an organization comprising over 1,400 manufacturers in the Dominion, as the mouthpiece of the industrial interests of the country, it will be found that no more outspoken supporters of the preference are to be found in the land. The association annually reaffirms its confidence in the usefulness and value of the preference to the people of Canada.

or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all those great natural industries;

"That, while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any other conditions the minimum tariff must af-



# Tartan

## BRAND

<i>Canned Vegetables</i>	<i>Soaps</i>
<i>Canned Fruits</i>	<i>Spices</i>
<i>Canned Salmon</i>	<i>Baking Powder</i>
<i>Coffees</i>	<i>Package Teas</i>
	<i>Extracts</i>

If you want to handle the best goods you must have the "TARTAN BRAND." Write us for full particulars if our travellers do not call on you.

Fully guaranteed by \_\_\_\_\_

# BALFOUR & CO., Hamilton

ford adequate protection to all Canadian producers."

An incident occurred during the progress of the convention of Canadian manufacturers which illustrates their firm support of the preferential proposals. During the afternoon session of the first day of meeting word arrived that the Hon. Joseph Chamberlain, the exponent of the preferential policy within the Empire, had resigned from his office of Colonial Secretary in the British Government. A telegram was immediately prepared and forwarded to Mr. Chamberlain, expressing in the following terms the sentiments of the association at this crisis:

"The Right Hon. Joseph Chamberlain, London, England. The Canadian Manufacturers' Association, in convention assembled, desire to express our deep regret that your withdrawal from the British Cabinet has been rendered necessary. This association has followed your proposals with the greatest solicitude, and hopes your efforts to adapt Great Britain's fiscal policy to existing conditions will continue to be vigorously prosecuted."

#### Public Men.

Sir William Mulock, Postmaster-General in the Laurier Ministry, speaking at the meeting of the British Empire League in Canada on March 6, 1904, stated that, "The great mass of public opinion in Canada would welcome reciprocal trade between Canada and Great Britain and between Canada and the other parts of the Empire, satisfactory to the various contracting parties, and when opinion in Great Britain is sufficiently crystallized to enable representatives to negotiate terms, there will be found to be a hearty response from those who will represent Canada on that occasion."

Sir William then moved the adoption of a report in which was the following: "Mr. Chamberlain has resigned from his position in the Cabinet and has gone out to fight the great battle for the consolidation and preservation of our Empire before the public at the polls. He has entered upon the fight with extraordinary energy and ability. He has established a propaganda of great strength and power. He has brought the question into the fore-front of British politics, to the exclusion almost of all minor questions. The newspapers, magazines and weekly journals are teeming with articles and letters pro and con. Books are being published on both sides of the ques-

tion, and public attention is keenly aroused. The league in Canada is in earnest and hearty sympathy with Mr. Chamberlain in the spirited and disinterested efforts he is making, to carry into effect what we in Canada have for so long been striving."

Sir Mackenzie Bowell, an ex-Premier of the Dominion and the Conservative leader in the Senate of Canada, speaking at the same meeting, in seconding the adoption of the above, remarked, "Canada will be prepared to make great concessions in order to bring about the desired result (e.g. reciprocal trade relations) and Britain must meet us in the same way."

Sir Mackenzie Bowell's latest deliverance on this subject was April 14th last, when preferential trade in the Empire was the subject of brief discussion in the Senate. It arose over the alleged anti-preferential remarks of the Canadian Emigration Commissioner in regard to preferential trade. During his remarks Senator Bowell said: "My own

*For the sake of knitting together and creating a stronger bond between the Home Government and ourselves, I would be quite prepared to go a certain distance further (i.e. in giving a preference), provided it did not destroy the industries of Canada—Sir MacKenzie Bowell, ex-Premier of Canada.*

view upon that question in a very few words is that if we ever expect to obtain preferential trade between the Mother Country and the colonies we must be prepared to make certain concessions perhaps in some respects further than we have made. I might elaborate that idea, but I do not propose to do so now. Everyone knows that ever since I have been in public life I have been a very strong advocate of what is termed a protective policy. Whether right or wrong, the older I get the more I am convinced of the correctness of that policy in a country like this; but for the sake of knitting together and creating a stronger bond between the Home Government and ourselves, I would be quite prepared to go a certain distance further, provided it did not destroy the industries of Canada."

#### Causes of Erroneous Opinion.

Much of the erroneous opinion which exists in England with regard to Canada's attitude towards the preference,

arises from two causes. In the first place English opinion has been influenced harmfully by the statements of certain enemies of the Imperial policy in Canada, who have misrepresented the sentiment in this country. In the second place the statements of friends of the preference have been perverted to suit the interests of those persons in England who are anxious to place a false face on the question.

To illustrate what is meant by these statements one need but refer to two instances of recent occurrence. A certain British journal sent a staff correspondent to Canada to investigate the preferential question and incidentally to enquire into Canada's abilities to supply wheat to Britain. He was referred to a gentleman whose word bears great weight in the Old Country, but who is decidedly hostile to Imperial interests. This gentleman on hearing his errand, immediately advised him to go to Minneapolis, the centre of the United States flour industry, and make enquiries there.

An instance of the second method of biasing English opinion is supplied by another gentleman favorable to the preference, who was likewise interviewed by the correspondents of two anti-Chamberlain newspapers in Britain. Instead of allowing the gentleman to do the talking, the journalists proceeded to take matters into their own hands. The result was the interviews appeared in the British newspapers, but so expressed, as to be entirely misleading.

#### A Further Preference Offered.

It has been contended in Great Britain that Canada has already given the utmost preference possible to British goods and that she is not prepared to go any farther. This opinion, which has unfortunately gained credence in the old land, is entirely erroneous. Canada made distinct advances at the conference of colonial premiers.

In the words of the Hon. Mr. Fielding, one of Canada's representatives at the conference: "Not only was the subject discussed again and again in the conference, but we had frequent opportunities of discussing it with the British Ministers individually, and particularly with Mr. Chamberlain and Mr. Gerald Balfour, the president of the Board of Trade. We contended, as appears in the blue book containing the proceedings of the conference, that the preference was not only of sentimental value but also of great material value to the British

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THE MECCA.

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to the lady of the house when entertaining her friends in a cup of Coffee, to have the satisfaction of knowing that she is presenting them with one of the choicest and most popular brands of goods now being sold throughout Canada!

Its strength will surprise you; its perfect flavor and aroma delight you; it will

save you many a disappointment by handling these goods; there is nothing that detracts from the pleasure of the breakfast table so much as a remark that the Coffee is very poor. This difficulty will never occur when **MECCA COFFEE** is used.

These goods have had to line up and take their stand side by side with all the popular brands now offering to the public; and what has been the result? **MECCA** stands to-day as a Giant whose popularity is the envy of rival competitors, the admiration of all lovers of this cheering cup.

Our experience of many years has taught us that there will always be a demand for high-grade goods.

John Smith, of Tonawanda, can endorse anything from a baking powder to a horseless carriage without injury to himself and without much help to the article endorsed; but when hundreds of the foremost grocers of Canada to-day are sending us orders for **MECCA COFFEE** we feel that we have in our possession a brand of goods that we can sincerely recommend as a leader to all grocers who delight to please their customers.

You cannot procure any commodity in your line that will be productive of so good results as **MECCA COFFEE**.

We respectfully await your solicitation for a sample, which we will have pleasure in forwarding with despatch. These goods are carefully packed and sealed in 25-pound tins, and always fresh, as we roast every day. This will always guarantee you fresh goods.

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## JAMES TURNER & CO.

HAMILTON, ———— ONTARIO.

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CONTROLLERS OF THE FAMOUS BRANDS OF **MECCA** and **DAMASCUS** COFFEES.

ALSO AGENTS FOR THE CELEBRATED **RAM LAL'S PURE INDIAN TEA.**

## RIGHTS OF FOREIGN CREDITORS IN BANKRUPTCY CASES.

(From United States Consul Monaghan, Chemnitz, Germany.)

trader and manufacturer. While we contended that the preference already granted was of more value to Great Britain than the British officials had been disposed to admit, we told them that if the Imperial Government were prepared to adopt the preferential policy and give our products exemption from the duties now imposed or hereafter to be imposed on foreign goods, we would be prepared to grant some further preference, subject to certain conditions which were clearly laid down."

### A Warning.

Before concluding this article, which has been primarily intended to prove that the vast majority of the Canadian people are in favor of the preferential treatment of British goods and would gladly welcome reciprocal arrangements throughout the Empire, a note of warning must be sounded. Though Canadians are at present intensely pro-British in their sympathies, and though the Imperial spirit is strong, a continuance of this state of mind cannot be taken for granted for long. A national spirit is growing in Canada, fostered by an intense pride in the vast resources of forest, sea and mines, with which she has been blessed. A change of attitude towards Britain is far from impossible; and, on the question of the preference, Canada may prove intensely sensitive. In the words of Hon. Mr. Fielding in his last budget speech, "Putting aside other considerations, if the British Government and people do not show any appreciation of the value of the preference, then so far as the British Government and people are concerned, they cannot complain if we see fit to modify or change that preferential tariff."

Though reciprocity with the United States is practically a dead issue, today, its revival is by no means a remote possibility. Were the United States to take it into its head to offer favors to Canada the former might become a strong rival to Britain in this country. Then, without reciprocal treatment from Britain, Canada might be led to turn from the Mother Country to her neighbor to the south. The danger to British interests is by no means as impossible as it may seem at present.

### FRANCE.

THE laws of France do not require that foreign creditors shall be represented before the courts by an attorney. This procedure is not alone superfluous, but also dangerous, for the attorney's fees are not regulated by law when dealing with foreign creditors and can be very much in excess of that prescribed by the French law.

In France it is customary and advisable, in a case of bankruptcy, to appoint a local executor; most of these men belong to the commercial courts. These officials look after the interests of foreign creditors with a great deal of care, and, as a rule, obtain very good results. The usual method of procedure in such cases is for the foreign creditor to receive an official notification of the failure from an executor wherein he offers his services. If one has no regular representative at the place of failure, it is wise for him to accept the executor's offer and sign the power of attorney which he always incloses.

### RUSSIA.

The laws in Russia pertaining to bankruptcy are very severe. A merchant in Russia can be declared bankrupt if his liabilities exceed 1,500 rubles (\$772.50) and he has not the ready cash to meet the same. He can be arrested and his retention depends on the good will of his creditors. It is claimed that this law has a very good effect on the business world, for it destroys the opportunity of a certain class of business men to shirk the responsibilities which they have toward their creditors.

A creditor who enters claim against a bankrupt must deposit 75 rubles (\$38.63) for the cost of court. All foreign creditors must make claim within twelve months after date of failure, otherwise their claims are void.

In Russia the court publishes the fact of the bankruptcy, but gives no official notification to the creditors; for this reason, foreign creditors know nothing of the existing conditions until it is too late.

For the above reasons it would be wise for exporters to keep a watchful eye on their outstanding debts in Russia.

### ITALY.

In Italy creditors have the right to demand 6 per cent. interest on all debts not paid when due. Regularly accepted drafts which are not honored at expiration can at once go to protest, but must pass through a notary's hands. The

court executor can perform this duty, but the law demands several days' grace before the belongings of the debtor can be sold.

All business men in Italy are compelled to keep two account books, and each and every transaction must be entered in each of these books. When a page is full a Government official comes and examines the same, and, if he finds it in order, stamps, numbers, and signs it.

In case a merchant is pressed for payment by a creditor and he can prove by his account book that his resources are greater than his liabilities, the court will grant the merchant six months' time to settle up with his creditors. During these six months his business is watched over by an official from the court and a representative of the creditor or creditors.

In the case of bankruptcy, creditors must send in their claims to the official who has charge of the case. All claims of foreign creditors must be attested to in order to show correctness of the creditor's demands.

### TURKEY.

All cases of debt between Turks and foreigners are dealt with in the local courts. In such cases a consulate's dragoman is present to protect the interests of the foreign creditor and to see to it that the court proceedings are in keeping with the law. In Smyrna foreign creditors have a still greater protection; for, apart from the dragoman, there are two other consular representatives at the court.

In case plaintiff and defendant are of different nationalities, the court is held at the consulate of the defendant. It is claimed that it is very hard to get justice, on the ground that the sympathy of the court (consulate) is usually with the defendant, and under these conditions the costs of court are very high.

Foreign merchants who find it necessary to bring suit against insolvent Turkish firms will always do better to compromise rather than bring the matter to court, for as a rule there is but little left for the creditor.

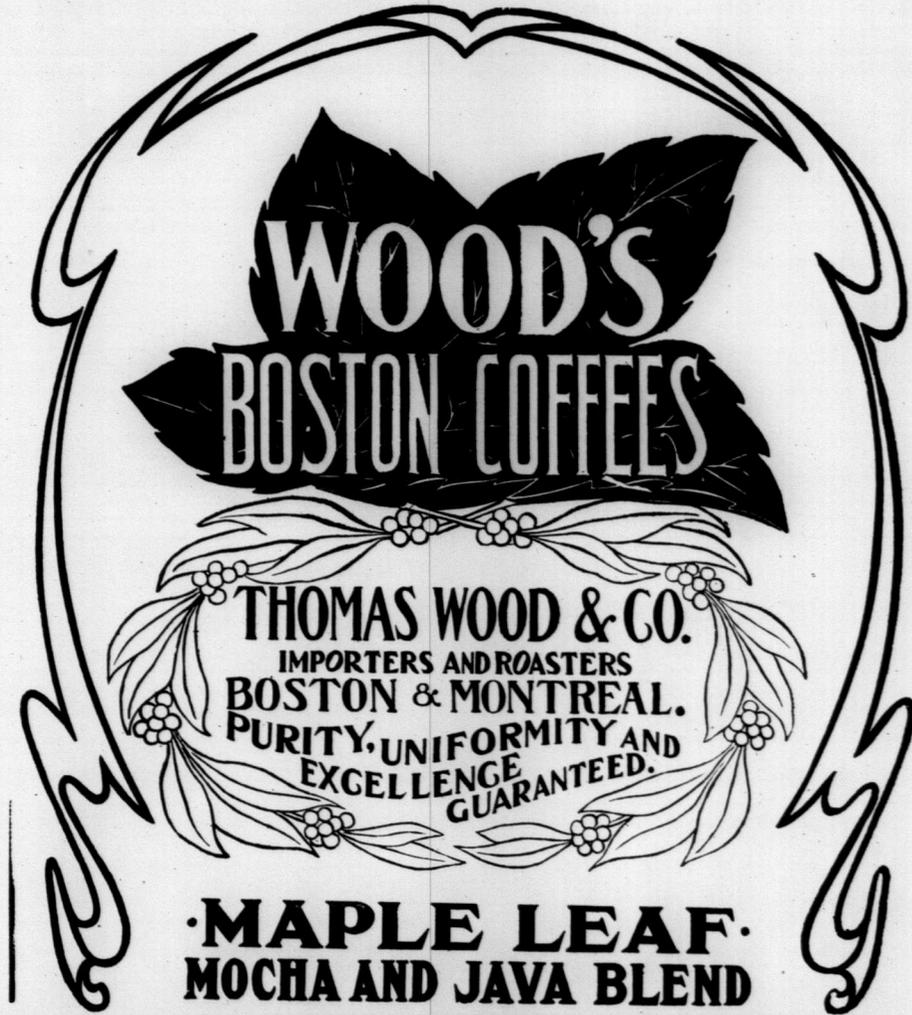
### NORWAY AND SWEDEN.

In these countries the only thing for a creditor to do is to send in his claims and make sure that the same are recognized. After this has been done he has the right to refuse to accept the propositions offered by the bankrupt, and can insist upon court proceedings, in case he believes the bankruptcy was brought about with dishonest intentions.

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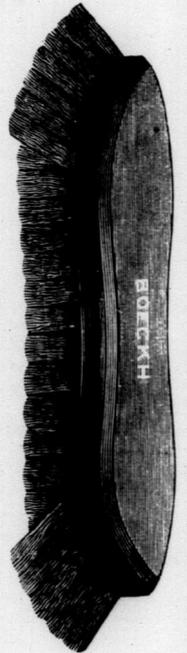


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## BRISTOL AND THE CANADIAN EXPORT TRADE

LIVERPOOL has always been regarded by people on this side of the Atlantic, as the "Mecca" of Britain's trans-Atlantic trade, and that splendid port has certainly absorbed a great proportion of the traffic with America. But a rival has arisen. The port



MR. F. B. GIRDLESTONE  
Secretary and General Manager Bristol Docks

Avonmouth and the greatly increased and increasing size of vessels employed therein, the corporation are constructing a new dock at Avonmouth at an estimated cost of two millions, connecting with the present dock, having a lock 850 feet in length by 100 feet wide, which vessels of the largest type afloat or building will be able to enter at practically any state of the tide.

The port of Bristol, situated as it is at the head of the great estuary of the Bristol channel which runs up towards the middle of the southern half of England, possesses excellent docking facilities, accommodation for very large vessels at Avonmouth and Portishead and for moderate sized vessels at Bristol—thus affording great advantages for the economical distribution of seaborne commodities among the thickly inhabited mining districts of South Wales and the large industrial and agricultural centres in the midland and western counties and for the export of minerals and manufactured goods.

port traffic. It is the natural port for the import of Canadian and American produce, being 32 miles nearer to New York than Liverpool and 26 miles nearer than Southampton, and four of the largest systems of railway, viz., the Great Western, Midland, London and South-Western, and London and North-Western companies have access to the docks. By means of special trains which are run over the two former lines, dead meat and perishable goods are delivered direct ex liners into the Central London Meat Market in four hours, and into Birmingham in three hours after being loaded up at Avonmouth dock.

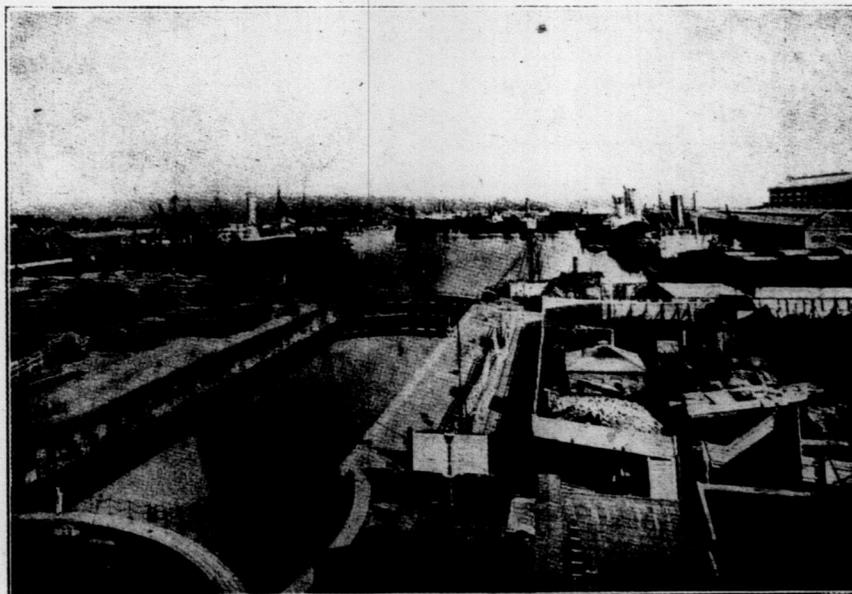
The management of the docks is in the hands of a docks committee, who have entrusted the active control to the hands of Mr. F. B. Girdlestone, secretary-treasurer of the committee. To give some idea of what has been accomplished since Mr. Girdlestone became general manager, we may mention that the capital of the united undertaking has risen from £1-

of Bristol is now bidding for a larger share of the ocean trade and her pretensions are well supported.

Especially towards Canada does the ancient port look for the fulfilment of those dreams of greatness which her business men have been indulging in. And it would not be surprising if the future should witness the establishment of an enormous traffic between Bristol and Canada.

The present dock system within the port of Bristol comprises a dock of 19 acres at Avonmouth on the Gloucestershire side of the mouth of the River Avon with a lock 485 feet by 70 feet, and one of 12 acres with a lock 444 feet by 66 feet at Portishead on the Somerset side, and a floating harbor 70 acres in extent in the heart of the ancient city, all fitted with commodious sheds and modern appliances for the quick and economical handling of goods.

Owing to the considerable expansion taking place in the Canadian trade at



General View Avonmouth Dock, Bristol.

With its excellent geographical and maritime position and direct railway and canal communication from the ship's side to all the leading centres of commerce, Bristol possesses great advantages for the distribution of imported goods and the collection of ex-

500,000 to £2,750,000, and the revenue from £105,000 to £326,000; while the foreign tonnage has increased from 591,000 net register to 925,000 tons, and the weight of merchandise handled annually has gone up from 339,000 tons to 1,200,000 tons.

## The Export Pear Trade

By W. A. MacKinnon, Chief of Fruit Division, Ottawa.

THE following varieties of pears are most in demand in Great Britain, Bartlett, Duchess, Comice, Bose, Anjou, Easter Beurre, Louise Bonne, Keiffer.

### Picking.

The most important point to be observed in picking pears for export is the degree of ripeness which they have attained. As a rule pears should have attained almost their full size, but not have turned to the ripening color. Bartlett should be quite green and firm when picked. Especial care is required in selecting Clapp's Favorite, as this variety is apt to decay at the core, or "go sleepy," while appearing quite sound. This is one of the chief reasons why it is not recommended as an export variety. It need hardly be added that great care should be exercised in picking, to see that the fruit is not bruised to the slightest extent. It would be well to have pears always picked into canvas-lined baskets.

### Handling.

Pears should be handled even more carefully than eggs. On the journey to the packing house they should be carried in a spring wagon so as to avoid unnecessary jolting. Export fruit which is to go forward in cold storage should be placed in a cool packing house or cellar immediately after picking and should remain there loose in the baskets until it can be wrapped and packed. These latter operations should never take place while the fruit is in the sun or is still warm, but not more than 24 hours ought to elapse between picking and storing.

### Grading.

In grading pears for export it is necessary to leave out all diseased, over-ripe or damaged fruit, and all under-sized specimens. Bartlett pears measuring less than 2 1/4 inches across the core are not recommended for export. It may be argued that a 2 1/4 inch Bartlett pear is a very good and attractive fruit; but it should be borne in mind that the British purchaser is accustomed to very large and uniformly perfect specimens of this variety, coming from France and California. In the inevitable comparison between Canadian pears and those of the same varieties coming

from other sources, the small-sized Canadian Bartlett or Duchess is sure to suffer. It is a well known saying that the Duchess is worthless if it weighs less than four ounces; while this may not be strictly true, it is undoubtedly a fact that a small Duchess is not wanted in the British market. The Duchess is normally a large pear and should measure at least 2 1/2 inches, preferably more, in order to be selected for export. Any ill-formed or mis-shapen specimens should be rejected in grading. The



W. A. MacKinnon,  
Chief of Fruit Division, Ottawa.

operation of grading may be summed up by saying that its purpose is to secure a number of packages uniformly filled with perfect specimens of good size.

### Wrapping.

Every pear which is shipped to Great Britain should be wrapped separately in paper. The ordinary tissue paper, or light weight manilla, has proved very satisfactory, though good results have been obtained by a double wrapping, the inner being of waxed paper. The paper used should be more than large enough to enclose the specimens in order that there may be no danger of its slipping off. Moreover, the additional paper helps to prevent the pears rubbing against each other or being bruised against the sides of the case. It is the

universal opinion of the leading British importers that no pears should be sent from America without wrapping.

### Packing.

The fruit should be closely and neatly packed with the stems turned all one way if possible, and so arranged as to completely fill the package without the addition of any excelsior, or paper shavings. If packing material is necessary, only so much should be used as will prevent the fruit from rattling in the case. If the pears have not room to rattle about individually, the package may be considered tight enough, even if by shaking the entire mass may be made to shift slightly in the package.

It is a common practice in Ontario to use one of the narrow sides of the half case as a lid; but in British markets one of the broad sides is removed to expose the fruit. It would therefore seem advisable to adopt the Californian method which is to lay the case flat to be packed, using one of the broad sides as the bottom. This is removed when the fruit is exposed for sale, showing a carefully prepared and regular surface.

### Packages.

The half-case, as used by California shippers, or the variation of it used by Grimsby and Burlington shippers, is most favored in Great Britain. Some importers go so far as to say that it is the only proper package for Canadian pears. This package, which is commonly made of pine, holds about 20 pounds, net, of fruit. The ends are of 5-8 inch, or thicker, and the sides of 3-8 inch material. The inside measurements are approximately as follows: 4 1/2 x 11 3/4 x 18 1/2 inches.

A case holding a number of trays, each divided into compartments similar to those in an egg-case, is sometimes used for exporting very high grade fruit. If this case is used, special care should be taken to see that the fruit is made to fit the compartments snugly. This may be done by the use of small quantities of paper shavings, or of ample wrappers for the fruit. If this is not done, the pears will be more or less injured, and even blackened, by rattling about in the compartments.

A box holding about 40 pounds, net, of fruit is sometimes used with success, but this package should be adopted only when the pears have unusual firmness and carrying quality. If tender pears are shipped in a large package the weight is too much for the bottom layers and the difficulty of cooling is greatly

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You profit doubly when you sell Royal Baking Powder.

increased. It need hardly be said that pears should never be exported in barrels.

All cases should be protected by half-inch strips of wood running across the ends, so that when the cases are piled one above another the weight of the upper ones will be borne by these strips and not allowed to rest upon the fruit of the lower packages. These protecting strips also serve the purpose of separating the packages sufficiently to allow a circulation of air about them.

#### Marking.

As the object of marking a package is to advertise the kind, quality and origin of the goods, these three facts should be indicated clearly, neatly and prominently. The marks on a package should be as few and distinct as pos-

sible. They should appear on both ends of the pear case, and should indicate the grade and variety of the fruit, as for example, "No. 1 Bartlett Pears"; the name and address of the shipper, as for example, "J. C. Thomas, Niagara"; and the country, "Canada." With the exception of the word "Canada," the Fruit Marks Act, 1901, requires every closed package to be marked as above. In addition, owners would do well to give every packer a number, which will appear on every package put up by him, thus serving to identify his work.

#### Shipping.

Early and tender pears such as the Bartlett, should be shipped in cold storage at a temperature not above 40 degrees. If there are facilities for gradually warming the fruit when it is taken

out on the other side it might be carried at 32 degrees, at which temperature pears keep longest; but as, in most cases, the fruit will be taken immediately from the cold storage chamber on board ship to the open air, it is not recommended to have it carried at a temperature lower than 36 degrees. Sudden and great changes of temperature are injurious to the fruit. Care should also be taken to see that spaces are left, in order to facilitate the circulation of air about the packages.

The later and harder varieties of pears, such as the Duchess, may, if the weather is reasonably cool and the fruit perfectly firm and green when shipped, be sent forward in cooled air chambers. The current of cool air is supplied by powerful fans which keep up a continu-

ous circulation. The temperature is not as low as that in cold storage chambers, but is very satisfactory if the fruit is in perfect condition.

Firm pears have been carried successfully in ordinary well ventilated compartments on board ship. This method may be found quite safe during the late Autumn months, but if the fruit is at all ripe or in any way damaged, it will not stand the journey.

It should always be borne in mind that the function of cold storage chambers and cooled air compartments on steamers, is to retain the chilled fruit at a relatively low temperature. It is unfair to expect these compartments to perform the work of cooling large masses of warm fruit. If, therefore, the weather is inclined to be warm when the

#### Storage.

fruit leaves the packing house, it should be shipped in refrigerator cars to the sea port, and there transferred without delay to the cold storage or cooled air compartment.

#### Summary.

The exporter of pears must never lose sight of the fact that in the British markets he has to compete with the best fruit in the world; that the French exporters have attained almost to perfection in their system of grading and packing; that the Californian exporters place upon the market annually thousands of cases filled with practically perfect fruit, of large size and excellent appearance; and that, therefore, only the most rigidly exclusive grading will result in the selection of such Canadian pears as will win a place in the esteem of the public, in competition with the shipments already familiar to them. One further fact is of importance, namely, that pears are sold individually or by the dozen, after passing through the hands of the importer and wholesaler; that each individual pear which comes from Canada is scrutinized first by the retailer, before being placed on show, and then by the consumer when it is purchased. The presence of a few pears in unsatisfactory condition reduces the retailer's profit, and as a consequence renders him less anxious to repeat orders for fruit from the same source. The Canadian exporter should therefore grade carefully so as to have only one size in a package, and to exclude rigidly all under-sized or defective fruits. He should also exercise care in packing in uniform packages, plainly marked with the name and address of the shipper, the variety and grade of the fruit, the word "Canada" always occupying a prominent position.



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MANUFACTURE THREE GRADES OF PURE SPICES.

**And no Adulterated Spices whatsoever.**

THESE PURE SPICES ARE PACKED AS FOLLOWS :

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THESE SPICES ARE WARRANTED TO CONTAIN

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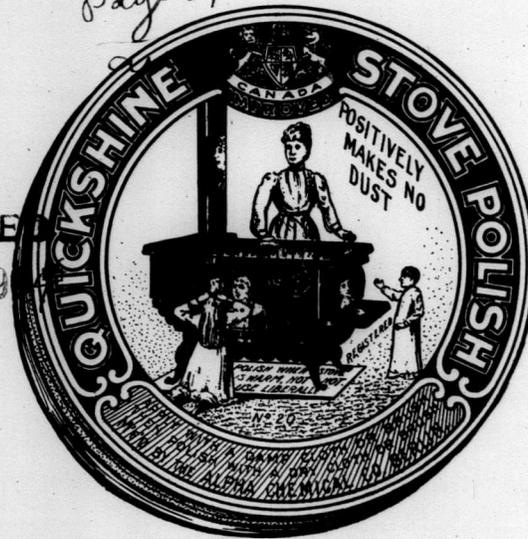


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This polish is thoroughly advertised to the consumer, and gives universal satisfaction, as it is the best polish made and is a quick seller. It gives a good profit. Manufactured by

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## British Columbia Packers' Association.

**G**EORGE I. WILSON, now general manager of the British Columbia Packers' Association, is a native of Banffshire, Scotland, having come to Canada in early life. He lived in New Brunswick until 1887, when he removed to British Columbia, and has been resident there ever since. Long



Geo. I. Wilson, General Manager B.C. Packers' Association.

engaged in commercial and financial matters in this province, he became identified with the salmon industry on the Fraser River a number of years ago and since that time he has always taken a leading part in its development.

He was one of the owners of stock in the Brunswick Canning Co., which owned several canneries, the Pacific Coast Packing Co., and Allan's Canning Co., and took direct charge of the affairs financially, for these two companies. The Alliance, one of the best known canneries on the Fraser River, he also owns entirely. In the disposition of the annual pack of the canneries in which he was interested, Mr. Wilson for years acted as sales agent, so that he has had long experience in the commercial side of the salmon canning industry. He is also well versed in the practical work of putting up salmon, having taken active part in the management of his own cannery, the Alliance,

and of the others in which he was interested. His financial ability and keenness of insight are evident in the success which has attended the commercial affairs and enterprises in which he has been engaged.

He was largely interested in the formation some years ago of the Fraser River Cannery Association, a body which comprises all the cannerymen and those interested in the industry on the Fraser River. Their work consists largely in dealing with general matters affecting the industry as a whole, for purposes of mutual benefit rather than for commercial enterprise direct. Mr. Wilson was a member of the first executive of this association and is still a member.

At the inception of the British Columbia Packers' Association Mr. Wilson was elected one of the first board of directors, a position he still retains. When the organization was completed, he was elected secretary-treasurer of the new company and held that position until the annual meeting in November, 1903. Then, upon the retirement of Mr. H. Doyle from the general managership, Mr. Wilson was offered and accepted the position. Undoubtedly, the affairs of the big corporation are sure to be well administered in his capable hands. Still a comparatively young man, Mr. Wilson has identified himself with public affairs in the city of Vancouver and in the province ever since he has been a citizen. Though he has never accepted public office, choosing rather to render service to the people in a private capacity, there has been more than one occasion when strong representations were made to him to induce his acceptance of office, notably that of Mayor of Vancouver, a position to which the people at one time urged him to look.

R. J. Ker, who was recently appointed to the important position of secretary-treasurer of the British Columbia Packers' Association, is a young man, whose whole business career practically has been in connection with the salmon industry on the Fraser River, and who has long been held in high esteem among the men who control the industry. His record, moreover, fully warrants the confidence reposed in him. For years he has taken

his part along with much older men in the management and direction of affairs in connection with the salmon packing of the Fraser.

Mr. Ker dates his first connection with the salmon fishing 20 years back. As a mere youth he accepted the position of bookkeeper for the old Deas Island cannery, one of the very first to be established on the river. It was started by Mr. Deas, from whom the island takes its name, and who shares the honor of beginning the packing of salmon in British Columbia. When Mr. Ker went to the river, where he spent a season at the cannery, Findlay, Durham & Brodie operated the Deas Island cannery. Later it was turned over to the British Columbia Canning Co., which that firm organized, and for which they still act as agents.

Returning to Victoria, Mr. Ker continued in the office of Findlay, Durham & Brodie, having charge of their can-



R. J. Ker, Secretary-Treasurer B.C. Packers' Association.

nery business for a number of years. Later he joined the firm of R. P. Rithet & Co., taking charge of the business that firm transacted in connection with the various canneries owned and operated by them. He thus became acquainted with the industry on all the rivers of British Columbia where salmon canning is carried on. In 1897 he was

appointed manager of the Victoria Canning Co. and was for four years in active touch with the packing on the Fraser River, spending a good deal of time during the season at the canneries. He also made frequent trips to the northern canneries during the packing season, gaining thereby valuable experience. He is one of the best posted men in the province on prevailing conditions on the rivers and other coast points where salmon run.

The Victoria Canning Co. was one of the concerns absorbed by the organization of the British Columbia Packers' Association, and on account of his company having retained heavy stock holdings in the new organization, Mr. Ker was appointed a director and second vice-president, a position he still holds. The Victoria Canning Co. also at one time owned traps in Puget Sound waters, maintaining a station at Richardson on San Juan Island, and fished a number of traps there. These interests were afterwards sold out, after the company had operated the traps several seasons. While the company operated these traps Mr. Ker had direct supervision of them, so that he has an insight into how that sort of fishing is conducted.

Now that he has accepted the secretaryship of the British Columbia Packers' Association Mr. Ker has severed his connection with the firm of R. P. Rithet & Co., with whom he had been for 15 years. In that time he has acquired not only general experience in the management of salmon canning business, but has also had to do with the disposal of the pack, and with other branches of general business, the firm of R. P. Rithet & Co. having conducted a very large wholesale general mercantile business and been heavy importers of groceries, liquors and English goods. They also have interests in nearly all the leading industries of the province, saw and flour mills, etc. An additional branch of their office work is marine and fire insurance, so that a man with Mr. Ker's long experience in such a firm has had an excellent opportunity to acquire a wide business training. Mr. Ker's fitness for his new position shows he has made the best use of his opportunities. The building up of the reputation of the famous Maple Leaf and Horse Shoe brands of canned salmon has largely been under the care and attention of Mr. Ker, who managed the canneries in which this brand is manufactured.

### EXPORT TRADE IN APPLES.

By W. B. Stringer.

THE development of the apple export trade in Canada is largely due to the enterprise of Canadian shippers. They have catered to the wants of consumers abroad in endeavoring to place on the market an article which will meet the requirements of foreign trade.

The Canadian Government assisted the export trade in passing the Fruit Marks Act of 1901, and subsequent amendment. Considerable opposition was aroused when this bill was first introduced. Those, however, who objected most strenuously are now among its staunchest supporters. The Act deals entirely with packing and grading and has been the means of establishing a confidence between shipper and buyer, a confidence which must exist when expansion of business is the object in view.

The past season has witnessed a large export of apples taken at good prices in foreign markets. Short crops in Great Britain, Germany and France left dealers to depend largely on imports. The number of barrels exported from Canada and the United States during the season 1903-4 total 3,496,348 barrels, box shipments figured into barrels, and exceeded the exports of 1896-7, which was the next heaviest season, by nearly 1,600,000 barrels. The scarcity of barrels was the reason of many boxes going forward, and results have shown the advisability of regularly shipping large fancy apples in boxes. Reports state that some shipments of fine fruit have been spoiled by barrel bruises.

In addition to grading and packing the carrying quality of apples is a consideration. Many different kinds vary as to their keeping qualities and should be landed on the market accordingly. It is unprofitable to export December apples in February or March, since an apple fully matured or spent is not wanted.

Good storage on steamers is essential to the landing of Canadian apples in good condition. At the present time the Canadian Government is being asked by shippers to improve the present system by having inspectors pay particular attention to the location of the apples on shipboard. The importance of this is at once seen as the care exercised by a packer prior to sailing counts for little if apples are stowed in a warm compartment. They should always be cool and well ventilated. The Government so far have aided the industry and shippers may rest assured of their continued co-operation.

The Canadian apple export trade will increase, new markets will be found and existing ones developed. In order to insure desirable returns to exporters, apples must be carefully picked, packed, graded, shipped in proper cars to sea-board, and carried quickly to destination in boats adapted for apple storage.

### WEST INDIA TRADE.

A REVIVAL in the cane sugar trade between the West Indies and London is now taking place. It will be remembered that at the beginning of last century this trade was of such great importance that the West India docks were specially constructed for its accommodation. In the year 1810 as much as 150,000 tons of sugar were imported from the West Indies and warehoused in London docks. The trade was in the latter part of the century seriously crippled owing to the operation of the sugar bounties, which drove the West India sugar to other markets. So much had it diminished that in 1903 the amount of sugar from the West Indies discharged in London was only 23,000 tons.

Owing partly to the abolition of the bounties and partly to the treaty between Cuba and America, which gives preferential treatment to Cuba sugar, a large amount of the cane sugar grown in the West Indies will now find its way to London. One London firm who have not imported any sugar from Jamaica for twenty years, anticipate that they will receive several thousand tons from that island this year, and it is expected that the whole of the production of Trinidad and Barbadoes will come to London.

For the same reasons that are leading to this diversion of trade to London, a large proportion of the world's production of Muscovado sugar will in future be consigned to London, including large shipments from Java. It is stated that one important London consumer, who has not used cane sugar for eighteen years, has just bought a cargo of Java sugar for refining purposes.

Nova Scotia fishermen are looking forward for an increased catch this Summer and dealers are preparing for an increased trade in finnan haddies with the upper provinces.

# By Personal Introduction,

**We want to interest Canadian manufacturers, who seek a market for their products in Great Britain, in our system of introducing goods to the trade and public.**

We have a powerful organization, both advertising and travelling, with an extensive connection among the grocery and kindred trades, and are prepared to undertake the introduction, in Great Britain, of an article of daily household use or family consumption,—proprietary articles not subject to market fluctuations.

We carry on *in the name of our clients* all business between the manufacturer and the public, from the time the article leaves the former until it reaches the latter; and also guarantee and collect, for a definite or indefinite period, all accounts opened with the trade, furnishing weekly full detailed particulars of results, and ultimately handing over the business created to any resident representative, who may be eventually appointed; or will, if desired, undertake British Agency.

Have introduced the following into many parts of Great Britain:

**ROWNTREE'S COCOA,  
CLARKE, NICKOLLS & COOMBS' COCOA,  
PEEK, FREAN & CO'S BISCUITS,  
HORNIMAN'S TEA,  
HOVIS BREAD,  
ERASMIC SOAP,  
MacFARLANE, LANG & CO'S BISCUITS,  
WELSBACH BURNER,  
BROOKE, BOND & CO'S TEA,  
ETC., ETC.**

During the introduction of an article, we will undertake to create a demand from the public and the trade, in any or every city in the United Kingdom on the basis of a fixed inclusive monthly charge; and, subject to the arrangement, will undertake not to handle a similar article during that time, nor for an agreed period after.

The means employed invariably bring about *a sale to every third family, on an average, in any town opened up*, besides securing accounts with every wholesale and retail trader in the locality, providing the article is one of consumption or household use.

*Firms, desirous of experimenting for British trade*, are offered an unique opportunity without the liability or necessity of a large initial outlay, or the increase or disorganization of their present staff. The expenditure is of necessity instantly productive, as our records of actual working of methods employed show returns in sales to the public and trade as each dollar is spent, even where the preliminary sum allotted to a trial is based on a minimum outlay. After general advertising it is consequently more productive, as the article is already stocked by the trade.

We are confident of our ability to build up a bona-fide trade quicker and cheaper, taking immediate results into consideration, than by any other known system; and our trustworthiness, reliability and energy will be certified by some of the largest commercial houses in Great Britain.

Correspondence from substantial firms, wishful to extend their business, is invited.

**Fultons, Limited, 53a City Road, London, Eng.**

RETURNED

MAY 23 1904



BUTTER.



CREAM.



EIGHT-INCH NAPPY.



SPOON.



SUGAR.



FOUR-INCH NAPPY.



HALF-GALLON JUG.

**"Pearls of Prosperity" Assortment.**

A good wholesome profit-making proposition is this assorted package. One of our many good lines in Glassware.

*We sell  
RETURNED  
Goods  
MAY 23 1904  
Cheap  
Page 5*

# Gowans, Kent & Co.

16 Front St. East, TORONTO.  
Main St., - WINNIPEG.

**WHOLESALE**

Crockery and Glassware  
China and Lamps

Manufacturers of Cut Glass and Lamps  
Decorators of Earthenware and Glass.

## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

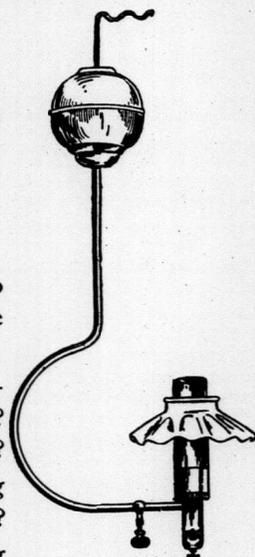
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28  
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

## The "Perfection" Canister



SQUARE, ROUND OR OBLONG.

This Package is a Guarantee of Quality.

For

JAMS  
JELLIES  
SYRUPS  
STARCH

TEAS  
COFFEES  
SPICES  
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

# HINTS TO EXPORTERS

**T**HE following hints have been taken from the weekly bulletin of the Department of Trade and Commerce, Ottawa, Ont., which contains reports of the various foreign commercial agents of the Dominion Government on trade conditions existing in those countries. It is hoped that the same may prove to be of value to Canadian exporters who desire to establish themselves abroad.

### Dairies Should Have a Brand.

If Canadian exporters of butter intend to compete against the Danish product, they must be careful with the brands. There is no use in trying to sell goods indiscriminately. The export from every dairy should have its own brand, and should be known by that brand. When Englishmen buy Danish butter they know that they buy from one dairy only, and thus they are always assured of uniformity in color and quality.

The plan at present adopted by some Canadian exporters is as follows: One shipper say, takes "Peerless" as his brand. Probably he buys butter from twenty or thirty different dairies, and marks them "Peerless." As a consequence, when a shipment of butter arrives in England, buyers there have no way of knowing whether they will get ten or fifty boxes, or any quantity, uniform in color and quality.

### Barley.

The barley imported by Leeds and Hull, England, is principally from north Germany, Montana and California, U.S.A. There is no reason why Canadians cannot grow such barley as the first and second countries mentioned, and at least they are able to grow any quantity of the cheaper and lighter barley which is much in demand in England. Canadian farmers can firmly rely on a ready market for all the barley they can produce at remunerative figures. Montana barley is a feature in the English market; why not Canadian barley?

### Tobacco.

The various tobacco manufacturers of Australia in connection with some foreign firms have pooled their interests and began by advancing the prices. A

further advance is feared, and dealers are concerned as to the future. As a result there is demand for other lines. A Canadian house tobacco which has recently been placed on the market, and is in good hands, should secure a good trade if it is in a position to supply the market.

### Preferential Freight.

Not only do British ships carry European goods to New Zealand cheaper than they do British goods, but a cut in the rates from New York has also been made. Goods are taken from New York to England and there transhipped to New Zealand at from five to ten shillings per ton less than the rate charged on British goods. These special quotations show the prime necessity of securing the best freight rates on the part of Canadian exporters.

### Canned Goods.

There is an increasing demand for Canadian canned goods such as canned tomatoes, canned tongue, canned fruits, fruits in pulp, but without any coloring matter; also a ready market for any quantity of raspberry jam. Canadian manufacturers of these goods would do well to place themselves in communication with firms and brokers in North England.

### New Zealand Preferential Trade.

After June 30 next, full foreign duties will be charged on all Canadian goods entitled to the benefit of the New Zealand preferential tariff unless every invoice has endorsed thereon the following declaration:

I, (full name), of the firm of \_\_\_\_\_, do hereby certify that this invoice amounting to £ \_\_\_\_\_, for goods exported to New Zealand on account of (name of person or firm to whom invoiced), is true and correct, and that the goods specified therein are bona fide, the produce or manufacture of (name of the part of the British dominions in which the goods have been produced or manufactured).

(Signature).

Dated at \_\_\_\_\_, this \_\_\_\_\_ day of \_\_\_\_\_, 190 \_\_\_\_\_.

Special attention should be given to the following requirements of the Preferential Act:

(b) All British and foreign goods must be invoiced separately, and packed in separate packages.

(c) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

If above instructions are not carefully carried out the onus of proof that the goods are the produce or manufacture of any part of the British dominions, is on the importer.

### Canned Trout

Small Norwegian trout, lightly smoked by a special process and preserved in olive oil, are meeting with increased favor in France and already 3,000 cases of 100 tins each are sold yearly in France. Any Western Canadian manufacturer who would undertake to can small Canadian trout in a similar fashion would be in a position to avail himself of the opportunities offered by the other European and world's markets, and build up an important new industry.

At the present time British Columbia, Manitoba and the Northwest Territories are the only provinces of Canada where the fishing of speckled trout, river trout or sea trout for export purposes is allowed.

### Cheese.

Large quantities of cheddar cheese are imported by Norway. Considerable of this is of Canadian manufacture, but reaches Norway indirectly through English commission merchants in Liverpool and London. At present a direct import of cheese from Canada does not exist, although much more Canadian cheese would be sold in Norway if Canadian manufacturers came in direct touch with the importers. Last year the Canadian agent had an inquiry from a Norwegian importer for 500 Canadian cheeses. The cheese wanted is of the flat round shape of medium thickness, not too compactly made. In fact a porous cheese is much preferred.

### Canadian Eggs in the Lead.

The quality of the eggs coming from Canada is much better than that of eggs

coming from any other country. They are larger, more even, and better in color; they come splendidly packed, and there are very few losses in the way of breakage. The only thing I am asked, says a Canadian commission agent in England, is "Why don't you send us more of them?" Enormous quantities of eggs can be taken by produce dealers in England.

#### Must Pack According to Taste.

If Canada wishes to export to Great Britain she must pack her goods according to the tastes of the buyers. The need for discrimination in the matter of packages cannot be over-emphasized. Everything shipped to England should be carefully done up. More care should be taken in the finishing of all packages, particularly in fruit and butter.

#### Pork and Lard.

The Royal Hungarian Commercial Museum, Budapest, Hungary, has requested the names and addresses of Canadian firms exporting pork and lard. There would seem to be an opening at present in Hungary for Canadian trade. Prices are high, and a war in the Balkan peninsula is not improbable.

#### Cider.

A very large trade can be done in Canadian cider in England, and especially the Leeds and Hull districts. Englishmen expect that as Canada has such an enormous quantity of apples, she naturally should make a large amount of cider. It would be in the interests of the Canadian cider men if they would put themselves in communication with the Canadian Government agent in England.

#### How Butter Should be Packed.

One thing detrimental to the sale of Canadian butter is the way in which it is packed. The English trade are accustomed to buying and selling butter by the hundredweight (112 lbs.) and half hundredweight (56 lbs.), and the packages are made accordingly. They prefer their goods in casks. The Irish send their butter in 56 lb. and 112 lb. casks, and the Danish people all in 112 lb. The casks are beautifully made with a half-round hoop, the same as was used in Canada in days gone by for pork packing. The use of such by Canadian exporters is to be highly recommended. The packages will cost a little more, and probably may increase the freight a trifle, but the extra money the butter will command will adequately compensate for any additional expenditure on

packages. This would not be with the idea of selling Canadian butter as Danish, but in England they are accustomed to seeing choice butter done up in that way, and they will pay a bigger price for goods so packed.

#### AN APPRECIATIVE LETTER.

APPRECIATION is always welcome and especially is it so when it comes from a man qualified to give a candid and unbiased opinion. Such is undoubtedly Mr. M. G. DeWolfe, ex-president of the Maritime Board of Trade, who writes appreciatively of *The Canadian Grocer*. He says:

"As a charter member of the Maritime Board of Trade, I have been much impressed with the great interest *The Grocer* has taken in our work from its inception, and also the support given to



Mr. M. G. DeWolfe.

all Canadian boards of trade. This feature of *The Grocer* must appeal to every live business man, be he merchant or otherwise. As a rule your remarks about the average board of trade as outlined in the issue of April 8th are too true, but generally we do better in Nova Scotia and most of our boards meet quarterly. No doubt, if the local boards of trade would see that the municipal council did not neglect their duty, it would tend to build up the various towns; in fact, the two associations working together would be a strong factor in any section, and I hope *The Grocer* will keep up the agitation for better work all along this line.

"Re the Export and Spring Grocer, I think this is one of the strongest features of the year's work, reaching as it does so many parts of the Empire. The four yearly numbers already sent out have done much to let the world know what Canada can produce, and that this Dominion can feed millions. Your motto seems to be to make Canadian products known to the world.

If the export number can induce more people to come out to this Canada of ours, it will be doing a great work. The need of Canada to-day is more men and women to build up happy homes. In the Annapolis and Cornwallis Valley we have sent to Great Britain this season 500,000 bbls. of apples, returning to us \$1,000,000 in cash; and we have exported to Cuba potatoes by the steamer load, besides other farm products to other markets. There is room here for lots of men and women at good wages who could soon save enough to have their own homes. To the man of moderate means, or with capital, this valley offers one of the best chances. It has climate, soil, markets, and a population above the average in intelligence and progressiveness. Market gardeners, greenhouse men, farmers, carpenters, painters, laborers and house servants, etc., all can find employment at good wages.

"I hope your staff will use their best endeavor to keep the advantages of the Maritime Provinces well to the front in the export number. This great Dominion of ours would be better known if we could have more export numbers such as are sent out by *The Canadian Grocer*. For nearly 20 years *The Grocer* has worked for the interests of the Dominion, and I feel sure has the appreciation of its readers and patrons.

"Although we are pleased at the expansion of the great West with its boundless prairies waiting to be cultivated, still there is a richer promise in the soil and surroundings of the Cornwallis Valley, and advantages that would soon add greatly to our export trade. Give all the information you can and let the world know we are ready to supply their needs, and also offer them better homes. Although your export number is intended to confine itself to information about Canada's food products, still there is other information that would be in order.

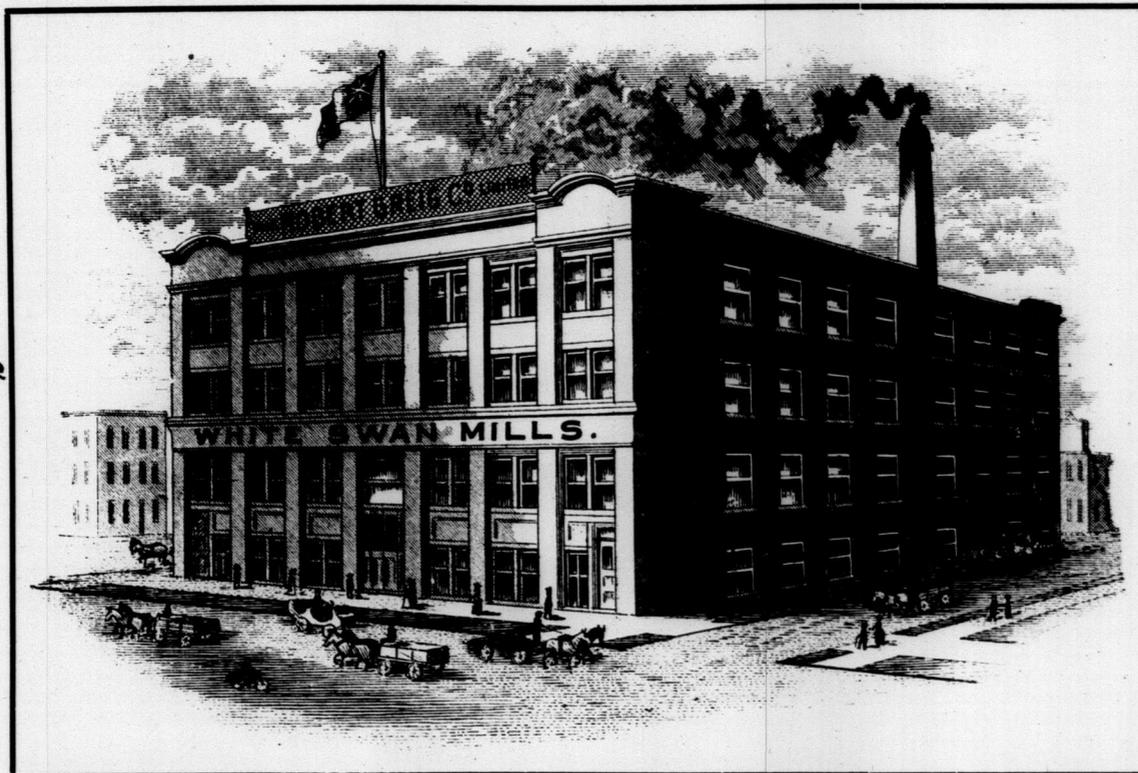
"I have not the least doubt but that the appreciation of your readers and advertisers will repay the great efforts you have expended on this special number, and I have no fear but that it will be a worthy number and keep *The Grocer* in the lead of all other such publications.

"'Canada for the Empire' would be a good feature in all our plans, and to make it a success let us keep Canada always to the front—including *The Canadian Grocer*."

#### MARKET FOR FRUIT PULP.

A large Canadian export trade in fruit pulp may be developed if a basis of trade can be adopted to suit the English importer, without in any way affecting the status of the Canadian exporter.

A proper basis would be for a fully responsible reliable firm to be in touch with the makers, who would first obtain satisfactory information of the firm. They could then sell for the makers on commission, or become firm buyers themselves, and in the latter case they would only pay a proportion of cash against B. L., say 60 or 70 per cent., and the balance after inspection of consignment.



**T**HERE is no finer equipment in Canada than contained in our new building for the preparation of High-Grade Goods. Our **WHITE SWAN** brand stands pre-eminently for goodness. We keep this idea constantly before us. "Quality" is the key-note throughout, and all the facilities of our extensive plant distinctly emphasize this thought.

Here are a few White Swan lines—than which there are no better:

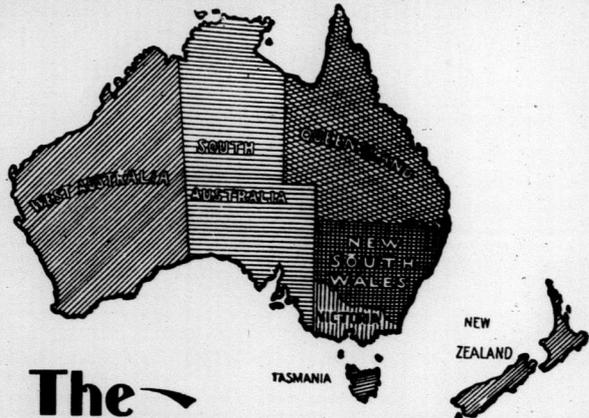
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| <u>WHITE SWAN BAKING POWDER</u>        | <u>WHITE SWAN FLAKED WHEAT</u>          |
| <u>WHITE SWAN FLAVORING EXTRACTS</u>   | <u>WHITE SWAN FLAKED BREAKFAST FOOD</u> |
| <u>WHITE SWAN PREPARED COCOANUT</u>    | <u>WHITE SWAN BARLEY CRISPS</u>         |
| <u>WHITE SWAN COFFEES</u>              | <u>WHITE SWAN FLAKED RICE</u>           |
| <u>WHITE SWAN JELLY JOWDERS</u>        | <u>WHITE SWAN FLAKED PEAS</u>           |
| <u>WHITE SWAN CAKE ICINGS</u>          | <u>WHITE SWAN ROLLED OATS</u>           |
| <u>WHITE SWAN SPICES</u>               | <u>WHITE SWAN GLUTEN FLOUR</u>          |
| <u>WHITE SWAN HERBS AND SEASONINGS</u> | <u>WHITE SWAN GRAHAM FLOUR</u>          |
| <u>WHITE SWAN CREAM TARTAR</u>         | <u>WHITE SWAN WHOLE WHEAT FLOUR</u>     |
| <u>WHITE SWAN BORAX</u>                | <u>WHITE SWAN RYE FLOUR</u>             |
|  | <u>WHITE SWAN S.R. BUCKWHEAT FLOUR</u>  |

Enquiries cheerfully responded to and complete Price List sent on request.

**The ROBERT GREIG CO., Limited**

White Swan Mills

TORONTO, Ontario.



**The Australasian Grocer**

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription \$2.50 per Ann.**

post free to any part of the world.  
A handsome Diary is presented free to annual subscribers.

**PUBLISHING OFFICES:**  
Melbourne, - - Fink's Buildings.  
Sydney, Post Office Chambers

**BRITISH OFFICES:**  
London, - - 42 Cannon St., E.C.

**CANADIAN AND AMERICAN ENQUIRIES** will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

*Specimen Copies Free on Application.*

**"GET THE BEST."**

Every Progressive Merchant Uses

**Counter Check Books**

We make all kinds, and are sole makers of some of the best styles. Write us when in want of supplies. We will send representative or mail samples.

**The Carter-Crume Company** Limited

**TORONTO and MONTREAL**  
Phone North 3281. Phone Up 2206.

Do you use Shipping Tags?  
We manufacture them.

**Fine Chewing Gums.**

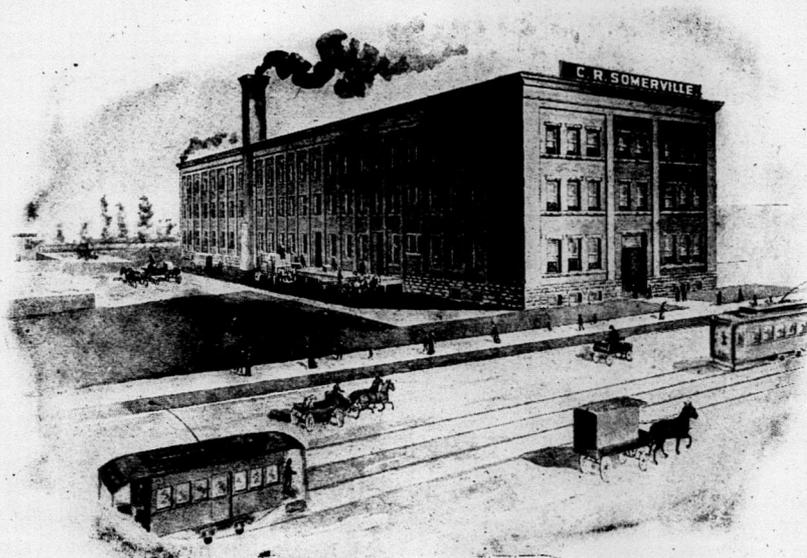
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Catalogue Sent on Application.

Large Variety of Goods.

Correspondence Invited.

\*\*\*\*\*



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Special Attention Given To Export Lines.

\*\*\*\*\*

OUR NEW FACTORY.

**C. R. SOMERVILLE, -- LONDON, CAN.**

## BEST THINGS FROM THE MAGAZINES

### WAR AND THE MARKETS.

The Forum.

**T**HE reason why an international war should have a far-reaching effect on financial values deserves explanation, because it is very imperfectly grasped by the community at large. To most people the matter seems simple enough. In ordinary comment on such events there will be found a prevalent inference that the securities of a given State, in time of war, rise or fall according as that State is victorious or unsuccessful, because success in the contest will make for national adversity. Security values are affected simply and solely because of the enormous expense of war, which leads to sales of new securities, whereby the general level of values necessarily is lowered. The underlying principle of war markets is that the enormous costliness of war, particularly in modern times, makes absolutely necessary very large borrowing operations by the contending governments. Estimates of recent wars indicate that even a small war cannot be fought to a finish except by an average expenditure of fully a million dollars daily. French statistics have lately reckoned that a conflict in Europe between two first-class continental powers would cost each of them in the neighborhood of \$5,000,000 a day. These estimates may or may not be exaggerated, but they show what financial requirements may be involved in such a conflict.

Now, no government possesses a fund of money sufficient to wage such a war for any long period; nor is it possible for any government to introduce new taxes such as would raise from its people the sum required. Hence it must have recourse to the accumulated capital of the world's money market. But since the resources of the world's capital have some limit, it follows that such sudden and enormous demands will necessitate withdrawal of invested capital from its previous location.

### HOW COTTON ROSE AND SULLY FELL.

World's Work.

**F**IVE years ago, at 4½ cents a pound, the South lost money on every bale of cotton marketed. But prices kept on increasing. A bale of cotton is now worth one-third more

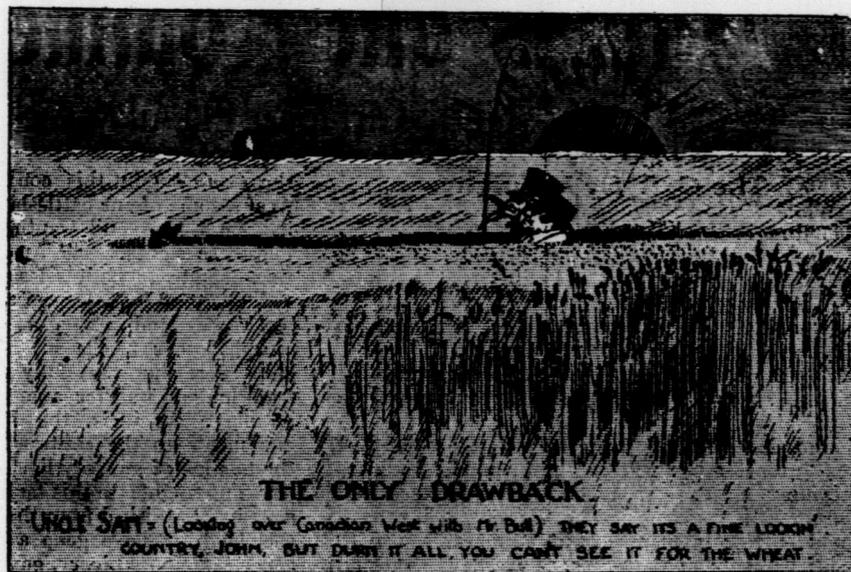
than a year ago. Three speculative campaigns led to the present high prices. Theodore H. Price was the first "bull leader." He pushed cotton up to 8½ cents and retired from the market. Then Daniel J. Sully appeared. He had served for fourteen years in a Providence, Rhode Island, cotton house. Later, in the South, he had seen the cottonseed oil mills springing up on every hand until this by-product was yielding nearly \$100,000,000 annually. An inferior quality of seed was being saved for the next year's planting. Mr. Sully thought that poor seed would mean a small future yield. Indeed, in 1902, with 3,000,000 more acres cultivated, the production fell off. Sully forced cotton to 9 cents, and then came

ernment crop report was within 24,000 bales of the official figures, and prices went skyward. Finally cotton dropped and Sully failed.

### CONTRABAND OF WAR.

Macmillan's Magazine.

**B**Y the Declaration of Paris in 1856, the principal nations of Europe bound themselves to respect certain principles. The first and most important has been expressed in the jingle, "Free ships, free goods." The early practice of nations had been to seize their enemies' goods where they could get them. Sometimes they confiscated the neutral carrier as well; occasionally they went so far as to prohibit all trade with the enemy at all. The



into the open as a buyer. He had strong backing. In May he had raised the price to 11 cents and added \$130,000,000 to the value of the crop.

Then Sully stopped, whereupon W. P. Brown, of New Orleans, came to New York with a record of having made \$2,000,000 in a "squeeze" in the New Orleans market. He at once drove 11-cent cotton upward until he had contracted for 200,000 bales of the July delivery, and was ready with the cash when settling time came. Then one day he bid 13 cents for 1,000 bales of August cotton, and not a bale was offered. He had bought four times as much cotton as was in the country. Then in September Sully returned to the market. His estimate of the Gov-

leading innovation of the Declaration of Paris was, accordingly, the protection of the property of belligerents when on board neutral merchant vessels. Clearly the new rule, "Free ships, free goods," protected the neutrals' carrying trade; for under its operation belligerents could safely put their goods on board neutral carriers without fear of capture; and, moreover, the vexatious ancillary incidents of stoppage, search, and adjudication, were gone. On the other hand, neutral property still remained safe on belligerent ships; the converse rule, "Enemy's ships, enemy's goods," was unrecognized, and neutral goods, which could have been confiscated if lying on an enemy's wharves, were safe at sea under his flag. The Declaration,

however, has never been signed by the United States, Spain, or Mexico; and Japan and Russia can accordingly seize each other's goods on United States' ships, though they are not in the least likely to do so.

### MERCANTILE SUPREMACY OF BRITAIN.

Quarterly Review.

A HOST of recollections and a dim crowd of shadows of the "might-have-beens" are conjured up by the reminder that in 1860 the United States owned a larger amount of ocean, lake, and river tonnage than the United Kingdom, and, indeed, owned nearly as much as the whole British Empire, as it then existed, put together. It is a remarkable illustration of British progressiveness in at least one direction that, reckoning only vessels of over 100 tons, the British Empire now owns 15,500,000 tons of ocean craft, and the American Federal Union even when lake and river vessels are included, only 3,500,000 tons. In the first half of the nineteenth century, however, America developed in maritime affairs almost as much as in the second half she developed in industrial pursuits. She found use for the magnificent harbors with which nature had endowed her; and within eighty years after the Declaration of Independence she was the largest ship-owner in the world—as, indeed, she may once more be, long before another eighty years have passed.

\* \* \*

In 1860 the mercantile marine of the United States was, as has been said, equal to our own. Hawthorne writes of America disputing "the navigation of the world with England." Returning from his mission to England, Buchanan publicly declared that "our commerce now covers every ocean; our mercantile marine is the largest in the world." On the eve of secession, Alexander H. Stephens said, in a speech delivered before the Georgia Legislature: "We have now an amount of shipping, not only coast-wise but to foreign countries, which puts us in the front rank of the nations of the world. England can no longer be styled the mistress of the seas." On the eve of the Civil War the United States shared the carrying trade of the world with Great Britain, which was gradually losing the predominance even in her own ports. The outbreak of war in the United States, however, altered these conditions. In the ten years from 1860 to 1870, British tonnage in British ports nearly doubled, and foreign tonnage showed scarcely any increase. Trade was transferred to neutral vessels free from capture; but

the advantage thus given to British shipowners was as nothing to that caused by the substitution, about the same time, of iron for wooden vessels. Great Britain instituted and retained a virtual monopoly in the construction of iron shipping, and thus regained and assured her supremacy.

### THE BARGAIN COUNTER.

Everybody's Magazine.

THAT women really enjoy a scrimmage with each other, when no men are by to see that they are not living up to their blue china reputation for tenderness, is beyond doubt. Witness the bargain rushes when women make an onslaught on a counter of shirt waists. Are any of the virtues—the gentleness, the tenderness, the sympathy for the weak and needy—for which woman is so justly famed, exhibited on such occasions to women older, feebler, poorer, and more in need of bargains than herself? Nay, verily. It is a brutal struggle to get the best, in which the feeble are trampled under foot, gowns are torn and hats smashed, a struggle in which women of stature and grip do not hesitate to snatch a bargain out of the hands of another woman and bear it off in triumph. In the peculiar creed of ethics that governs woman's conduct toward her sister woman, it is considered perfectly legitimate to covet your neighbor's garments, or her cook, and to get them away from her if you can.

### THE HUMORS OF ADVERTISING.

Atlantic Monthly.

AND so it chances that many a commercial proclamation leaps from the advertising column to the realm of popular humor, and is there repeated free of cost. A proletarian vaudeville audience will laugh at the merest mention of Heinz's pickles or Dr. Munyon's inhaler. In "A Chinese Honeymoon," Miss Toby Claude, with a marvelous horizontal pigtail, becomes in the lines assigned to the leading comedian, "Sunny Jim's sister,"—and the joke, so profitable to the manufacturers of Force, brings a burst of uncontrollable merriment. A newspaper joke-smith contrives that Mrs. McBride shall say, "I can't coax my husband to eat any breakfast;" to which Mrs. Oldwife rejoins, "Have you tried Force?" Whereupon Mrs. McBride exclaims, "Madam, you don't know my husband!" All my advertisements, I have determined, must thus reverberate.

Better yet, I am fixed upon it that whenever possible, they shall go capped and gowned in academic dignity. I remember a little affair that occurred some years ago at a venerable New

England college. It was Commencement Day. A brilliant audience had assembled. On the platform sat the distinguished faculty and trustees of the ancient institution of learning. Several youthful orators had successively striven for appreciation, till at last appeared the putative candidate for the prize "for the best appearance on the commencement stage." A handsome lad he was, and a really impressive figure as he strode across the platform in his flowing Oxford gown. He bowed smilingly and then said with radiant amiability, "Good-morning! Have you used Pears Soap?" With that he paused—seconds, but hours it seemed—while a shudder of scandalized horror ran through us all. I could have sunk into the very depths of the earth. The learned faculty were beside themselves with mingled rage and mortification. The audience gasped. But after the dreadful pause came the ringing exclamation, "This is the advertisement that stares us in the face, turn where we will! Do you read the advertisements in the daily papers? You ought to." And then followed an eloquent address on the economics of advertising,—an address so vigorous and sane and convincing, and delivered with such ardor and measure that the terrible youth covered himself with honor, and triumphantly bore away the prize. There you had a self-repeater worth talking about.

### EXPORT TRADE IN STARCH.

The quantity of starch, including farina, potato, flour and dextrine, imported into Great Britain for 1903, amounted to 165,481,712 lbs., of the value of \$4,224,139, and of other farinaceous preparations, \$163,320,640 lbs., of the value of \$4,210,620, and this amount, with the exception of a small quantity from Germany, Austria and France, was supplied by American manufacturers.

The commercial agent of the Dominion Government residing in Manchester, Eng., reports that English importers of starch and glucose have dealt in these articles from Canada only in small quantities, because, as a rule, the price is a trifle higher than the United States product and the quantity offered for export is very small. One Manchester firm can handle 10,000 bags a month, and if Canadian manufacturers are burdened with an over-production, or desire to increase their output, they can find easily an outlet therefor. Shipping facilities by the Manchester liners from Montreal, St. John, or Halifax are afforded them, and the Manchester Ship Canal enables them to lay the goods down almost at the door of the importer.

# JUST WHAT YOU WANT

## TIME AND LABOR SAVER

### The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING **Mill**

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

25 to 50 lbs. of Coffee

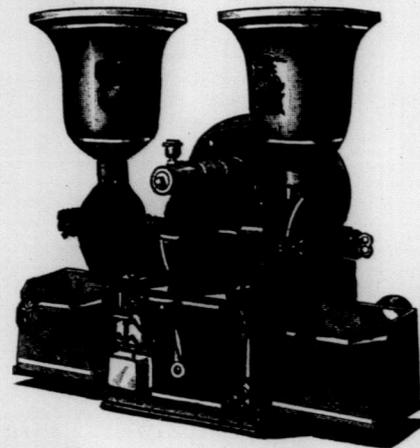
### CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,  
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.  
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;  
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity  
Granulating, 2 pounds per minute  
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

# DUTCH CHEMICAL WORKS AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

## SPECIAL OFFERS

RECOMMEND THEMSELVES.

WE OFFER OUR MAGNIFICENT

## " BUTTERFLY BRANDS "

	1/4-lb.	1/2-lb.	1-lb.
COFFEE and CHICORY, per doz. tins.....	2/3	4—	7—
PURE DUTCH COCOA, per doz. tins.....	4/3	8—	15—

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

### SAMPLES FREE ON APPLICATION.

**WESTERN** Incorporated 1851  
**ASSURANCE COMPANY.**

**FIRE AND MARINE**

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

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

**BRITISH AMERICA ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.  
 TOTAL ASSETS, \$2,024,096.02.  
 LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

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

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

 **Money** 

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

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

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

**Confederation Life ASSOCIATION.**

W. H. BEATTY, PRESIDENT.  
 W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

**MANUFACTURERS AND MERCHANTS.**

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

Write to us for terms and particulars.

**The London Guarantee & Accident Co., Limited,**  
 D. W. ALEXANDER, General Manager for Canada,  
 Canada Life Building, . . . . . TORONTO.

**THE CANADIAN BANK OF COMMERCE.**

Paid-up Capital, - - - \$8,700,000  
 Rest, - - - - - \$3,000,000

HEAD OFFICE: TORONTO, CANADA.

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

The offices of this Bank number 109, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager. NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

103 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.	TORONTO, John C. Kemp, Manager.
HALIFAX, H. N. Wallace, Manager.	VANCOUVER, Wm. Murray, Manager.
WINNIPEG, John Aird, Manager.	OTTAWA, Robert Gill, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.	VICTORIA, Geo. Gillespie, Manager.
DAWSON, D. A. Cameron, Manager.	HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.	SEATTLE, WASHINGTON, G. V. Holt, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.	PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.  
 Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

**THE METROPOLITAN BANK.**

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

HEAD OFFICE, - TORONTO.

R. H. WARDEN, D.D., PRESIDENT. W. D. ROSS, GENERAL MANAGER.

BRANCHES:

Brigden	Petrolia	In Toronto—
Brockville	Pictou	cor. College and Bathurst Sts.
Brusse's	Streetsville	Dundas and Arthur Sts.
East Toronto	Sutton West	Queen and McCaul Sts.
Milton	Wellington	7 and 9 King St. E.

GENERAL BANKING BUSINESS

SAVINGS DEPARTMENT AT ALL BRANCHES

# FINANCE AND INSURANCE

**B**ANK clearings for March in the United States have been the smallest since 1901, and bank failures the heaviest since 1897. Especially has this been the case in the West. Following up the decline in stocks, commodities are now beginning to recede as well, making the cost of living cheaper for the wage-earner. The fact that at length prices are declining is proof, as in the stock market, that decline is a necessity at last and must go further, unless there is to be a revival of trade, which seems impossible. That the old level was abnormal and that the new level is more reasonable may both be admitted without making the marking-down process painful to sellers. In plain English, commercial classes are about to experience something of what Wall street has already passed through.

\* \* \*

**T**HE thirty-fourth annual report and list of shareholders of the Royal Bank of Canada has been issued in the form of a handsome booklet. The report exhibits a satisfactory increase in the business of the bank during 1903. Deposits have grown considerably. Both the paid-up capital and the reserve fund have been increased to \$3,000,000 and the balance of profits carried forward exceeded the same balance in 1902 by nearly one hundred per cent. The assets of the bank exhibit a corresponding increase, being now well over \$25,000,000. Altogether the report is a most satisfactory one.

In addition to the list of shareholders, with their holdings, several pages of statistics about the Dominion of Canada are appended, supplying in concise form much useful information.

\* \* \*

**S**OME writers, in this country, have been making very favorable criticisms on the great advances made by the Canadian banking institutions. Taking 1st January, 1903, as a basis, comparisons have been made of the Dominion and Australian banking systems.

Thus, the Canadian banking returns—approximately—compare as follows with those of the Commonwealth:

	Canada.	Commonwealth
Note circulation .....	£13,485,117	£ 3,128,184
Deposits .....	79,725,886	88,543,660
Specie .....	2,578,447	19,413,191
Government notes ....	4,946,115	631,068
Paid-up capital .....	15,679,746	16,914,280
Reserves .....	10,074,817	5,783,689

The comparison is an interesting one, as it clearly shows the difference between the two systems of banking.

\* \* \*

A pretty little desk calendar has just been issued by the savings bank department of the Canadian Bank of Commerce. It begins with April, 1904, and runs to March, 1905. Appended is a statement showing the general healthy condition of the bank.

\* \* \*

**O**NE of the results of the disastrous fire in Toronto on April 19th was to facilitate a movement which has been smouldering in New York for some time, in regard to insurance rates and regulations. The day following the fire the New York insurance men held a meeting to discuss ways and means of classifying risks, suggesting regulations in regard to the construction of buildings and

other kindred matters. No definite conclusions appear to have been arrived at, but it is evident that the movement will be productive of some results.

\* \* \*

**I**T is a bull argument that both in England and on this continent money appears to be very plentiful. One sees the rate for call money in New York constantly quoted below 3 per cent., and we hear also of long time loans being made for 4 per cent. and even lower. In England the position with regard to the supply of money is very clearly demonstrated by the action of the Bank of England. They have reduced their discount rate twice within a short period of time, an unusual thing for them to do. The reduction is from 3½ per cent. to 3 per cent., and this is the lowest it has been for more than a year past.

\* \* \*

**I**N their review of the stock market, under date of April 22, Aemilius Jarvis & Co., Toronto, say: "Money locally appears to be gradually working easier. It is not unlikely, however, that there may be a temporary check in this direction as the result of the heavy sums the insurance companies will be called upon to pay to the owners of buildings destroyed by fire here. It is too early to express a very definite opinion as to whether this fire may have any serious effect on our local stock markets. None has been evidenced so far, and it would appear to us probable that none of the companies affected would be the owners of any considerable quantities of the stocks ordinarily dealt in on our exchange. In the absence of any forced liquidation, the financial situation is sufficiently easy to justify our feeling that the call of loans by fire insurance companies should not materially affect prices."

\* \* \*

**O**N April 22 the Toronto Board of Underwriters ratified the schedule increasing fire insurance rates in Toronto by 75 per cent. The schedule reads: "Extra rates and tariff changes operative on and after 20th inst., for all business, new and renewal.

"Congested District—On all mercantile, schedule and other specially rated risks, building and contents, except dwellings, add \$1.00 to rate. Where three year policies are permitted, the extra to be added to the three year rate.

"Outside District—On all risks, building and contents, except dwellings, add 50c to rate. A reduction of 25c may be made on residential store risks in outside district, with the usual warranty. Where three year policies are permitted, the extra to be added to the three year rate.

"Sprinklered risks and fire-proof buildings—Half the foregoing extras to be added to rate, buildings and contents.

"Co-insurance—A reduction of 15 per cent. from rate on building, and 10 per cent. on contents may be allowed for the 80 per cent. co-insurance clause.

"New policies—New policies must be issued on all risks affected by these changes."

\* \* \*

The Western Assurance Co. have purchased the Canadian business of the National Assurance Co., of Ireland.

# 3 in One

## Does It All



CLEANS AND POLISHES  
LUBRICATES WITHOUT GUMMING.  
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

- |          |                 |
|----------|-----------------|
| HAMILTON | WINNIPEG        |
| MONTREAL | ST. JOHN, N. B. |
| TORONTO  | VANCOUVER       |

## G. W. COLE CO.

141 Washington Life Bldg., New York.

ESTABLISHED 1855

# TAYLOR'S

DOUBLE TONGUE & GROOVE

# SAFES

145 & 147 FRONT ST. EAST. TORONTO.

THE BEST STOCK

# TEES DESKS!!!

THE LOWEST PRICES

## TEES & CO.

300 St. James St., - - MONTREAL

## A Merchant's Judgment.

is sure to approve the mechanism and system of . . .

## THE HALLWOOD CASH REGISTER

The Hallwood is the best cash register constructed to-day;—that is the first point. It is simpler than any other, has fewer parts, is stronger, is cheaper.

It does all that other registers can do, and something in addition.

There is no good reason why progressive merchants should be without a Hallwood.

SEND FOR DESCRIPTIVE LITERATURE.

THE  
Hallwood Cash Register Co. of Canada

78-80 King St. E., 1782 Notre Dame St.,  
TORONTO. MONTREAL.



## A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

## The OLIVER Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.  
THE CANADIAN OLIVER TYPEWRITER CO.

156 8 St. Antoine St.  
MONTREAL.

Agents wanted in all unoccupied territory.

# THE OFFICE

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## VALUE OF GOOD STATIONERY.

**T**HE stationery which a business house uses in its correspondence will always be one of the first and most important criterions by which the world will judge that firm's standing. First impressions are lasting and in many cases the first impression that a correspondent gets of a firm's business methods is the stationery on which the correspondence is carried on. Cheap printing, or worse yet, poor writing paper without any printing at all, can hardly produce a favorable impression of careful, up-to-date methods. On the other hand, neat and cleanly printed stationery cannot help but give an impression of financial soundness, which evidences of seemingly lower standards in other lines cannot efface.

Many small retail merchants complain of the difficulty they find in procuring credit from large manufacturers. "We always pay our bills promptly, our credit rating is good, but there seems to be something else that is wrong which makes it so hard for us to get credit." This "something" which makes it so difficult for these merchants to get the desired credit is the carelessness shown in the get-up of their correspondence stationery.

In many instances, the appearance of the letters which merchants write to the manufacturers is so slipshod and careless that the credit man rightly takes it for granted that that merchant is not running his business on lines which will enable him to take care of himself in competition with twentieth century methods, and therefore he is doubly watchful before he will take this merchant as an acceptable risk.

Nor is this effect of cheap stationery confined alone to dealings with the large manufacturers, but to the dealings with small customers, in the merchant's own city. If they receive letters and statements written on poor stationery they will have a correspondingly poor opinion of the merchant's methods and they will regulate their dealings with him according to this standard.

If, however, a merchant's stationery is neat, clean and attractive, it will at once produce a favorable impression both on the manufacturer and on the customer. The credit man will find it harder to refuse credit, and the small customer, impressed by the business-like appearance of letters and statements, will pay his bills more promptly and place greater confidence in any statement which a merchant may make in his letter.

Good business-like stationery is not expensive. In fact, it costs but little, if anything, more than cheap printing. Go to a good, reliable printer, and see to it that he gives you good service. An investment here will pay big dividends, but economy in stationery is a penny saved and dollars thrown away.

## THE TELEPHONE.

**O**NE outward expression of the business is the girl who answers the telephone. What would you think if I told you that a prospective customer called you up the other day and that the nasty, harsh-voiced, ill-tempered treatment he received over the wire gave him a most disagreeable impression of your concern.

He got neither the telephone connection, the information, nor the consideration he expected—and you did not get the business. By such a slender thread sometimes hangs an order.

Or would you believe that a certain buyer intended to divide his order between your house and a competitor; that jewel of a girl answered the 'phone; her well-modulated voice, her respectful interest in his behalf, put him in a pleasant and receptive frame of mind.

She said: "Mr. Blank is not in his office at the moment, but I shall send for him at once."

By being at the 'phone in person you got the entire order. Perhaps you recall the incident.

## PRICING STOCKS.

**T**HE inability to fix prices properly in one of the most prolific sources of failure in business." This remark was made by the manager of a large department store. In speaking of the various problems that confront the retailer, he said: "A great deal has been written on the subject of advertising, buying, and store management; but writers in trade journals have had very little to say about pricing goods. My experience has taught me that no branch of merchandising is more important or requires more careful study than does the pricing of the stock. Pricing goods is an art which requires much experience and rare judgment.

"In a great many stores it is the custom to fix prices on what is practically a horizontal basis of percentage. The merchant estimates the running expenses of the store at, say 15 per cent, to this he adds his profits which we will also call 15 per cent. This makes a total of 30 per cent which is added to the cost price on every thing in the store. Of course there are a few exceptions, but the merchant may be said to have but one percentage of profit on his entire stock. It saves trouble, perhaps, to mark goods in this way, but it is extremely poor business policy.

"There are many things to be taken into consideration in figuring prices. Competition is, perhaps, the strongest factor; but the nature of the goods and the demand for them are also important. Then, too, the style and popularity of goods give the price-maker an opportunity to display his judgment. For instance, in a lot of suits costing practically the same amount, some will, on account of the style, sell easily for a third more than others. The same is true of dress goods, silks, or in fact, almost any other class of merchandise. There are always some customers who are willing to pay a little more for style and the merchant who does not take advantage of this fact is not alive to his own interests. By marking up the more salable goods he is enabled to reduce the selling price on goods that are less desirable.

"Again, in pricing goods, the merchant will often find it a good advertising policy to mark certain articles down to a very narrow margin of profit. This gives a store the best possible kind of advertising, but it also cuts down the average of profit and every merchant is in



<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p><b>DAVID HOSKINS, F.C.A.</b> Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p><b>F. H. KIDD,</b> Chartered Accountant, Auditor, Assignee, Etc. 505 McKinnon Bldg., Toronto.</p>	<p><b>HENRY BARBER &amp; CO.,</b> Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p><b>GEO. O. MERSON,</b> Chartered Accountant, Auditor, Assignee, etc. Regular and Special Audits. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p><b>JENKINS &amp; HARDY,</b> Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>	<p><b>WILLIAM FAHEY,</b> Accountant and Auditor. 462 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwam." <b>T. G. WILLIAMSON,</b> Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>		

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>	
<p><b>BEATTY, BLACKSTOCK, FASKEN &amp; RIDDELL,</b> <b>BEATTY, BLACKSTOCK, CHADWICK &amp; GALT</b> Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 3813. Toronto, Ont.</p>	<p><b>JAS. H. BURRITT, K.C.</b> Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p><b>I. L. O. VIDAL.</b> Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.</p>	<p><b>J. C. HAMILTON, LL.B.,</b> Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p><b>D. O. CAMERON, Barrister.</b> Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p><b>TUPPER, PHIPPEN &amp; TUPPER,</b> Barristers, Solicitors, Etc. Winnipeg, Canada.</p>
		<p><b>ATWATER, DUCLOS &amp; CHAUVIN</b> Advocates. Montreal. Albert W. Atwater, Q.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>			

## Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

<p><b>Do You Want to Learn Shorthand?</b> <b>EVERYBODY NEEDS IT.</b> It is an assistance to students, teachers, lawyers, physicians, secretaries, clergymen, editors, reporters, business men,—everybody in fact. We can teach you at home, the fastest, easiest system known <b>BY MAIL</b> Some of our pupils have written 100 words a minute by this system within a month. Write for information about our Shorthand course. <b>CANADIAN CORRESPONDENCE COLLEGE, Limited</b> TORONTO, CANADA.</p>	<p><b>Western Business College</b> Cor. College and Spadina avenue, <b>TORONTO.</b> Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. <b>A. J. HOARE, Principal.</b></p>
<p><i>Typewriting.</i> Bookkeeping and Shorthand are sure stepping-stones to success. Teachers who have had practical business experience teach these branches in <b>THE WILLIS BUSINESS COLLEGE.</b> A school of genuine merit. Send for our beautiful catalogue. <b>S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.</b></p>	<p><b>St. Margaret's College, Toronto</b> A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. <b>GEORGE DICKSON, M.A.,</b> Director. <b>MRS. GEORGE DICKSON</b> Lady Principal.</p>
	<p><b>The Belleville Business College,</b> Limited. <b>BELLEVILLE, ONTARIO.</b> Send for handsome catalogue describing fully all courses <b>J. Frith Jeffers, M.A., Principal</b></p>



**We do Good Printing Cheap**

1,000 Business Cards,	\$1.50
1,000 Note Heads,	\$1.00
1,000 Statements,	\$1.50
1,000 Dodgers,	\$1.25

Write for Samples.  
**G. A. Weese & Son, 44 Yonge St., Toronto.**

**ADVERTISE YOUR BUSINESS**

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. **WRITE TO-DAY.**

**GEO. J. SMITH BUREAU, 621 BROADWAY, N. Y.**  
WE WRITE ADS. IN FRENCH.

**Trade With England**

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

**"Commercial Intelligence"**

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

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

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

**NEW TELEPHONE LINE**

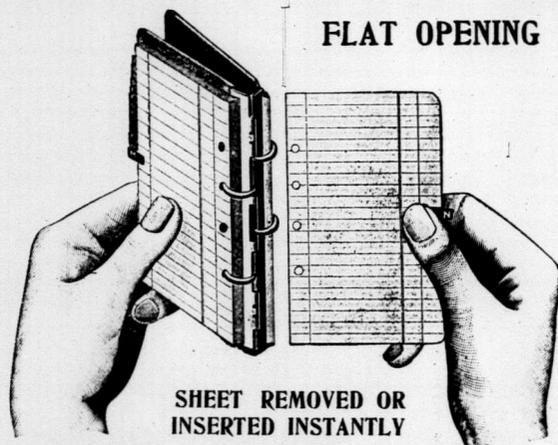
A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VICTORIA	-	40c.

The Bell Telephone Co. of Canada

**TENGWALL LOOSE LEAF PRICE BOOK**

FLAT OPENING



SHEET REMOVED OR  
INSERTED INSTANTLY

SEND FOR DESCRIPTIVE PRICE LIST.

**HART & RIDDELL,** Manufacturers Loose Leaf  
Ledgers and all kinds of Binders. **TORONTO**

**Are You Neglecting  
Your Accounts?**

To have good collections you must render your accounts promptly and accurately on the first of every month. With

**THE BRIGGS LEDGER SYSTEM**

you can do this. Write for our latest illustrated catalogue, free.

**The Briggs Ledger System Co.,**  
Limited

**75 York St., - Toronto, Can.**

**CAPTAINS OF INDUSTRY OF TO-MORROW.**

IN the Atlantic Monthly for March, Mr. Henry A. Stimpson in his article on "The Small Business as a School of Manhood," asks the question: Inasmuch as the small business house is being replaced more and more by the great corporations and the trusts, and inasmuch as the great commercial leaders of to-day were trained in this small business, what effect will come to the business world from the fact that the young men of to-day have not the opportunity of this training?

The problem is this: These few great corporations and trusts need men of remarkable superior ability and talent and wide experience to direct them. A man who has been a clerk all his life has gotten not only into the routine methods of a clerk, but his character has been more or less weakened by a lack of immediate responsibility, so that he is not fit for such a position by the time he reaches his fortieth year. The very methods of the trust have made it impossible for a man to gain such experience and develop his ability in a business of his own. Where, then, are those few great men to be found?

The other day I asked the auditor of a great trust: "What is the method upon which your new business is being organized—to make a machine so perfect that no knave can take advantage of it, or to develop individual character to such an extent that the machinery will be relatively secondary?" He looked at me for a moment, and then, with a curious smile, said: "The latter is what I should be glad to do, but my directors have different ideas. We are trying to make a machine which will be as absolutely perfect as possible." "Then," I said, "you will be beaten, for a man is always cleverer than a machine." "Yes," he said, "I fear so." He has himself since resigned and gone back into private business.

The great corporation is unquestionably the necessity of the hour. It will continue to take on constantly new forms of development. It is already playing and will continue to play a tremendous part in the progress of civilization. But its limitations are none the less real. The evils that are inevitably connected with it must be clearly realized if they are to be offset. Among them all none is so serious as this radical one of the effect upon the character of many of the employes, who, under former conditions, would have been either managing their own business or ambitious for the opportunity of doing so. The life, in a multitude of homes where the salary takes the place of business earnings, is doubtless calmer and steadier, and also in many cases ampler, in that the income is larger. A certain stability is hoped for in a society where anxiety over business conditions is exchanged for the contentment of an assured stipend. And the steady and quieting of the temper, no longer made irritable by the daily anxiety, is unquestionably a notable social contribution.

**WHY SHE DID NOT SUIT.**

SENATOR DEPEW was discussing with a railroad president the difficulty of obtaining competent office help. "Not long ago," said the railroad man, "I engaged a stenographer who was highly recommended for efficiency and accuracy, but I found she wouldn't do at all."

"What was the trouble?"

"Why," she wrote all my letters exactly the way I dictated them."

**PERFECTION** IN A LOOSE LEAF LEDGER.

**"The Crain Continuous."**

**VITAL POINTS ATTAINED**

**PERFECT Security of Lock.**  
**PERFECT Alignment of Leaves.**  
**PERFECT Flat opening back.**  
**PERFECT Workmanship.**

COMBINED WITH SIMPLICITY OF MECHANISM AND OPERATION.

Our Ledger is in use by many of the leading Banks, Financial Corporations, Manufacturers and Wholesale and Retail Dealers throughout the country.

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Our MONTHLY ACCOUNT SYSTEM is indispensable to the up-to-date retail business of to-day.

Customers' Accounts always ready. Posting reduced to a minimum. Labor, time and money saved.

We manufacture all kinds of Loose Leaf Forms with binders to suit. Invoicing Systems. Order Forms. Record Sheets.

Ask for quotations on our new Fold-over Railway Bill of Lading.

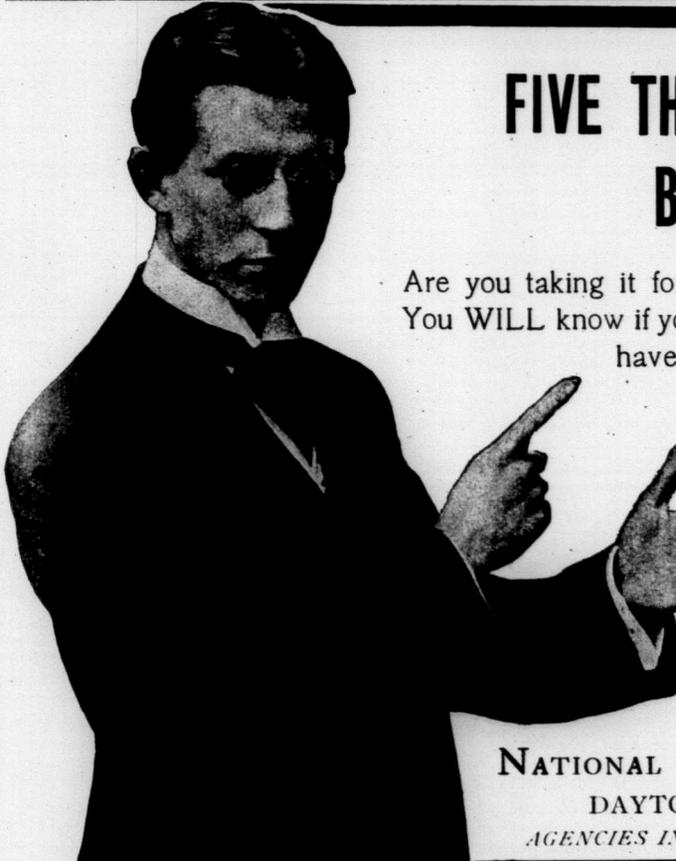
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**The ROLLA L. CRAIN CO., Limited**

Head Office and Factory:  
**TORONTO, 18 TORONTO ST.      OTTAWA,      MONTREAL, IMPERIAL BLDG.**

Write to our nearest office for information and prices.

N.B.—As a special inducement to customers ordering by mail, we will prepay express charges to any place in Canada on orders accompanied by cash.



## FIVE THINGS MUST BE WATCHED BY A STOREKEEPER

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction.

**IT TELLS**

- 1 How much CASH business was done.
- 2 The goods sold on CREDIT.
- 3 What was RECEIVED ON ACCOUNT.
- 4 The amount PAID OUT.
- 5 If a mistake was made CHANGING MONEY.

**MACHINERY MAKES NO MISTAKES. NO MISTAKES—NO LOSSES.**

**NATIONAL CASH REGISTER Co.**  
DAYTON, OHIO, U. S. A.  
AGENCIES IN ALL PRINCIPAL CITIES

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If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.

Saw your ad in  
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**F. C. CALVERT & CO.**

**Manchester, England,**

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

**Calvert's 20 per cent. Carbolic Soap** affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

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F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

**807 Dorchester St., Montreal.**

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Price Lists, etc., mailed on application.

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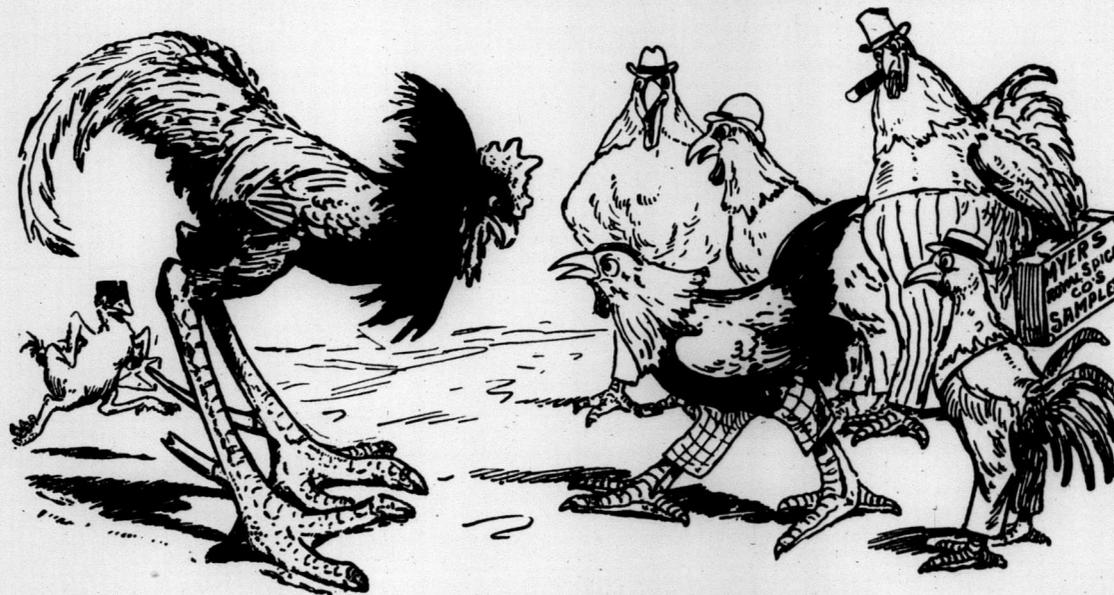
**IMPORTERS** of CANADIAN LUMBER, FLOUR, CODFISH, OATS, HAY, Etc.

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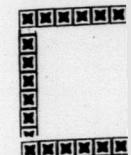


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**MYERS SPICE for Horses, Cattle, Poultry, etc.**

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write **MYERS ROYAL SPICE CO., Niagara Falls, Ont.,** for further particulars.



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## Professional Training for Business

**T**HE higher institutions of learning in the United States and Canada are extending their teaching to the training of men for the world of affairs. Law, medicine, theology, engineering and teaching have the rank of professions, and the necessity for expert training for these careers is no longer questioned. Business as such has until recently been allowed to shift for itself. Here was one field, so it was said, in which a university education could be of no practical value. This was no place for theory. Business must be learned in the thick of the struggle. The four years devoted to a college education could not be spared from the apprenticeship essential to business success.

### A Change of Attitude.

is now taking place on the part of the colleges, and the business world has met the college half-way. Business has become vast and complex. For the large problems now confronting it large men are needed. The success of the great corporation to-day depends primarily upon the possibility of securing not capital, but brains. Weakness in management cannot be tolerated. The price of inefficiency is failure. The business community has been compelled in self-defence to turn for aid to the institutions which have served other professions so faithfully.

Not all the universities have accepted the new task willingly, and even in those which have are many men who look with concern upon this attempt to "commercialize" collegiate instruction and to divert it from scholarly and liberal pursuits. It is asserted that institutions of learning are now to be employed in teaching men to drive sharper bargains and to magnify the importance of mere money-getting. But this is to misinterpret the spirit of the movement. Its purpose, beyond the obvious one of providing a sound business training, is, by means of the disciplined mind and the matured judgment, to develop a greater sense of social responsibility, a more generous and sympathetic view of commercial welfare, a spirit of self-sacrifice at present so foreign to the world of affairs. If it is replied that there can be no such thing as sentiment in business and that each man must look out for himself, this answer must be regarded as a severe arraignment of the

existing order and a most effective argument for sounder and broader business training. A system of business education has no defence that fails to raise the level of industrial negotiation.

### Business Can Be Taught.

The institutions that have undertaken this task insist that business can be taught. The multitude of details, varying with each industry and with the individuality of its director, must obviously be acquired in the industry itself, but the underlying principles that establish the relationship between an industry and the business world in general are proper subjects of instruction. Educational institutions can train for business so soon as businesses have evolved a body of principles capable of systematization and of scientific analysis. In this task of systematization, or even in the discovery of the principles themselves, very little of direct aid can be looked for from the business men who are unaccustomed to the consideration of their businesses from the pedagogical standpoint. This is the problem for the schools.

### The Organization of the Work.

differs somewhat in the different institutions, but these variations can all be included under two general plans:

First, courses of study offered as a part of the university curriculum, open as electives to students, with a certain degree of sequence and unity in the work, assured through faculty supervision; and,

Second, distinct schools in which definite requirements are made for the completion of an organized course, with or without recognition at the end by a specific degree other than the customary academic degree.

The form of organization is not necessarily of importance, yet the character of the work done will eventually be shaped largely thereby. A well-organized "school" gives compactness to the work, renders possible an arbitrariness in requirements often necessary to insure all-round training, permits heavier demands and a more rapid pace, allows of a discipline that banishes the irresponsibility of academic life, thereby facilitating entrance upon the rigors of business, and develops an esprit de corps among the students that is a spur to effort. On the other hand, courses of

training for business offered as electives in the general curriculum, granting maturity of mind and power of selection, have the advantage of being capable of introduction into the general course without disturbing the university's organization or increasing its machinery. It follows that the "schools" will, as time goes on, become more narrowly technical and will train their students for specific careers, whereas the university course will attempt only to offer such training as will give a broad underlying foundation for business in general. The colleges and universities have yet, however, made no such sharp distinction. The work is in brief as follows:

### Nature of Studies Required.

Most of the schools require a certain amount of general college work as a prerequisite. This distinguishes them sharply from the so-called "commercial college," in which the instruction consists largely of clerical accomplishments, such as stenography, penmanship, and bookkeeping, and in which no preparation is necessary except in the most elementary branches. They usually expect two years of preliminary work, consisting of the regular college courses in mathematics, the sciences, languages, history, and economics. During this preliminary period the student is introduced, in some institutions, to the elementary phases of his later work. It is the general opinion, however, that this period of preparation should be undisturbed by the invasion of commercial work, for such work introduced thus early has a tendency to absorb a young man's attention before his mind has been disciplined to handle it to advantage, and deprives him of his only opportunity to secure anything that approaches a general education.

### Commercial Courses.

Coming now to the commercial courses themselves, certain work is regarded by most of the institutions as essential for all students, regardless of the business for which they are preparing themselves. This includes:

1. Business law, which involves a brief consideration of contracts, sales, bills and notes, carriers, agency, and corporations, the object being not to train the student to be an expert in law, but to equip him for the better administration of his business; not to make it possible

for him to dispense with the services of a lawyer, but rather to enable him to know when to seek legal advice.

2. Corporation finance, including a knowledge of securities, their methods of handling, the financing of large enterprises, and the workings of the money market.

3. Modern language—German, French, and Spanish—which is of growing importance, as there are very few businesses of any extent to-day that are not engaged in international negotiation.

4. Domestic and foreign trade, including commercial geography or the distribution and handling of commercial products; the technique of industry, covering sources of raw material, processes of manufacture, and markets; transportation, both domestic and foreign, with the methods and facilities employed.

5. Modern advanced accounting and auditing. In addition, the sciences, especially chemistry, physics, and mineralogy, are prescribed for some businesses, particularly in the field of manufacturing, and in some schools elementary courses in engineering are offered.

With these courses as a basis, a number of institutions are offering training for specific careers. Thus far they have quite generally confined themselves to banking and private finance, transportation and insurance. Training for journalism is announced in one or two instances, but this has not become general, for it is recognized that the best preparation for this career is to be found in a thorough equipment in English, history, economics, and the problems of present-day industry rather than in instruction in the art of journalistic work.

From the standpoint of the business community to-day a degree is of no importance. From the student's standpoint it is a much-desired recognition of work done. If business is to become eventually a profession in the best sense, it is desirable that a degree should be created as significant as that now conferred upon engineers. The customary academic degrees are not adequate.

#### College Man in Favor.

The attitude of the business community toward the college man trained for business is becoming constantly more favorable, as it is toward college men in general. Formerly the prejudice against them was strong, and it was in part justifiable. Many a young man just out of college, with exaggerated ideas of his attainments and capacity, was unwilling to gain his experience in humble positions. An unfortunate experience with one individual was often

sufficient to prejudice a business man against the college graduates as a class. This prejudice seems to be disappearing before the more rational attitude of the college graduate and the greater appreciation of his real worth by his employer. It is becoming common for many large concerns, such as the electric companies and the life insurance companies, to send representatives to the colleges every Spring to select the most desirable men from the graduating classes. These companies frankly admit the superiority of the college-trained man. A prominent American railroad president perhaps expresses the view of the majority of broad-minded business men when he says: "In selecting help we should give preference to a college-educated man, all other things being equal, and we have no prejudice against them. As a general thing, we find college-bred men capable of reaching a higher standard in the service in shorter time than those who lack the mental training that goes with education, provided they are willing to take hold in a subordinate place and work as others are willing to work who have not had their advantages."

#### Demand for College Trained Man.

The superiority of the college-trained man in business once admitted, the demand for men specially trained for this work follows as a matter of course. Such objections as come from the business community come from what may be regarded as special sources. Men who have built up successful businesses through personal invention and skill resent the suggestion that any school can teach a young man their methods. The obvious reply is that no school would attempt to do so. For business of this character (and they are mainly manufacturing businesses) only, the broad underlying principles affecting the industry would be the subject of instruction. Detailed study has confined itself thus far to those businesses which are either quasi-public in their nature or whose organization is a matter of such general knowledge that they have become affected with a public interest.

That the demand for specially trained men has already begun is shown by letters from the directors of some of the schools. One writes:

"I could have placed a dozen graduates this year if I had had them. I have been asked to supply three or four graduates for administrative work in one of the great electrical companies, and a similar request has come from at least one of the larger insurance companies. One or two railroad men have

undertaken to provide places in auditing, accounting, and similar departments for students through the Summer, in order to test them so that any man specially fitted for the work might find a permanent place with them. One of the largest auditing companies has asked me for men whom I could not supply. The point is that the business men are interested enough to give the students opportunities to get acquainted with the practical side and to try them."

#### How the Student Looks at It.

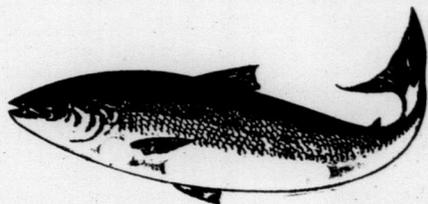
The attitude of the students themselves toward this new form of education is not the least gratifying phase of the movement. Attracted by the opportunities opening everywhere for the exercise of power and responsibility, college men are inclining more and more toward business as a career. Statistics have frequently been compiled which show this tendency. Of this year's graduating class in a leading university, numbering 313, 112 will go into business, 85 into law, 24 into medicine, 25 into teaching, 9 into the ministry, and 26 will do special work, in many cases of a business character. It should be noted further than many who pursue law studies have business as their aim and should be classed with business men. It is through the legal profession that our business life is receiving many of its strongest recruits. There seems to be no good reason for doubting that business will in time follow law and medicine and rise to the dignity of a real profession.

#### CANADIAN TRADE WITH AUSTRALIA.

That Canadian manufacturers are rapidly coming to the front in Australia under the stimulus of a prospective preferential tariff is evidenced by the number of agents and travellers now showing samples in Melbourne and Adelaide, and the number of orders being forwarded to Canada. The Canadian Government agent in Australia points out that importers there are disposed to give Canadian goods the preference over foreign goods, everything else being equal.

One Canadian traveller reports that owing to the preferential tariff in New Zealand he was able to deliver goods there duty paid at 11 per cent. less than foreign goods of a similar class.

# SOCKEYE SALMON



**"Sovereign" and "Lynx"**  
**Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



# "Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

**New Pack** is in the hands of the wholesale trade.

# A Healthy Purse If You Sell

**"HALIFAX," "ACADIA" AND  
"BLUENOSE" BRANDS OF PREPARED  
COD**

# FISH

and a healthy stomach for everyone who consumes them. **Better than meat  
for both profit and health.**

**BLACK BROS. & CO., LIMITED, HALIFAX.**

A. H. BRITTAIN & CO., Representatives in Quebec and Ontario.

Board of Trade Building, MONTREAL.

# Agriculture in the Northwest

**T**HE Canadian Northwest is today the attractive point for a greater number of desirable try on the face of the globe, settlers than any other country with its magnificent area of grain and grazing lands admittedly the most productive on the North American continent. These have attracted no less than 700,000 settlers during the past seven years, 150,000 having come during 1902 and 1903, and the tide of immigration is sweeping on with unprecedented rapidity. It is difficult to realize the vastness of this magnificent agricultural

## Manitoba.

In 1870 the agricultural production of Manitoba, with its area of 41,169,098 acres, found no place in the records. In 1881 it was credited with producing 1,000,000 bushels of wheat on an acreage of 51,300, and 1,270,268 bushels of oats. In 1902 the acreage of Manitoba was 3,189,015, 2,039,940 of which was in wheat, producing a yield of 53,000,000 bushels. The acreage under crop in 1903 was 3,757,173, with 2,442,873 acres in wheat, and the production of wheat 40,116,878 bushels; 855,431 acres of oat crop yielded 33,035,754 bushels; 326,587

yet drawing more than a portion of the interest accruing from year to year. Only when 20,000,000 acres of their heritage are actually cropped will they realize what the account to their credit is; 4,000,000 acres are now under cultivation. These lands can still be purchased at from \$5 to \$40 an acre. Resident farmers, whose lands are valued today at from \$15 to \$40 an acre, are realizing a revenue from the same equal to seven per cent. on an investment of more than double this value.

The average Manitoba wheat yield per acre in 1903 was 16.42 bushels. The



A Ten-mile View of a Prairie and Wooded District in the Northwest.

country and its unlimited resources, which are only mildly described by saying it extends from Lake Superior on the east to the Rocky Mountains on the West, a stretch of nearly 1,200 miles, and from the 49th parallel on the south northward nearly 500 miles, containing 385,000,000 acres. It is literally a land of promise to the farmer, with its many millions of acres adapted to wheat growing, and only a relatively small portion turned by the plough as yet.

acres yielded 8,707,252 bushels of barley, and 21,198 acres, 4,757,000 bushels of potatoes, a total of nearly 100,000,000 bushels. Cultivated grasses yield about two tons per acre, and native grasses a ton and a-half.

An authority on the Canadian West recently said:

The rich soil and favorable climatic conditions of Manitoba are as a bank account, upon which present farmers in the province are not

following table gives some idea of the producing capacity per acre of Manitoba land, as compared with that of the wheat-raising belt in the United States:

	Av. for 10 yrs. bu.	1903 Bu.	1902 Bu.	1901 Bu.
Manitoba.....	21.7	16.4	26.0	25.1
Kansas.....	12.7	17.1	10.9	18.5
Minnesota.....	14.2	13.1	13.9	12.9
North Dakota.....	12.7	12.7	15.9	13.1
South Dakota.....	10.4	13.8	12.2	12.9
Nebraska.....	12.2	12.6	13.9	17.1
Iowa.....	14.7	12.1		
Missouri.....	11.6	* 8.7		

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**Messrs. Grimble & Co.**  
LIMITED

Specially request the trade to consider quality when placing their orders for

**VINEGARS**

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wother-  
spoon, 204 Board of Trade Building,  
Montreal, will receive prompt attention.

**I. S. WOTHERSPOON,**  
204 Board of Trade Building,  
MONTREAL, P. Q.

**O Yes!**

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



**Batty & Co.**

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

ESTABLISHED 1824.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest  
**MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.**

NO CARAMEL, NO GLUCOSE used in their manufacture.

**BROMLEY'S**  
**COFFEE**  
**ESSENCES**

The HOSPITAL says:—"It is quite the best of its kind we have ever tested."

The LANCET says:—"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIDERATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

**Dr. Laing's**  
**Cream Sauce**

THE ONLY SAUCE IN THE WORLD CONTAINING

PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

During the year 1902, 50.7 per cent. of all the wheat officially inspected at Winnipeg graded No. 1 hard, and 30.6 per cent. No. 1 northern, making eighty-one per cent. of the total receipts fall within the two highest market grades. During the same time only one per cent. of the receipts at Minnesota were hard, and twenty-two per cent. No. 1 northern; only twenty-three per cent. of the total receipts represented the two highest gradings.

That there has also been a satisfactory growth in the dairying industry of Manitoba is shown by the fact that the dairy produce for 1902 was valued at \$747,604. This industry is likely to as-



sume phenomenal proportions in the near future. During the Winter of 1902-03, 13,986 head of cattle were fattened, while the number of milch cows in the province was 126,846.

#### Assiniboia.

This district, to the west of Manitoba, containing 34,000,000 acres, is in part a continuation to the westward of the grain-growing areas of Manitoba. In Eastern and part of Western Assiniboia excellent crops of wheat, coarse grains and vegetables are produced, and the climate answers all requirements, for the production of No. 1 hard wheat, for which Western Canada is noted the world over. This district, in conjunction with the Province of Manitoba, will one day be one of the greatest wheat-producing sections of the American continent, and for the following reasons: 1.—It has a soil particularly rich in the food of the wheat-plant. 2.—It has a climate that brings the plant to maturity with great rapidity. 3.—On account of its northern latitude it receives more sunshine during the period of growth than the country to the south. 4.—Absence of rust due to dryness of climate. 5.—Absence of insect

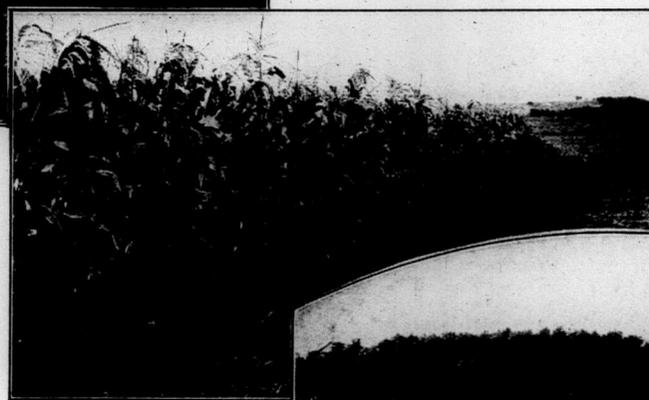
The possibilities of Assiniboia in wheat growing are shown by the averages of tests made at the experimental farm in 1902, when eleven varieties of the most suitable wheat, sown on April 19, were cut in 130 days, and yielded 4,314 pounds of straw and forty-three bushels and two pounds of grain per acre. The cultivation of flax is carried on in Western Assiniboia to a large extent and a number of farmers are reported to have paid the entire cost of their farms from the yield of the first flax crop. By far the most important industry in Western Assiniboia, however, is that of ranching. The wide stretches of prairie afford excellent grazing for sheep and cattle, and indirectly splendid returns to the stockman, who gets from \$40 to \$50 for steers which cost him only the interest on the original

cattle and sheep. The crops consist of wheat, oats, barley and potatoes, while turnips and all kinds of vegetables are raised successfully. The normal yield of wheat (Red Fyfe) is about thirty bushels to the acre in favorable seasons, and of oats about sixty bushels. The country is also remarkably well adapted for stock raising, and large shipments are made annually. Almost any portion of this district answers all the requirements for dairy farming which is already being carried on extensively.

#### Alberta.

The district of Alberta contains 106,100 square miles, and comprises within its limits two divisions showing marked distinctions in topographical and climatic conditions. The southern is an open rolling country, devoid of timber, except along the streams and in the foothills of the Rocky Mountains, and is essentially a ranching and dairying country, offering unequalled opportunities for effort in those directions. Cattle, horses and sheep graze outside during the whole year, and hay is easily and cheaply secured for weak stock. With good management the profits to stockmen are large, \$40 and \$50 per head being paid for steers during 1903.

Large



Grain and Root Crops in the Northwest.



investment of

stocking the ranch, and his share in the cost of the annual round-up. Dairy farming has also become exceedingly popular in this section of Western Assiniboia, where the natural grazing advantages enable one to keep a large number of cattle, which need no feed except for short intervals during exceptionally stormy weather in the Winter months.

#### Saskatchewan.

Saskatchewan, lying north of Assiniboia, is the largest of the four provincial districts carved out of the Territories by the Dominion Parliament in 1882. Its area is 106,700 miles, and may be described as well suited by climate and soil for the raising of wheat,

bands of young stock are annually brought in from Eastern Canada and some of the Western United States, to be fattened on the ranges, the profits being sufficiently large to amply pay for reshipment, after fattening, to European and other eastern markets. Mixed farming is successfully carried on somewhat generally.

Dairying is carried on with great success, the country being pre-eminently fitted for it. To a wide range of the best wild pasture are added an abundant water supply and shading and sheltering groves of trees. During the Summer season the averages are for each cow four and one-half gallons of milk per day,

**MONKLAND MILLS**      **BROOMFIELD MILLS**      **FERGUS ELEVATOR**

# James Wilson & Sons

Manufacturers and Exporters of  
the Finest Grades of

**OATMEAL**  
**PEASE MEAL**  
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**POT BARLEY**  
**PEARL BARLEY**  
**ROUND PEAS**

Feed of All Kinds  
Correspondence Solicited

**FERGUS, ONTARIO, CANADA**

**MADE IN CANADA**

FROM

**Manitoba Wheat.**

That Cereal Breakfast Food, "Wheat Marrow," makes "a perfect breakfast" for dyspeptics, for children, and for those in robust health. It is a brain and nerve, bone and muscle builder.

It contains four-fifths of the elements necessary to sustain life. It is unlike any other Cereal Food on the market. It is truly "a perfect breakfast food."

**Wheat**

**Marrow**

**PAYS YOU 50 PER CENT.**

Put up in Boxes of 24 Cartons . . .

**WM. MACK,**

Express Roller Mills.

**CORNWALL.**

Selling Agents, A. P. TIPPET & CO., Montreal.

# 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 a short time 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.

and six and one-half pounds of butter per week.

In Southern Alberta irrigation is largely resorted to in producing grain and fodder crops; by this means returns of the most satisfactory character have been obtained. The many streams flowing down from the mountains afford bountiful supplies of water for this purpose, and at the present time some three hundred miles of ditches and canals have been constructed to carry water for irrigation. These streams also afford an unfailling supply for stock and for dairy operations.

During the past two or three years great success has followed the growing of Winter wheat. This has been particularly the case in Southern Alberta, in the neighborhood of the foothills, north of Calgary, and around Lethbridge, Macleod, and Claresholm. Reports at hand show a yield of forty-five bushels to the acre. Fall wheat is also being successfully produced in several sections of Alberta.

The great fertile valley of Northern Alberta is suited to grain raising, mixed farming, ranching and dairying, all of which are profitably carried on. In ordinarily good seasons the regular yield is sixty to seventy-five bushels of oats, averaging forty pounds to the bushel, while barley will yield sixty bushels, wheat over forty, while potatoes of from two to three pounds' weight are not a rarity. There is also a varied and nutritive pasture during a long season in Summer, an abundant supply of hay procurable for Winter feeding, and an abundant and universally distributed water supply which makes stock raising profitable in the extreme.

The following tables represent comparatively the area of acreage and yield of the principal cereal crops in the Northwest Territories:

Wheat.			
Year.	Acres.	Bushels.	Yield per acre.
1898.....	307,580	5,542,478	18.01
1902.....	625,758	13,956,850	22.30
1903.....	673,715	12,500,000	18.58

Oats.			
Year.	Acres.	Bushels.	Yield per acre.
1898.....	105,077	3,040,307	28.93
1902.....	310,367	10,661,295	34.35
1903.....	214,409	7,600,000	35.51

Barley.			
Year.	Acres.	Bushels.	Yield per acre.
1898.....	17,092	449,512	26.19
1902.....	36,445	870,417	23.88
1903.....	15,087	409,000	27.10

The total acreage of barley, wheat and oats for 1903 totalled 903,211 acres, and the production therefrom 20,509,000 bushels.

A recent estimate has been made of the quantity of grain Manitoba and the three Southern Territories may be expected to yield. The census returns of 1901 show that these regions had 3,600,000 acres under crop. The number of acres under crop in 1903 was 4,687,583, an increase of over thirty per cent. Assuming that the area of Manitoba and the three territories is 228,000,000 acres, and that, of this, 45,000,000 are available for wheat, oats and barley, the calculation will result in showing that in twelve years the whole 45,000,000 acres will be taken up, while the output at the present average per acre will be:

	Acres.	Yield bushels
Wheat.....	29,700,000	750,000,000
Oats.....	11,250,000	528,000,000
Barley.....	4,050,000	141,750,000

From the rate at which population is pouring into these regions it is safe to say that the 45,000,000 acres will be under the plough and yielding a harvest long before the expiration of the term of years mentioned.

By that time double the number of acres will be ready for the farmer, and still there will be 138,000,000 acres to be brought under the plough.

MR. ALEXANDER MacLEAN.

MR. ALEXANDER MacLEAN, of Ottawa, who has been appointed Canadian Trade Commissioner to Japan, has had a wide and varied experience. His parents, who were natives of Inverness-shire, Scotland, came to Canada in 1832, and took up a farm in South Dumfries, Brant County, where the subject of this sketch was born two years later. Having followed the usual occupations on the farm and attended the public school and later the grammar school in Paris, he became a school teacher at 20 years of age, which occupation he followed for a year. After serving an apprenticeship in a general store at Ayr, he went to Stratford, where he engaged in the lumber business.

In 1861 he made another change and established the Mitchell Reformer, which he conducted until 1865, when he assumed editorial responsibility for the Cornwall Freeholder, the home organ of the late Hon. John Sandfield Macdonald. There he remained until 1872, when he was appointed Ottawa correspondent of the Toronto Globe, a position which he filled to the entire satisfaction of Mr. Brown and of the Reform party generally during the exciting time

of the Pacific scandal. In 1871 he retired from the Globe staff and joined John C. Roger in the purchase of the Ottawa Times, which they conducted for two years in the Reform interest and then sold to the late A. M. Burgess afterwards deputy minister of the Interior. In the meantime the firm of MacLean, Roger & Co., had secured the contract for the parliamentary and departmental printing of the Dominion Government, which was renewed on several occasions until the Government established the printing bureau in 1888. In conjunction with Mr. Roger and others, Mr. MacLean established the Canadian Granite Co., and later the Ottawa Granolithic Paving Co., of both of which he was president. In 1891 and 1895 he was also managing director of the Montreal Herald. Mr. MacLean has



Mr. Alexander MacLean, Canadian Trade Commissioner to Japan.

always taken deep interest in public and municipal matters. For four years, 1887 to 1894, he acted as alderman in Ottawa, and during the latter year, as chairman of the Street Railway Committee, he took a prominent part in the negotiations leading to the construction of the Ottawa Electric Railway. He has been president of St. Andrew's Society, of the Ottawa Art School, and of the Central Canada Exhibition Association. In politics he has always been a Liberal, and for a term he held the office of president of the Ottawa Reform Association. He belongs to the Masonic Order, being a past master of the Cornwall lodge, which he joined in 1868.

# Orange Meat

### How Made

Scientifically and hygienically prepared from pure No. 1 white wheat. It is thoroughly cooked and is easily digested. There are many delightful ways in which it can be served, for breakfast and luncheon. For just-before-retiring it is perfect. It is flavored with honey and is most appetizing.

Carefully put up in a mercerized paper bag, in a perfectly sealed and attractive package, which preserves it fresh and crisp for months and absolutely impervious to contamination from dust, dampness and noxious odors and insects.

**The Frontenac Cereal Co.,**  
 Limited  
 43 Scott Street, Toronto



Sell  
**Orange Meat**  
 The Ideal Cereal

**Orange Meat**  
 The Premium Food

# Orange Meat

### How Sold

Is put up in two sizes, one to retail at 15c., the other at 25c.

### THE 15-CENT PACKAGE

Contains Premium Coupons which give zest to its sale.

Packed and priced as follows:

Single Cases (36 packages) \$4.50  
 5 and 10 Cases \$4.40

### THE 25-CENT PACKAGE

Contains about 2½ times the contents of the 15-cent package, and so is exceptional value to the customer. No coupons with this package.

Packed and priced as follows:

Single Cases (20 packages) \$4.00  
 (Freight paid on 5-case lots)  
 A clean 25 per cent. to the retailer.

**The Frontenac Cereal Co.,**  
 Limited  
 43 Scott Street, Toronto



Send for "The Story of Mrs. Dooley" in booklet form. Free. A most interesting statement.

The illustrations herewith presented are taken from "The Story of Mrs. Dooley."



# Mrs. Dooley's Laundry Soap

excels, by the consent of its users, any other Laundry Soap made.

**It contains Borax.**

Its sale in a few months has had a remarkable increase.



**10%**

Mrs. Dooley's Laundry Soap pays the retailer about 10% more profit than any other good soap he handles. 10% is a profit too good to be neglected.

Mrs. Dooley's Laundry Soap is priced as follows:

Single Case,	\$3.70.
5 Case Lots,	3.60.
10 " "	3.50.
25 " "	3.40.

Order from your wholesale grocer.

Mrs. Dooley's Soap Wrappers are redeemed in CASH.

1 cent for 4 wrappers. Cash is preferable to premiums.



MRS. DOOLEY'S  
 LAUNDRY SOAP  
 is made by  
**The Metropolitan Soap Co.**  
 LIMITED  
 TORONTO





# CROWN BRAND CEREALS

are made 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

Foreign importers should correspond with us. Our facilities for handling this class of business enable us to fill all orders promptly and with first-class goods.



## Crown Foods

Beaver Oats,  
Swiss Food,  
Rolled Oats,  
Cut Oatmeal,  
Flaked Wheat,  
Flour,  
Corn Meal.

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

## Swiss Food

is our leading cereal,—a wheat product, prepared by scientific methods in the best manner possible. A large-flaked food, put up in handsome cartons. Has enjoyed and is enjoying the maximum of favor.



# P. McIntosh & Son,

MILLERS AND MANUFACTURERS,

Cable address "Intosh"

— TORONTO, CAN.



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# FLOUR AND CEREAL FOODS

## FLOUR TRADE IN JAPAN.

**T**HE importation of flour into Japan was much greater in 1903 than in the preceding years, and, although this increase has been ascribed to war preparations, there is reason to expect a continued expansion of the market for this commodity in this country. In 1901 the importation of flour amounted to 81,000,000 pounds; in 1902 it was a little more, but in 1903 it increased to over 269,000,000 pounds, or more than three times as much as in 1901.

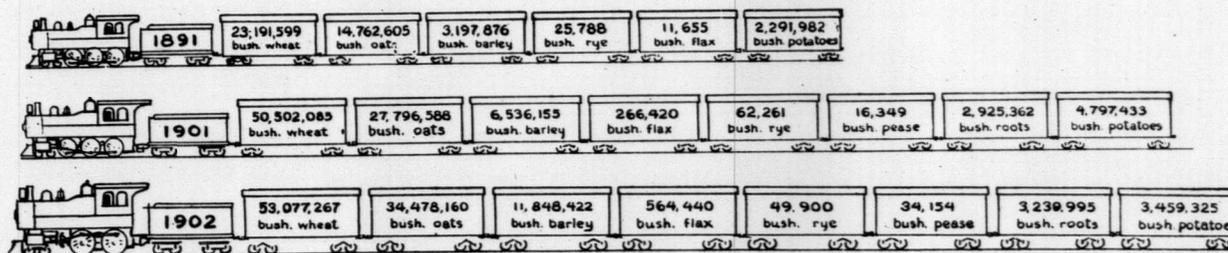
Wheat flour has largely displaced rice flour in the preparation of many Japanese sweets and cakes, and a great deal of the former is now used for this purpose and for paste for the manufacture of fans, screens, etc. For this

500,000 pounds of rice per annum. The official report of the amount of rice raised in Japan increased by the excess of imports over exports shows that more than 16,000,000,000 pounds were used in each of the years 1901 and 1902. If the people of the country should vary their diet by the use of bread in place of one-half the rice now consumed, the amount of flour required would be nearly thirty times as great as the unprecedented importation of 1903. Such a change in the diet of the nation is not a future improbability, providing a pound of flour continues to be furnished the consumer at the same price as a pound of rice, and is found to possess equal nutritive value.

known that two big Canadian milling concerns have already been meeting with phenomenal success in their export trade which may be considered merely as a foretaste of what is in store for the milling industry of Canada as a whole.

### Export Trade in Breadstuffs.

**D**URING the year 1903 Canada exported to foreign countries, principally Great Britain, wheat to the value of \$21,566,000, flour to the value of \$4,699,000, oats valued at \$2,583,000, and oatmeal valued at \$537,000. Exports of barley in 1903 were valued at \$157,233, beans at \$79,621, buckwheat at \$175,391, Indian corn at \$36,325, peas at \$1,052,713, rye at \$269,952, all other grain at \$3,299, malt at \$7,415, Indian or cornmeal at \$1,993, and all other grain products at \$26,-



Increase in harvest of the chief Canadian cereals and roots.

reason Japanese dealers prefer flour rich in starch and dextrin, being less particular about the whiteness; thus the flour which ranks best in the home market sometimes proves less acceptable to the Japanese than that which is considered inferior in Canada, and exporters should bear in mind this difference in the requirements of the market.

Among the Japanese, wheat flour is not yet generally used for making bread, but a few are beginning to vary their diet by its introduction, and in the further development of this tendency lies the possibility of an immense market for the product of Canadian mills. It has been said that a Japanese eats on an average one pound of rice per day. The country, exclusive of Formosa, has a population of 42,300,000, and therefore the nation must consume as food 15,439,-

Under these conditions, who is to raise the wheat and manufacture the flour to meet such a demand? Canada is already seeking an outlet for the products of her extensive, fertile fields. During the Osaka exposition of last year the agents of Canadian firms were systematically and actively engaged in exhibiting the superiority of their flour, and this activity is already bearing fruit in increased exportations to Japan.

It rests altogether with Canadian millers to make the best use of the splendid opportunities within their reach at the present time for the extension of trade with Japan. With her enormous wheat-growing areas it looks as if the possibilities of the flour export trade in Canada will be practically without limit in the near future. It is well

223—making a grand total of exportations of breadstuffs from the Dominion of Canada during 1903 of over \$34,500,000, as compared with \$17,525,915 five years ago, an increase of approximately 100 per cent. Of the total wheat exportation of Canada in 1903 \$22,999,715 worth went to Great Britain, and \$536,264 to the United States. The States bought oats from Canada to the extent of \$39,062, while Great Britain's importations amounted to \$1,861,661, while other grain was exported to these countries to the value of \$73,679 and \$573,649 respectively. Great Britain took peas to the value of \$476,714, and the United States to the value of \$210,033. Exportations of wheat flour to these countries were valued at \$2,338,667 and \$68,216, and of oatmeal \$180,458 and \$888 respectively.

These figures represent, however, a small portion of the grain products of

Canadian farms. The value of the cereal production of the Canadian Northwest alone for 1903 is estimated at about \$55,000,000. Of this wheat, which is a cash crop, will bring in nearly \$45,000,000, while there remains some 40,000,000 bushels of oats and 11,000,000 bushels of barley, representing alone a value of about \$12,000,000. Only 10 per cent. of all this is sold, the balance being used at home by farmers as feed for their stock.

In this connection it must be remembered that Canada is just beginning to realize her possibilities in the production of breadstuffs. At the present time only a small percentage of the acreage suited to the production of cereals is under cultivation, and Canadian milling institutions, as far as export trade is concerned, have but recently sprung into existence, so to speak, even if they are able to show an output of manufactured grain products for export trade valued at \$5,500,000. If the present rate of increase is kept up, there is no question that these figures will look

of which Canada supplied 32,985,745 bushels in 1903. Reckoning roughly Canada will have to increase her total exportations about 5 or 6 fold in order to supply this market. Since 1896, or in 7 years, these have increased three-

generally appreciated than that raised in Canada—and particularly that from the Northwest.

"We look forward to the time when at the present rate of progress, the Dominion of Canada will have a sufficient

EXPORTS OF BREADSTUFFS.

Year	Wheat	Flour of wheat	Total of wheat and flour	Barley	Oats	Peas	Beans
	Bush.	Bbls.	Bush.	Bush.	Bush.	Bush.	Bush.
1896	9,919,542	186,716	10,759,764	840,725	968,137	1,757,115	254,213
1897	7,865,274	421,758	9,753,185	1,831,094	6,546,881	4,077,763	264,443
1898	18,963,107	1,240,438	24,689,698	443,656	9,876,463	3,236,131	273,295
1899	10,305,470	792,536	13,907,927	238,948	10,312,792	2,911,418	304,385
1900	16,844,659	768,162	20,365,393	2,156,282	6,929,214	3,059,927	312,056
1901	9,739,758	1,118,700	14,867,133	2,386,371	8,155,063	3,864,927	310,416
1902	26,117,530	1,866,648	31,098,000	457,117	5,030,123	2,001,779	154,131
1903	32,985,745	1,287,766	38,988,006	947,012	7,593,177	1,144,754	51,043

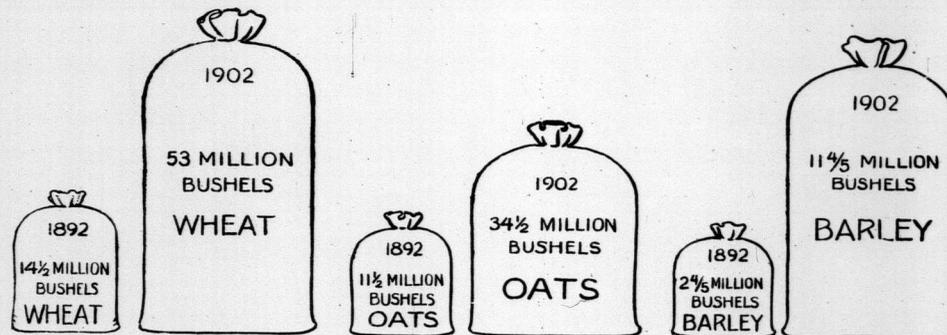
fold and over. The deduction follows that in 10 years or less Canada will be able to supply Great Britain with all the grain she requires.

On the occasion of a recent visit of Sir Wilfrid Laurier to the Corn Exchange, London, England, one of its leading members is reported to have made the following statement:

surplus of wheat to render Great Britain independent of other sources of supply."

**Milling in Canada.**

In company with the development of the western wheat fields, the milling industry of Canada is striding forward. Out of a total of some 2,500 mills scattered from the Atlantic to the Pacific, fully 200 have capacities of over 200 barrels per day, whilst the largest mills are capable of producing between two and three thousand barrels every twenty-four hours. The value produced has increased annually. In 1871 the output aggregated \$39,135,919. In 1881 the total reached \$41,772,372, and in 1891 it grew to \$52,423,286. A conservative estimate would place the present output at \$70,000,000. Though apparently few men are employed in the mills and the machinery seems to do everything by itself, yet no small portion of the population of Canada is given employment both directly and indirectly by the milling industry. Mechanics are required to keep the machinery in repair, engineers to run it, coopers to make the barrels and other employes to sew the sacks, not to speak of the millers themselves, who perform the actual work required in grinding wheat. Were the industry to be removed from the country,



Increase in principal Canadian cereals.

very small and ordinary when they are compared with those of Canadian exportations of breadstuffs a few years hence. It is interesting to note that the relative increase in Canada's general export trade, in which breadstuffs figure largely, during the past 10 years has been greatly in excess of that of any other country in the world.

According to an American financial writer the production of wheat in the United States is not keeping pace with the growing domestic demand. The result is gradually decreasing supplies for export. If such statements be true, the United States through the years to come will have smaller and smaller quantities of foodstuffs for export, and the natural deduction is that Canada will more and more be called upon to furnish the food importing countries with the breadstuffs which they require.

One hears Canada spoken of these days as the granary of Great Britain. The English market imports wheat to the extent of 150,000,000 bushels a year,

"When it is borne in mind that 80 per cent. of the breadstuffs of England has to be brought from abroad it may be readily appreciated with what great satisfaction Englishmen view the large and steadily increasing supplies of grain which are annually available for export

EXPORTS OF BREADSTUFFS.

Year	Rye	Corn	Buckwheat	Other grain	Oatmeal	Bran	Other breadstuffs
	Bush.	Bush.	Bush.	Bush.	Bbls.	Cwt.	Lbs.
1896	29	9,765	405,000	269	110,255	139,152	818,500
1897	216,463	53,913	479,555	1,761	152,019	173,189	1,354,300
1898	1,139,546	2,389	721,219	3,256	176,821	270,432	1,429,800
1899	327,486	140,932	334,492	7,539	119,986	227,340	857,600
1900	474,572	2,142	374,580	1,907	145,867	192,567	1,668,800
1901	687,059	1,000	429,334	4,190	151,851	349,355	3,591,200
1902	399,280	203,633	314,550	32,039	91,706	382,596	5,888,800
1903	470,419	70,328	314,349	5,450	144,836	351,641	.....

from Canada; and I challenge contradiction when I say that of the wheats imported by England from Russia, India, the Pacific, and the length and breadth of the United States, none gives more general satisfaction, and none is more

than and only then would Canadians discover how important, industrially, it is to the welfare of the land.

**THE EXPORT TRADE.**

One of the earliest commodities to be exported from Canada was flour. When

# Buyers of BEST GRANULATED DOUBLE KILN-DRIED CORNMEAL

Write us for samples and prices.

Our "SUNRISE" grade fears no competitor.

**THE CANADA FLOUR MILLS CO., LIMITED, CHATHAM, ONT.**

(In writing, please mention THE CANADIAN GROCER.)

J. B. STRINGER

ESTABLISHED 1867

JOHN WADDELL

## J. B. STRINGER & CO.

⇒ **GRAIN AND BEANS** ⇐

Chatham,

Ontario.

Elevators on C. P. R.,

G. T. R.,

Wabash R. R.,

and P. M. R. R.

CORRESPONDENCE INVITED.

SHREDDED  
WHOLE WHEAT

### BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD  
MADE OF THE WHOLE WHEAT.

**Shredded Whole Wheat Biscuit** — A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

**Triscuit** — The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

**THE NATURAL FOOD COMPANY,**  
32 Church St., TORONTO, ONT.

**NOTE.**—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

## A. A. McFALL

Miller and Grain Merchant

BOLTON, ONT., CAN.

BRANDS OF FLOUR:

Graham Flour  
"Pure Gold"  
Cracked Wheat  
"Albion's Pride"  
Wheat Germ  
"Good Loaf."

Write for Prices on  
**FLOUR, MILL FEED and GRAIN.**

the first shipment was made is unknown, but it is a matter of fact that in 1793, 10,900 barrels left the port of Quebec for the old world. This statement is authenticated by Bouchette, who gives a table of the exports for several successive years.

At the opening of the century the average annual exportation from Canada reached 20,000 barrels, which was increased to 45,000 in 1820. About this point the figures fluctuated, until probably 1830, when a rapid increase took place, bringing the exportation up to 490,335 barrels in 1849. The next decade witnessed a still further advancement, so that in 1860 over 850,000 barrels left the country.

The period from 1865 to 1895 was one of stagnation so far as the export trade was concerned. The average annual exportation did not pass much beyond 300,000 barrels, though in some years results were more satisfactory than in others. A considerable development is to be noted since 1895 and the average over the years 1898 to 1903 inclusive has exceeded 1,000,000 barrels per annum.

#### WHEAT VERSUS FLOUR.

The question naturally arises at this juncture as to whether Canada is exporting as much flour to-day in proportion to her exportation of wheat as she did at various periods in her past history. If this is found to be the case, the outlook is rendered so much the more hopeful. Beginning with the year 1870, the proportions range as follows: In that year 9 bushels of wheat were exported to every barrel of flour; in 1875, 11 to 1; in 1880, 9 to 1; in 1885, 19 to 1; in 1890, 4 to 1; in 1895, 39 to 1; in 1896, 53 to 1; in 1897, 18 to 1; in 1898, 14 to 1; in 1899, 13 to 1; in 1900, 22 to 1; and in 1901 only 9 to 1.

Now, considering that it is only within the last few years that the production of wheat in Canada has been increasing with any great degree of rapidity, it is most gratifying to find that milling has kept pace so well with its forward strides. For a time, in the early nineties, it seemed as if wheat would take and keep the lead, but the experience of the past five or six years has shown this to be as yet impossible. What the future will bring about is necessarily uncertain.

#### THE PRESENT SITUATION.

The situation of the milling industry in Canada at the present day is practically this. There are a good many well-equipped mills of medium size in Ontario, which, besides grinding wheat grown in the province, also turn a good deal of Manitoba wheat into flour. In addition, there are several large mills

in the west, devoted exclusively to making flour from Manitoba wheat. The mills throughout the rest of the country, with a few exceptions, simply supply local needs. As a result a great portion of the surplus output of the larger mills is required to supply the demand in the Maritime Provinces, Newfoundland and such parts of the country as have no mills. The excess over and above this is available for export.

Great Britain affords the best market for Canadian flour. There is a demand there estimated at probably \$450,000,000 a year. Of this amount Canada supplies barely 2 per cent. No one can fail to observe that there is a splendid field for development in this direction. Britain absorbs a great proportion of the Canadian wheat crop, but, instead of getting flour as well from this country, she patronizes the United States mills.

#### THE ORIENTAL DEMAND.

Another direction in which the future is sure to see a great development is in the Orient. China and Japan up to recent years have not been what one would term wheat-consuming countries. But the tendency has been of late towards a greater and greater consumption of flour. In this trade the Province of British Columbia seems bound to take no small share. Already the western states of the Union have obtained a hold on the Japanese trade. British Columbia, in a still closer proximity to the Oriental market, and able to draw from Canada's western wheat fields, should have little difficulty in securing a share of the trade, and ultimately controlling a large proportion of it.

#### A PREFERENCE REQUIRED.

The great desideratum is that Britain should afford her colonies some assistance. She has it in her power to make or mar the milling industry in this country. It is for her to say whether her premier colony shall be developed rapidly and in proportion to its resources or not. The United States and Russia, whence Britain derives much of her food, cannot be expected much longer to produce an excess over and above the home demand. Sooner or later Britain will be compelled to purchase all or next to all her food supply, beyond what is produced at home, from her colonies. Would it not be politic on her part to assist here and now in the development of Canada's natural resources.

The step required to accomplish this object would be the granting of a preference on colonial products, to Canada and the other parts of the Empire. A small tax on foreign produce would be all that would be required, and this would in no way endanger the British

food supply. The colonies to-day could probably supply a sufficiency, and with the stimulus of an increased demand in England, the production would be largely increased. Nor would the preference be at all liable to raise the price to the British consumer. During the South African war when a tax was imposed on food-stuff in England, the price did not rise. The tax was paid by the shipper and not by the consumer.

The result on the milling industry in Canada would doubtless be stupendous. Mills such as the one erected by a United States company in Peterboro, would spring up all over the country, and the money spent in their construction and equipment would be of enormous advantage to Canadian industry in general, while their operation in the future would ensure work for many.

#### How Flour is Transported in the East.

THE American Miller has the following interesting account of transportation of flour in the Far East:

The flour markets showed increased signs of activity in October last, when the agents of the Japanese Commissary Department commenced to purchase bag and box flour from Manila concerns in large quantities.

In every case the flour was handled entirely in a retail way. That is, all manual labor was employed for moving the flour sacks, by tram cart, caribou vehicle and often drag sleds. Flour arriving by the shipload from foreign ports direct to the harbor of Nagasaki was also handled in the piece-by-piece manner.

There are no hoisting machines for elevating quantities of flour, no mechanical conveying systems for moving bags ten to one hundred yards from shiphold to wagons, or even large conveyances for containing the loads of flour on roads. The Manila and Hoilo end supply imported flour in bags and boxes, as the Filipino has not as yet got his flour grinding mechanisms in good enough order, or expansive enough, to do any more grinding than is sufficient to supply immediate family requirements.

The best grades of wheat, corn and rice grains are ground by the slow stone-and-hand instrument pounding contrivances, and occasionally by great revolving stone or iron disks, turned by an animal traction machine. But the product is too small to count for anything in the supply and demand for flour when war is in progress. The Japanese, and some Russian agents as well, simply

## Fifty Years of Progress

**Pot Barley**

**Pearl Barley**

**Barley Feed**

Our raw material is grown in Canada's barley garden.

We have the advantage of a patent process invented by a **master of the milling art.**

Specializing 50 years in barley products has placed us in the lead. **The largest manufacturers in Canada.**

Let us quote you interesting prices.

And yet another product when the process is complete—an excellent stock food for the economical stock feeder

**JOHN MACKAY, Limited, Bowmanville, Can.**

## WOODSTOCK CEREAL Co.,

LIMITED

D. R. ROSS, President.

...EXPORTERS OF...

Rolled Oats

Split Peas

Oatmeal

Pot Barley

Special attention given to British and Continental trade. Write us for samples.

Codes:

A. B. C. and Riverside.

**WOODSTOCK, ONTARIO, CANADA**

## THE T. H. TAYLOR CO., Limited,

MILLERS and MANUFACTURERS,  
CHATHAM, ONTARIO, CAN.

Cable Address: "TAYLOR," CHATHAM.

### BEAVER AND DAISY FLOUR MILLS

CAPACITY—900 BBLs. PER DAY.

BRANDS:

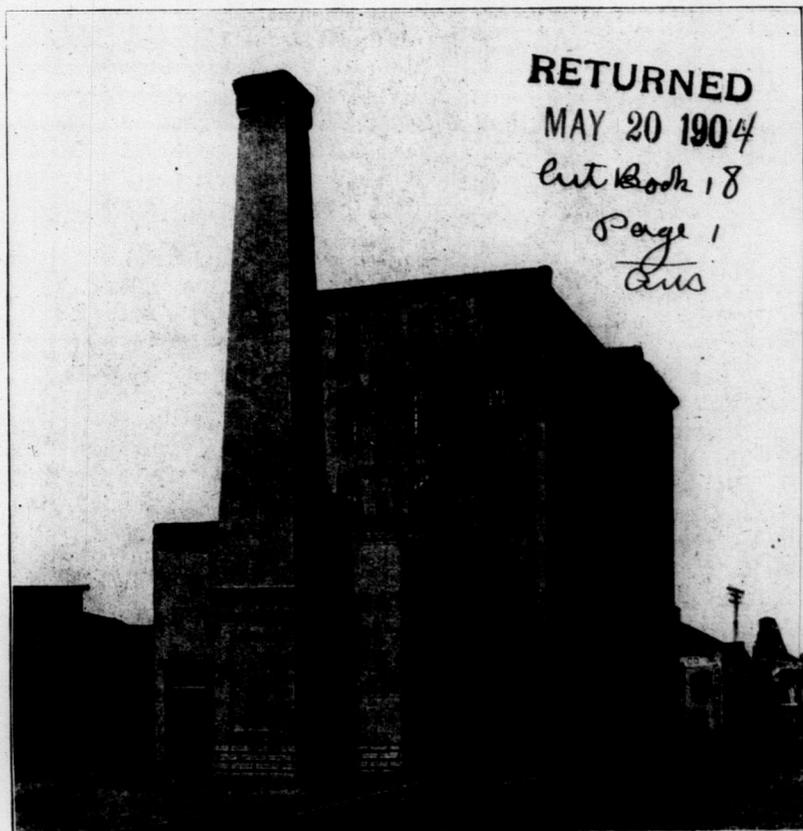
- "Northwest," "Perfect" (Hungarian Patent, No. 1 Hard).
- "Beaver Seal" (Hungarian Patent, Blended).
- "Headlight" (Winter Patent Blend, 80 per cent).
- "Sensation" (Winter Patent Blend, 90 per cent).
- "Famous" (Extra).

All kinds of Feeds, Coarse Grains and Cereals.  
The newest and best equipped Flour Mills in Canada.

Try our Blended Flour, "Beaver." It's the best.

### CHATHAM WOOLLEN MILLS.

Ladies' Friezes, Homespuns, Blanket Cloths, Mackinaws, Flannels, Tweeds, Etc.



visited all of the wholesale flour dealers in Manila, Iloilo and Zambanga, and contracted for their flour at advanced rates over the usual prices. This flour was then hauled to the water fronts in the different places on caribou carts, with Chinese and Filipino drivers, receiving a certain stipend per load, and landed near the lighters.

The lighters are loaded with the bags or boxes of flour and hauled by tugs to the deep-water craft waiting out in the bay. Often the flour is moved out to the deep-water ships in the native boats of small sizes, and more than once during the day a boat upsets and the flour is lost. The native boat used for general traffic has outriggers of bamboo to keep it balanced; but squalls come up often and the boat goes over, the cargo is lost and the boatmen hang to the riggers until rescued. The demands of the agents of the two armies quite drained the Manila markets of flour. Cargoes en route were bargained for, and in some cases the ship turned into

each trip, and this stick marks one load. At night they are paid according to the number of sticks they have gathered, one at the time.

The final move is to the carts of the jinricksha men. These men are of great service in the transportation of stores; they are speedy, hardened, jolly, and exceedingly useful to the army.

**A Canadian Milling Industry.**

THE Lake Huron & Manitoba Milling Co., of Goderich, Ont., may be ranked as one of the representative milling industries in Canada—which promises soon to become one of the great milling countries of the world.

This young industry is particularly fortunate in having located at what is undoubtedly one of the best distributing points of Canada; goods reach all points east, north and south, readily and speedily. Goderich has the additional advantage of being almost on the direct

capacity of 1,200 barrels daily, with ample room for machinery to increase this output to 2,000 barrels, which will be done as soon as the business warrants the enlargement.

The Lake Huron & Manitoba Milling Co. have their own elevator, which is conveniently situated so as to take grain direct from shipboard on its arrival from Fort William. Their warehouse proper is 60x160 feet, three storeys in height, with a capacity for nearly 30,000 barrels of flour. Their packing rooms are situated about 40 ft. above the level of the railway tracks, and the flour is sent direct through chutes into the cars. In this connection loaders are known to have made a record of 20 tons in 10 minutes. Power is supplied by a steam plant consisting of three 250 horse power Heine tubular boilers, and a 28x60 400 horse power Corliss engine. The firm also have their own electric light plant.

All the barrels required for shipping are manufactured on the premises of the Lake Huron & Manitoba Milling Co. As a side issue they manufacture about 200 barrels of salt per day. The principal output, however, is flour, and of this their first patent, the celebrated "Buffalo," packed in barrels, is now a household word in the Maritime Provinces. The same flour in bags is branded "Five Stars," and the second patent "Three Stars."

The Lake Huron & Manitoba Milling Co.'s trade extends from Lake Superior on the west to Halifax and Sydney on the east. They have already succeeded in establishing an export trade, the bulk of which is carried on at the present time with Great Britain, South Africa and Newfoundland. For the short time they have been in business the development of their trade has been nothing short of phenomenal. It is said that already they control a fair share of the home trade. Every city, and with very few exceptions every town, within the limits mentioned above, is familiar with their brands. At the present time their milling capacity is taxed to its utmost to meet the demands of trade, and the firm anticipate having to increase it materially in the near future if their business continues to increase as it has during the past.

The product is hard wheat flour exclusively, made from Manitoba wheat brought from Fort William and Port Arthur, which are only sixty hours from Goderich by steamer. The president of the company is Mr. James Clark, and the vice-president Mr. C. A. Nairn, both known as wealthy and enterprising citizens. The manager, Mr. S. A. McGaw, has had twenty years' experience in the milling and grain business, principally in the Northwest, and is one of the best known men in Canada in this connection.



Lake Huron and Manitoba Milling Co., Goderich, Ont.

a Japan port instead of going to Manila, the original destination.

The bag flour is first-class, until the dampness of the Philippine climate penetrates the bags; then the crust forms, and repeated dampness and drying out soon make the flour cake so that when the bags are opened in the bakery only the middle is soft. All the rest has to be pounded up and rolled, and that takes time, including the sifting. The box flour does not do this.

The flour, when it gets to Japan in boxes or bags, is again handled quickly, but still entirely by manual labor. Continuous lines of Japanese coolies form and the bags or boxes are speedily passed from one to the other. In some instances the workmen pair off and with the coolie carrying-stick on their shoulders, swing two bags of flour in a loop between them and go trotting down the gang planks with considerable speed. The coolies get so much per load. They receive a little stick for

line of the water route from Manitoba and the Northwest Territories, over which a large percentage of the grain output of Western Canada passes en route to Atlantic ports.

The milling plant consists of a stone building 50x65 feet in size and six storeys high. It adjoins the elevator, a crib structure 50x110 feet in size, giving 225,000 bushels storage capacity, which is supplied with modern machinery with rope drives, belt conveyors for handling grain, steel marine leg for unloading vessels, etc.

The plans and specifications of the mill, as well as the operating diagrams, were prepared by Mr. R. J. McGaw, who superintended the entire installation of the plant. Mr. McGaw still holds the position of mechanical superintendent and head miller, and is ably seconded by Mr. Hugh Campbell. Both men have had extensive experience in the largest and hitherto the best mills in Canada. The mill has now an easy ca-

May 20, 1904

May 20, 1904

FLOUR AND CEREAL FOODS

The Canadian Grocer.

TELEPHONE { MAIN 125  
" 487

## Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.

## FLOUR FEED CEREALS

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

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

Rolled Oats (Standard and Granulated)

" Barley, Oatmeal,

" Wheat, Pot and Pearl Barley

Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

# New Crop Maple Syrup and Sugar

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

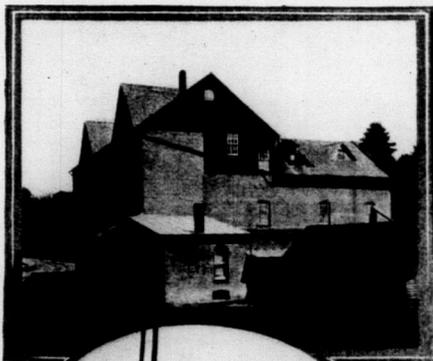
We feel quite sure the quality will please you.

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

# QUANCE BROS.

## MILLERS

Delhi, Ont., - Canada.



WRITE  
FOR  
PRICES

CHOICE FAMILY and  
BAKERS' FLOUR from  
choice Ontario and Manitoba  
Wheat. Also PATENT  
PROCESS BUCKWHEAT  
FLOUR and RYE FLOUR.

## Western Canada's Wheat Supply and its Transportation

It has been estimated that in Manitoba, Assiniboia, Saskatchewan and Alberta, there are 171,000,000 acres of land adapted for wheat growing. Of the 155 million acres of land in Athabasca and the 340 million acres in MacKenzie, it is probable that a considerable portion will be found suitable for the raising of wheat. Adding this area to the known wheat producing lands of the west, the mind is scarcely able to grasp the enormous extent of territory which may some day be devoted to the growing of wheat and other farm crops in the Northwest of Canada.

Of this area not much more than 5,000,000 acres will be under cultivation this year, or about 3 per cent. of the land suitable for agriculture. Each year witnesses an increased area under crops, but the increase is so comparatively small that at the present rate over 300 years will pass before the total area is cultivated.

The production of grain in the Northwest was, in 1902, 67 million bushels of wheat and 59 million bushels of other grain. Last year, owing to a less favorable season, the production over a larger area was slightly smaller, having been 52 million bushels of wheat with about 54 million bushels of other grain.

### FUTURE CROP PROSPECTS.

Supposing that every year from now on witnesses a marked increase in the area of land cultivated and that crops continue to be of standard quality and extent, it will not be long before Canada will be in a position to consider the disposition of an enormous surplus production. Dr. Saunders, of Ottawa, the Director of Dominion Experimental Farms, gives some statistics in this respect. He writes:

"Were one-fourth of the land said to be suitable for cultivation in Manitoba and the three provisional territories under crop with wheat annually, and the average production equal to that of Manitoba for the past ten years, the total crop would be over 812 million bushels. This would be ample to supply the home demand for 30 millions of inhabitants (supposing the population of Canada should by that time reach that figure) and meet the present requirements of Great Britain three times

over. This estimate deals only with a portion of the west, and it leaves the large eastern provinces out of consideration altogether."

### A NARROW MARGIN.

The margin between the world's production and the world's consumption of wheat is astoundingly small. The surplus of one year may next year be wiped out in supplying a deficiency. In 1897 the world's crop of 2,226,745,000 bushels of wheat was too small by many bushels and there was want in many quarters. In 1898 the crop was 2,879,924,000 bushels, and there was a surplus. Owing to this very narrow margin, the importance of the rapid transportation of the wheat from the field to the consumer is doubly emphasized. Only thirteen weeks would be sufficient to put Britain face to face with famine, were she to depend solely on her home supply of wheat.

While it is true that the production of wheat is on the increase, it is equally true that the consumption of wheat is rapidly growing. Not only is the population of flour-consuming countries increasing, but to them must be added the inhabitants of such countries as China and Japan, who are gradually acquiring a taste for cereal foods. What portion of this new demand will be supplied by the fresh fields of Siberia and Manchuria, remains to be seen, but the problem of how to transport wheat and flour rapidly from one part of the world to another will be ever present.

### CANADA'S GRAIN FUNNEL.

Canada possesses in the chain of great lakes and the St. Lawrence River, a remarkable funnel through which the golden grain of her western wheat fields may be poured. The importance of developing this marvellous waterway, thousands of miles in length, was early felt by Canadian statesmen, and more than a century ago projects were set on foot to overcome such natural obstacles to navigation as were to be found between Lake Superior and the sea. True, in those early days no one dreamt of the existence of wheat fields in the great lone-land to the far northwest. The builders of the first canals were building for the future, and time has vindicated their early efforts.

The first canal of the great lakes and St. Lawrence system to be completed was the Lachine Canal, connecting Montreal with Lake St. Louis about seven miles up the St. Lawrence River and overcoming the impediment to navigation occasioned by the Lachine Rapids. The canal was completed in 1825. It has since been considerably enlarged and improved.

The second canal to be constructed was the Welland, joining Lake Ontario with Lake Erie. It was first navigated in 1829. Then followed the improvement of the St. Lawrence navigation by the Beauharnois Canal, completed in 1845 at a cost of \$1,331,787.95; the Cornwall Canal, finished about the same time at a cost of \$1,827,249.62, and the three canals near Williamsburg, which were opened during 1846 and 1847. The substitution of the Soulages Canal for the Beauharnois and the completion of the Canadian canal at Sault Ste. Marie, gives a system of inland navigation from Lake Superior to the sea capable of accommodating vessels 270 feet in length and with a draught of 14 feet. Port Arthur and Fort William are thus at the head of a water route stretching 1,101 miles to Liverpool.

While the St. Lawrence system offers a splendid highway for the conveyance of wheat and flour from the west to the sea, it is not utilized for that purpose to the extent which many people would desire. That is, as far as through water shipment is concerned. Starting from Winnipeg the bulk of the Canadian grain is carried to Port Arthur and Fort William, either by C. P. R. or C. N. R. It is there transhipped to grain vessels, which carry it across Lake Superior, through the Sault Canal and either to Depot Harbor or Midland. Here it is transferred back to freight cars and carried either by the Canada Atlantic or the Grand Trunk to Montreal.

### A Progressive Company.

ONE of the enterprising Canadian milling companies, which is successfully developing business along progressive lines, is Shick & Snider of Bridgeport, Ontario, who control the Lancaster Mills and the Baden Mills. The firm manufacture flour of superior quality. Their high patents can be relied on to suit the demands of the most exacting dealer. The large orders which they receive for their flour testify to the reliability and excellence of their goods. Their advertisement appears on another page.

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PRIME BEA

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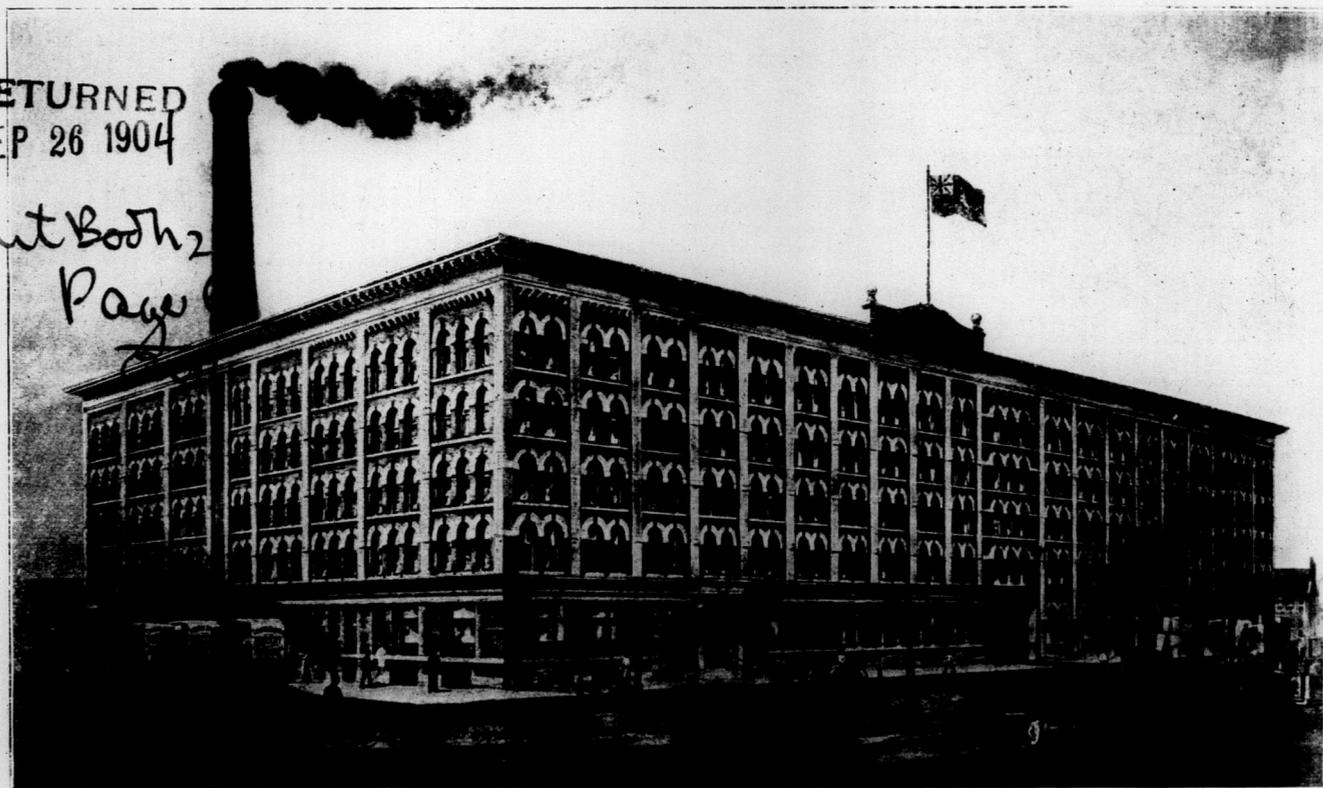
# THIS IS THE FACTORY

of CHRISTIE, BROWN & CO., Limited,

WITH ITS

**229,840 feet of floor space and 550 Employees**

THAT TURNS OUT



RETURNED  
SEP 26 1904

*Cut Both 2  
Pages*

## 500 Varieties of Biscuits

EVERY ONE OF WHICH CONTAINS THE BEST INGREDIENTS AND  
ENJOYS THE BEST OF REPUTATION.

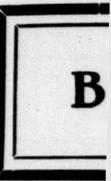
### Our Export Trade,

LIKE OUR HOME TRADE, IS GROWING.

# CHRISTIE, BROWN & CO.,

TORONTO, CANADA.

LIMITED



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## BISCUITS AND CONFECTIONERY

A DEPARTMENT  
FOR RETAILERS.

### Manufacture of Biscuits in Canada.

**T**HE manufacture of biscuits, which to-day occupies such a prominent place among the industries of Canada, may be said to have been begun in 1876. Before that time ordinary bakers and manufacturers produced considerable quantities of biscuits, although their efforts were on such a small scale that they can hardly claim the credit for having instituted the flourishing industry of biscuit manufacturing as it exists in Canada as the present time.

In the early days the Canadian consumer's wants in the biscuit line were supplied either in a more or less primitive way by the home baker, or more usually by importations from foreign countries. The last few years, however, have witnessed a veritable transformation in prevailing conditions. Not only has the home consumption of biscuits increased enormously out of all proportion to the increase in population, but the quantity of foreign goods formerly used in the home market has dwindled and dwindled until at the present time the importations of biscuits to Canada from other countries are hardly worth mentioning. Practically all this trade has come into the hands of Canadian manufacturers, who have practically a monopoly of the home biscuit trade.

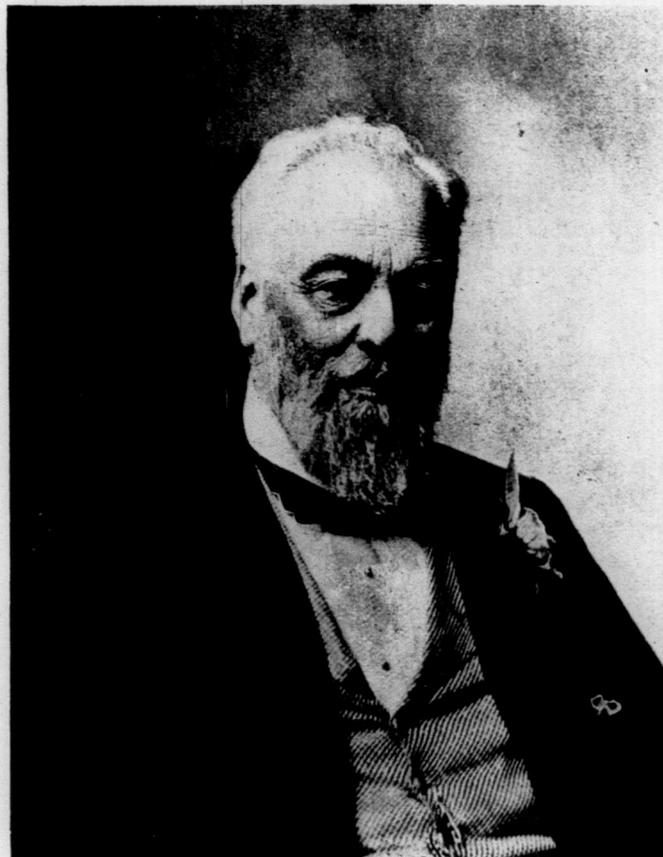
The evolution of the biscuit industry has been the usual but significant one, from simple and crude methods such as were employed in the '60s and '70s to the intricate and highly scientific processes of to-day. Then everything was made by hand power and there were none but ordinary hand ovens. Now machinery does a large share of the work and the ovens in use in the largest biscuit factories are veritable works of mechanical genius, with machinery so intricate as to be a puzzle and continual source of wonder to the casual observer. One has only to go into an antiquated bake shop in some country village and then into an up-to-date biscuit factory employing say 500 hands, to appreciate the "then" and "now" of the Canadian biscuit industry. One large firm manufactures no less than 450 staple lines of biscuits and easily 220 varieties of novelty lines. These go to every family in the Dominion of Canada, from the

Atlantic to the Pacific, and in considerable quantities to Great Britain and the colonies.

The value of exports of Canadian biscuits in 1903 was as follows: Sweetened biscuits of all kinds, \$35,571; biscuits and bread, \$33,499; sweetened biscuits, \$33,571; biscuits not otherwise specified, \$19,787; a total of \$120,428. In 1902 the total value of biscuit exportations was \$112,738; and in 1901, \$89,727, thus showing a gradual increase in

ed into question, for Canadian biscuits will stand comparison with anything the world produces to-day, but because the older industries have become firmly established in every foreign market of consequence, and it is the old question of having to win a reputation against tremendous odds.

The English people are pre-eminently a biscuit-eating race, and, what is more, English biscuit manufacturers having educated them to use certain brands,



The late William Christie, one of the pioneers in the Canadian Biscuit Manufacturing Industry.

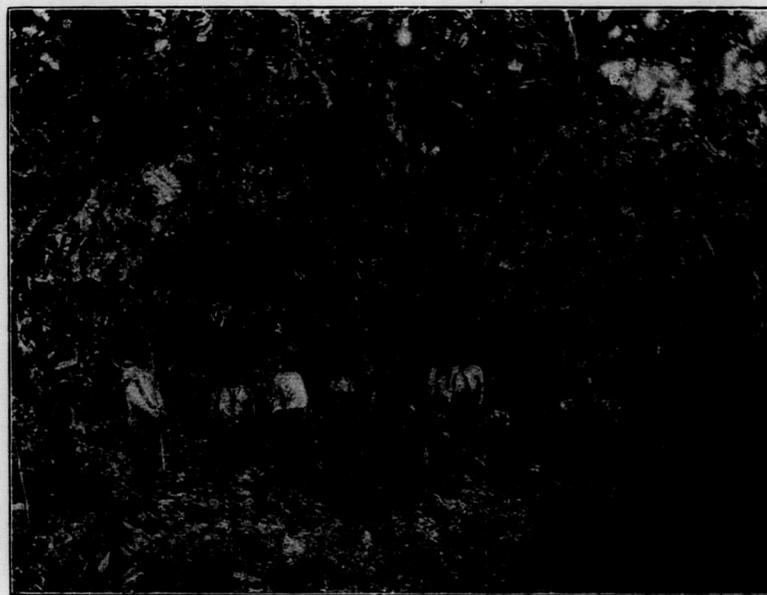
Canadian exportations. The bulk of this trade goes to the West Indies, Great Britain and South Africa, and is exclusively in high-class biscuits, such as sodas, etc. Up to the present Canadian manufacturers have had to face a serious proposition in attempting to compete with foreign manufacturers, and in particular old-established English firms, not that the intrinsic merits of Canadian products have ever been call-

ed into question, and carry their desires with them to every civilized country in the eastern hemisphere. This prejudice is almost insurmountable, but in every case in which the barrier has been broken down an increased demand for the Canadian manufactured product has followed. Another difficulty is the relative cost of manufacture in England and Canada. Labor is much cheaper abroad and the English biscuit manu-

facturer has the additional advantage of many years experience in the trade, which means that he has been able to arrive at a scientific and economic basis in the matter of process and general production. This question of cost has made it practically out of the question up to the present for the Canadian to win a place alongside the English manufacturer in certain lines of goods. The outlook for foreign trade, however, is not at all hopeless. Canadian high-class biscuits have already succeeded in winning a deserved place in foreign markets, and it is only a matter of time until a market will also be created abroad for the various other lines of Canadian biscuits.

#### Cocoa.

ONLY under the clear blue sky and the burning sun of tropical lands are to be seen growing in all their beauty and vigor, the trees that yield the beans which are known so



Picking Cocoa, Trinidad, British West Indies.

well as chocolate and cocoa in their manufactured form.

The accompanying illustrations have been reproduced owing to the courtesy of J. Russell-Murray, representative of the Imperial Department of Agriculture of the British West Indies in Canada, in order that readers of *The Grocer* may be made familiar with the general features of the cocoa tree in its native habitation, and with the methods employed in gathering the cocoa product and preparing it for shipment. The views belong to the Island of Trinidad, in the British West Indies. This, however, is not the only place where the cocoa tree is grown. Its native home is Central America, and from this point, owing to its

great value as a food product, its cultivation extends through the Spanish countries of Colombo and Venezuela. During the nineteenth century and especially the latter half, the cocoa tree has been grown in the West Indies, Ceylon, the West Coast of Africa, and other places, all within the tropical zone, in fact wherever the hot, moist atmospheric conditions so suitable to its growth exist.

The history of the cocoa tree is traced back to the Spanish invasion in Central America, when Cortez conquered the great Empire of Montezuma. It is recorded that chocolate was used as a beverage at this time, the old legend being that when used by the emperor and flavored with vanilla, it was drunk from a golden cup. Formerly the words *broma cacao* were familiarly quoted as "food for the gods."

The cocoa tree is from ten to twelve feet in height and is an evergreen, having a new series of leaves three or four

and one might travel a long way before he would see anything more pleasing than the ripened yellow and crimson pods hanging on the shaded trees, with their dark green background, not unlike a fairyland scene hung with golden hues and colored lamps. Another illustration shows the gathered pods surrounded



Cocoa Pods.

by the pickers, who with cutters in hand, split the pod, throwing it to women, who withdraw the seeds which are covered with a thick mucous substance, and drop them into baskets. As soon as these are filled they are conveyed by hand, or by mules or donkeys if the distance warrants, to the estate building. Here they are placed in large bins to undergo a process of fermentation, and it is during this stage that the grade of cocoa is determined upon. For instance, short fermentation produces only an inferior class, while a long period of 7 to 10 days produces a high aroma.

Among other interesting features are the drying houses, which are nothing more nor less than large platforms of wooden flooring, with movable roofs. As soon as the cocoa has been fermented the beans are spread out on these platforms to be dried, a process that is accomplished in 5 or 6 to 10 days, according to weather conditions. It would do the heart of the housewife good to see the natives treading the beans. This process is termed "dancing," and is performed to remove mildew or polish from the beans, as well as to produce a cleaner and more pleasing looking product. As soon as the beans are thoroughly dried, they are bagged in packs of 150 to 200 lbs. and shipped to Europe, United States, or Canada. In these different countries, the cocoa bean goes to the manufacturer who quickly reduces it, after it is roasted, to cocoa nibs. Its final purposes are also decided upon by the manufacturer. For instance, if cocoa powder is desired, the bean has the larger portion of the cocoa powder extracted, which is then re-ground and the necessary ingredients added, making that powder which the advertisement "It is grateful and comforting" has made familiar to everyone. On the other hand, it may be destined for the

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# CANADA IS GROWING

And goods "Made in Canada" are growing in popularity every day.

# Cowan's

Cocoa, Chocolate,  
Cake Icings,  
Cream Bars,  
Swiss Milk Chocolate,  
ETC.

Are absolutely pure, high-class goods.

## THE COWAN CO., LTD., TORONTO



## Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

## MOTT'S CHOCOLATES

are the best on the market for the money.

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

SELLING AGENTS:  
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THORNE, BERRY & CO., VANCOUVER, B.C.

**STEWART'S**

**CHOCOLATES**

A. J. STEWART LIMITED M'N'RS.  
TORONTO.

The place Canada is occupying in the eyes of all the world is due to the excellence of her products. In the matter of Soda Biscuits

## PERFECTION CREAM SODAS

sustain the best standards of our national ambition.

Have them tested — you grocers who have not yet sold them. They help your business.

3-lb. Cards  
or Tins.

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

BRANCHES:  
WINNIPEG and HAMILTON  
Manitoba Ontario

"O Yes, GEL-O.  
I've heard of that"

And she took 3 packages.  
Things you hear about are good—  
GEL-O is good.

A jelly powder—the new dessert.  
Have you had a Sample?

Send for it.

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

confectioner, who transforms it into cakes and fancy products to infinity. In the latter various other products of the tropical world are also called into requisition; vanilla and spices add their fragrance, while the nuts of the semi-tropical or more northern countries blend with the creams and jelly, wonders of the confectioner's art, combining to make them richer and more delicious the "Theo broma cacao," or "Food of the gods."

### Confectionery Trade of Canada.

THE candy and confectionery trade of Canada has shown such phenomenal growth of late that it may almost be said to have sprung up in a night. Even the juvenile in the grocery trade can remember well when the only lines of confectionery were those sold by the pound and put up in paper bags. What boy is there who hasn't vivid recollections of bull's eyes, mixed candy, and horehound sticks? The class of confectionery known as bonbons was an unknown quantity to him. High-class confectionery seems to have been a comparative novelty in Canada until recent years, and at any rate very little if any of such was manufactured at home. To-day the yearly output of Canadian confectionery establishments, of which there are as many as a score in Canada worthy of the name, is roughly estimated at \$5,000,000. A few years ago there was little home demand for such goods. Perhaps the taste of the ordinary consumer had not as yet taken an epicurean turn. Another reason for the lack of consumption of high-class confectionery, foreign or domestic, is because people were not as well-to-do as they are to-day. The price of raw material was another obstacle to the manufacture of confectionery as well as was the difficulty of obtaining the requisite oils and coatings, none of which are available in Canada. The manufacturer then did not think it worth his while to send to a foreign market for these, and consequently did not attempt to make bonbons at all. Another factor was undoubtedly the lack of skilled workmen.

To-day the situation has changed radically, and the leading manufacturers tend to cater to the high-class confectionery trade exclusively, and what is more, the public have chosen to support their efforts, and are buying fine confectionery as never before. A bag of mixed candies is no longer the only source of delight. Hundreds of different kinds of chocolates and fully twice as many of bonbons in all the sizes, shapes and flavors imaginable are now put up in novelty packages imported from Germany, France and Japan. Nothing is thought too elaborate nowadays, and even the elegant silk and hand-painted confectionery boxes which would have been a source of curiosity a few years ago are becoming quite common. It

may be mentioned that a large percentage of the novelties used in the manufacture of confectionery in Canada at the present time come from Japan. All the chickens used in eastern confectionery are manufactured by the Japs. France and Germany contribute the bulk of the art packages, although since the German surtax came into force this trade has gone almost exclusively to France.

A line of confectionery which is coming into popularity in Canada is the floral flavored. The confectioner has endeavored to accomplish almost the impossible in imparting to his product a substitute for the perfumes of various flowers, such as heliotrope, rose, violet, and lilac. In the process of manufacture the oil or concentrated perfume is utilized in the same way that the stronger otto is used in perfumed soaps.

To-day Canadian confectionery supplies the bulk of the home market, and home interests are confidently expecting to have the whole of this trade in their own hands within a very few years. A considerable percentage, however, of American goods is still used at the Pacific Coast, and holiday confectionery from England is bought largely in Quebec and the Maritime Provinces.

Certain Canadian confectioners have even been enterprising enough to exploit the export trade. One firm recently sent several trial packages to Natal, Johannesburg in the Transvaal; and Sydney, Australia. American confectioners have begun to supply these markets, and, rightly enough, the idea that struck the Canadian firm was why Canada shouldn't have a share of this trade, especially since a very friendly feeling towards Canada exists in all these markets. The initial difficulty experienced was that of getting their goods safely across the equator. Confectionery as ordinarily made and packed will not stand an extreme of heat, and unfortunately adequate provision had not been made for suitable cold storage.

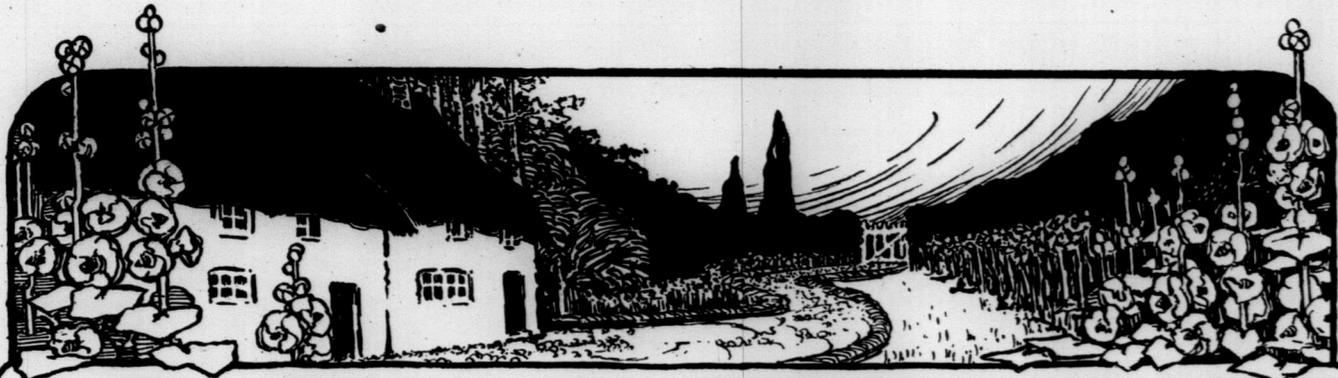
In general, however, the outlook for the development of an export trade in Canadian confectionery is bright. There is no question about Canada being able to manufacture as high grade confectionery as is to be found in foreign markets. On an equal footing, Canadian manufacturers claim to be able to compete with the very best. Prejudices have to be overcome before the entry into a new market can be made, and the burden still rests upon the Canadian confectioner to convince the foreign trade that theirs is the best article going. Canadian confectioners are justly proud of their achievements and will only make one admission when it comes to comparing foreign and home manufactured goods. Canada cannot hope to rival England in the manufacture of machine-made candy or pound goods on account of lack of facilities. Canadian manufacturers, moreover, by a curious but unjust irregularity in freight tariffs, cannot compete in the home market with English manufactured acidulated stuff. It costs as much or more to send stock from Montreal or Toronto to Winnipeg as from London, Eng., to Winnipeg. In hand-made or high-class confectionery, however, Canadian confectioners invite competition with the best.

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Confectioners have  
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One firm recently  
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Transvaal; and  
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to Toronto to  
London, Eng., to  
be sold to high-class  
Canadian con-  
sumption with the



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"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—Extract from Royal Commissioner's Report.

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DIRECT from the ORCHARD to the HOME.

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*Family Doctor.*

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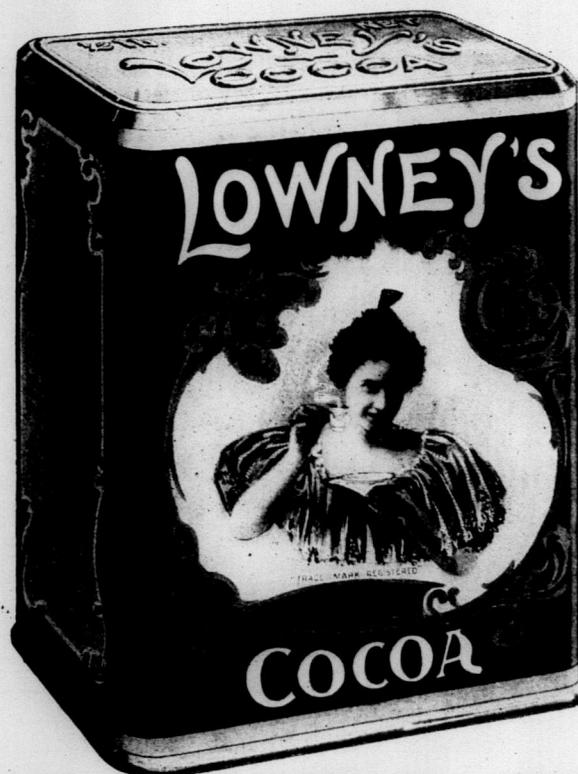
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# COLD STORAGE OF FRUIT

By W. H. Day, B.A., Demonstrator, Department of Physics, Ontario College of Agriculture.

**T**HE importance and the possibilities of cold storage may be illustrated by the simple fact that in 1880, less than twenty-four years ago, the first two cargoes of frozen meat, containing 400 carcasses of mutton, were shipped from Australia to Great Britain, while in the year 1900 the number of carcasses of mutton from the same colony was 6,433,821. The phenomenal growth in this particular line typifies a universal extension of the application of cold storage. While the frozen meat industry has passed beyond the realm of experiment, and while dairy products, if under proper conditions, are ocean shipped with little or no deterioration in quality, the limitations of and the ideal conditions for the cold storage of fruit are as yet not fully determined; it is with a view to aiding in the solution of some of the problems concerning the storage of fruit that a cold storage plant has been installed at the Ontario Agricultural College for experimental purposes. The present article will deal with cold storage in its relation to the fruit industry.

## Methods of Cold Storage.

To begin with, it may not be amiss to devote a little space to the principles and the different methods of cold storage, though a full treatment of these cannot be undertaken in the limited space of this article.

The methods fall readily into two broad classes, ice refrigeration and mechanical refrigeration. In either system the store rooms must be well insulated from external conditions, so that variations of temperature may produce comparatively little effect inside, and that even these small effects may be slow. The insulation of the cold storage rooms at the college is described in the annual report of 1902 as follows:

"1. A hollow brick wall, constructed as follows: Two four and one-half inch walls, with a two and one-half inch space between. Across this space, at intervals of three feet, a bonding course of brick is laid all round.

"2. The two inside faces of the walls are coated with a preparation of cement plaster, making each wall prac-

tically air-tight; the top of each bonding course is also plastered, so that we have secured within the wall a series of dead-air spaces.

"3. Next to the wall is strapping placed vertically; on this is a heavy coating of insulating paper, and then lumber, paper, and lumber, making a second air-space and a course of insulation. Next comes strapping laid vertically and horizontally, in squares, then lumber, paper and lumber, making another dead-air space with a second course of insulation.

"4. The floors are insulated by two thicknesses of lumber and one thickness of paper above and below the joists,

but connected with them, is situated an insulated ice chamber, the connections being so made as to secure a constant exchange of cold for warm air. This circulation, besides cooling the rooms, serves to remove the moisture to the ice chamber, where the greater part of it is condensed on the ice, thus preventing condensation on the walls of the refrigerator and tending to secure a dry atmosphere in it. The accompanying diagram will illustrate the principle.

By the passage (A) the cold air descending from the ice chamber is delivered at the bottom of the refrigerator. Becoming slightly warmer, it ascends by the passage (B) to the top of the ice chamber and again becomes cold. A false ceiling, (C), serves to secure circulation in all parts of the refrigerator, as indicated by the arrows. The ice may be stored in the ice chamber, which in this event must be large, or in a detached building. In the latter case it is transferred to the ice chamber as required. This is the more usual method.

## Mechanical Refrigeration.

Mechanical refrigeration is based upon two principles: (1) That all liquids in passing to the gaseous state absorb heat, thus lowering their own temperature, as well as that of contiguous substances. (2) That any gas may be liquefied by pressure accompanied with cooling. Various substances may be used as refrigerating agents, but those easily liquefied, and at the same time volatile or easily vaporized, and capable of absorbing much heat on evaporation, that is having a high specific heat, are the most economical. Ammonia meets these combined conditions better than any other substance, and consequently is more extensively used than any other.

From the underlying principles mentioned we should expect the plant to consist of three parts, a compressor, a cooling bath or condenser, and an expansion chamber or refrigerator, as indicated in the diagram herewith.

A pressure of 175 pounds per square inch is generated in the compressor. From the compressor, the ammonia in the gaseous state, at the pressure men-



W. H. Day, B.A.

with mill shavings between the joists. This is the style of insulation also around the cooler above the second floor."

During the coldest weather of the Winter just past no heat more than that given by two incandescent lamps in each room and two in the hall-way was needed to prevent freezing in the rooms, so that this method of insulation may be taken as quite effective. A drawing will give a better idea of the different parts. (See page 90.)

## Ice Refrigeration.

Ice refrigerators are simple in principle. Beside or above the store rooms,

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Exposition

Wm. S. Nestlé's Cocoa  
dissolved with alkalies  
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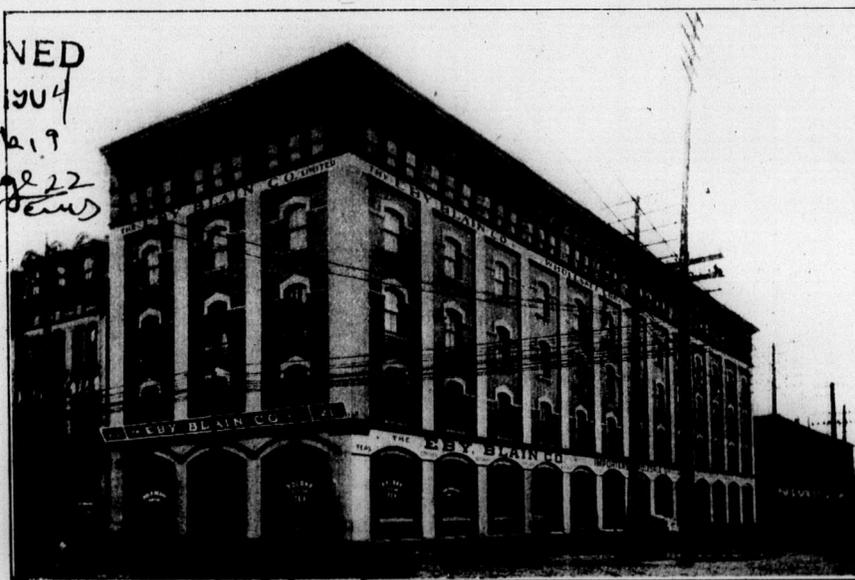
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THE CANADIAN GROCER

May 20, 1904

May



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Our Offices and Finance Department.

May 20, 1904

Packers of

**"Kolona" Pure Ceylon**

**"Gold Medal" Ceylon**

**"May-Tecks" Pure Indian**

**TEAS RETURN**

MAY 27 1904

Out Book 19

Page 22



A Section of our Packing Flat.

Roasters and Blenders of  
**"Gold Medal" 1 & 2-lb. Tins.**

and

**"Empress" bulk**

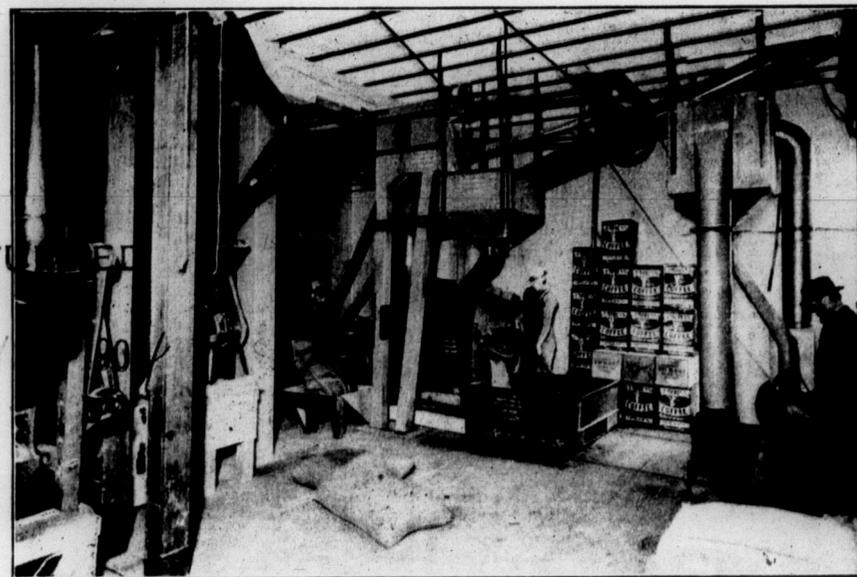
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A Corner of our Tea Department.



In our Coffee Department, showing Roasters and Grinders.

Sole distributors  
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**"ANCHOR"** brand canned **Fruits and Vegetables**

THE CANADIAN GROCER

tioned, and heated by compression, is led to the condenser, a coil of pipes over which flows a continuous supply of cold water, which so reduces the temperature that the ammonia is liquefied. From the condenser the liquid ammonia passes by pipe to a regulating valve, which reduces the pressure to about 28 pounds per square inch, and thence to coils of larger pipe, the refrigerator, where because of reduced pressure and increased room it again assumes the gaseous state, absorbing much heat in doing so, and producing very low temperatures. From the refrigerator it passes again to the compressor, having completed the cycle only to begin anew.

#### How Cold Air May be Utilized.

The "cold" derivable from the refrigerator may be applied in various

refrigerator, where it is cooled, and then down the other duct into the rooms whence it was drawn. The rate of circulation, and hence the temperature of the rooms, is regulated by the slide valves mentioned. To prevent the formation of ice on the refrigerator, brine is made to drip over it continually; but the brine serves another important purpose; it absorbs moisture and impurities from the air drawn from the rooms, and hence sends dry, pure air in return.

The method last described is perhaps the most perfect system of producing the ideal conditions of cold storage, viz., cold, dry, pure air in the rooms; and besides, much lower temperature can be produced by it than by the ice refrigerators, hence it is broader in its application. On the other hand, it is ex-

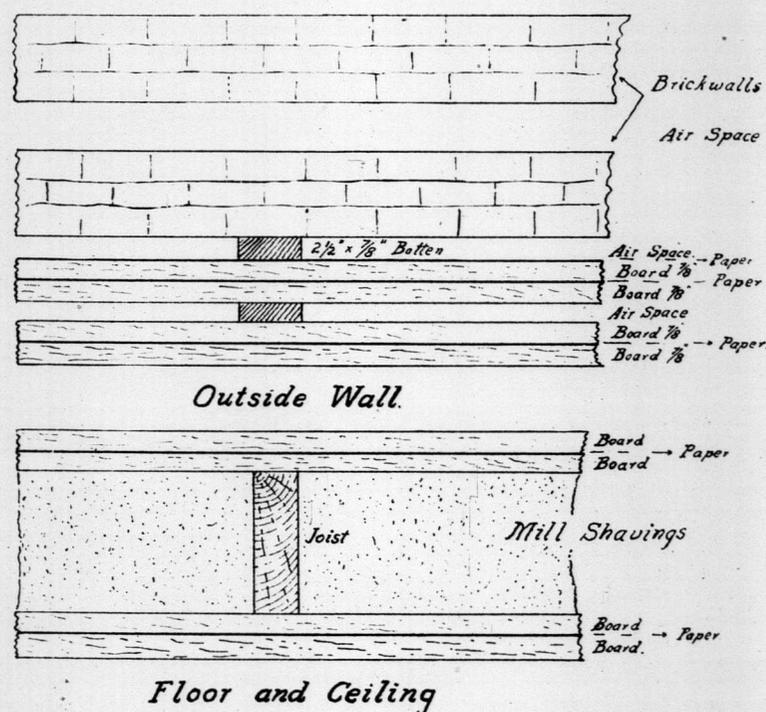
course, are obtainable. The Linde British Refrigeration Company, which installed the college plant, manufactures a machine of three-ton capacity, which is large enough to maintain a temperature of thirty-two degrees in a well insulated room of from 4,500 to 6,000 cubic feet capacity, at a cost of from \$1,200 to \$1,500. A machine of one ton capacity would cost about \$1,000. These prices do not include the driving power. A three-ton machine would require seven horse-power and a one-ton three horse-power. The cost of operation would be considerable during the Summer, but very little during the Winter.

The ice refrigeration, however, while less perfect than the mechanical, is fairly effective, and much cheaper, so much so indeed as to be within the means of most growers and dealers. An ice refrigerator of 1,500 cubic feet capacity could be erected for between \$300 and \$400. The cost of operation would be small.

#### The Efficiency of Cellars,

where these are available as storage rooms, might be much increased during the Winter by a little attention to insulation and ventilation. We found that for five months of the past Winter we were able to maintain the desired temperatures, namely, thirty degrees and thirty-six degrees Fahrenheit in the store-rooms, without any outlay either for heating or for cooling when the temperature within the rooms varied. The refrigerating room, and hence the ducts leading to and from the store-rooms, can be opened to the outside air. When the rooms were too warm, cold air was admitted in this way; when they neared the proper temperature this connection was cut off. When they were in danger of becoming too cold, the incandescent lamps were left burning.

These conditions might be easily realized in many cellars. If a cellar receives heat from above by conduction through the floor, a ceiling of board might be put in. This, together with the floor above, would form a "dead air" space that would afford considerable insulation, or the space might be filled with mill shavings. Cold air, when needed, might be supplied by a duct connected with the outside atmosphere, provision being also made for the escape of the warm air. Any heat occasionally necessary might be derived from lamps or from a small oil stove. With these simple, inexpensive devices efficient cold storage might be provided



ways: (1) The "direct expansion" method, in which the refrigerator is situated in the store-room, which is cooled by radiation. (2) The brine circulation method. The refrigerator is placed in a tank of brine, which is thus cooled, and the cold brine is pumped through radiating coils placed in the store-room. (3) The air circulation system. The refrigerator is placed in an insulated room adjoining the store-rooms; this room is connected with the store-rooms by two ducts fitted with slide valves. At the mouth of one of these ducts, and blowing across the refrigerator to the other, is situated a fan which when run draws the warm air from the rooms, forces it over the re-

pensive, so much so that it is unprofitable except when constant storage of large quantities of produce is needed, as with a dealer or a storage company; in which cases it is the more profitable and convenient method. A number of growers might with advantage instal a plant on the co-operative system. The plant and building at the college cost in the neighborhood of \$6,000, of which \$3,200 was paid for the plant and \$2,800 for the construction of the building. There are eight rooms, with average capacity of 675 cubic feet, and the plant has "a capacity of six tons," i.e., the plant produces in a day the same amount of refrigeration as would the melting of six tons of ice per day. Smaller plants, of

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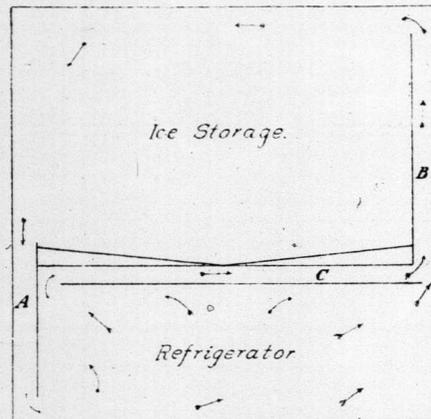
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throughout the late Fall, Winter and early Spring.

**Necessity of Cold Storage.**

The supply of farm, orchard and garden products frequently exceeds the local demand and the produce must be held, or markets at a distance must be sought. From this condition arises the



Principle of Ice Refrigeration.

necessity for cold storage. If perishable products, such as fruit, can be held in cold storage in good condition until the local demand is more active, or be placed on a distant market in good condition, then many problems arise: How long can different fruits be held? Can raspberries be shipped to Winnipeg, or peaches and pears to Britain? If so, under what conditions? Can storage transportation be made cheap enough to make such undertakings profitable? These are some of the problems now in process of solution by investigators in various parts of the continent.

**Experiments in Cold Storage.**

Experiments in the storage of fruit have been carried on jointly by the Departments of Physics and Horticulture of the Ontario Agricultural College for three years. At first no storage accommodation was available at the college, so the fruit was stored in Toronto and St. Catharines. Under these unfavorable circumstances only two varieties, one of pears, the Duchess, and one of apples, the Fameuse or Snow, were used for experiment. With these three conditions were investigated: (1) different styles of packing; (2) different temperatures in storage; (3) different sizes of fruit.

The following conclusions were reached: (1) Apples and pears keep best when wrapped singly in paper and packed in shallow boxes not larger than a bushel. (2) Snow apples keep best at a temperature of thirty-one degrees. (3)

Medium sized apples and pears keep longer than the largest, all being perfect specimens and picked at the same time. This is evidently a matter of maturity; the larger specimens are, on the whole, riper than the smaller ones, if picked at the same time. (4) With apples and pears the fruit should be picked in advance of dead ripeness. (5) Fruit, on being removed from cold storage, should be allowed to warm gradually, so that moisture will not be deposited upon it. If the wetting cannot be prevented, then the fruit should be spread out and dried as quickly as possible." (Bulletin No. 123.)

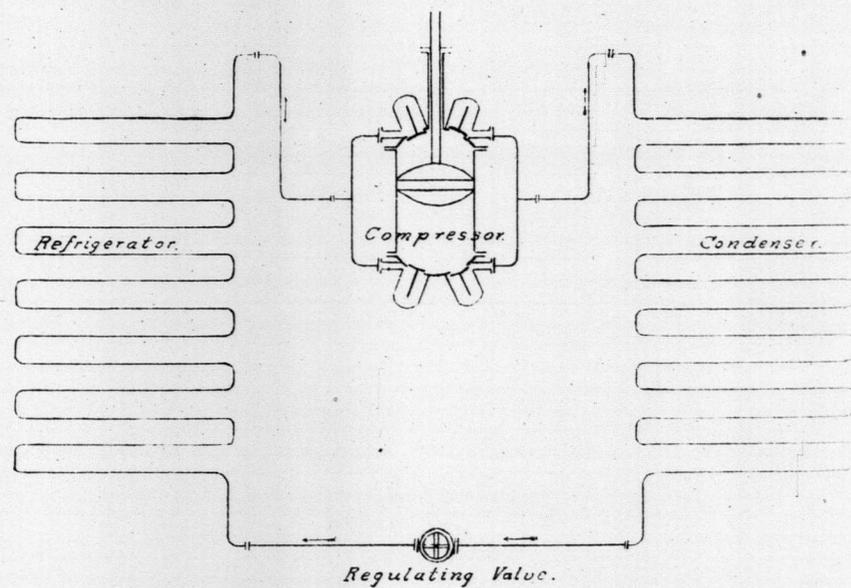
In the Spring of 1903 storage room was available in the new building, so that the scope of the investigations was much broadened, extending to different varieties of each of the following fruits: Strawberries, raspberries, currants, plums, pears, peaches, quinces and early and late apples. The general conclusions previously reached have all been confirmed, and many additional facts added. In the notes given below the figures following the names indicate the temperatures at which the respective

ed its limit" we mean that it will deteriorate in quality if held longer. Fruit held in storage should be marketed before having reached its limit.

**Time Limit and Temperature for Fruit.**

Strawberries, stored in boxes, as picked for market, were found to keep best at thirty-one degrees. They reached their limit in about six to ten days, according to variety and degree of maturity when stored. Irene, Haverland, Anna Kennedy, Saunders and Bismarck, stored when not too ripe, kept ten to twelve days, and were practically all sound and good at that time. These varieties might profitably be shipped to Winnipeg and other western points, if proper storage en route were provided.

For raspberries the most desirable temperature was thirty-one degrees, and the time limit ten days; for currants, thirty-one degrees, with time limit ten days, and for plums, thirty-eight degrees, with the time limit about four to six weeks. Most were stored rather green, but some were fairly ripe. These latter were prime in from four to six weeks; and they surpassed the greener ones very much in the quality developed.



Principle of Mechanical Refrigeration.

species were found to keep and develop best. It is also necessary to define our use of the word "limit." With all kinds of fruit there is a time limit beyond which it is unprofitable to hold fruit in cold storage or anywhere else, for the fruit begins to deteriorate through mould, decay, loss of flavor, etc. That limit, for sound fruit, is dead ripeness. So that when we say a fruit has "reach-

Four varieties were tested. Washington Shipper's Pride, Bradshaw and Pond's Seedling.

The best temperature for pears was thirty-eight degrees. Six varieties were stored, viz., Bartlett, Flemish Beauty, Duchess, Keiffer, Clairgeau and Louise Bon. They were stored in baskets, as picked for market, most of them being quite green. Two or three baskets, how-

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ever, were approaching ripeness. The latter gave good results, especially at thirty-eight degrees, reaching their limit in four to eight weeks. The green ones have not matured in storage; when removed to warm rooms they have ripened, with only fair results, in from ten to fifteen days. These facts indicate that for cold storage pears should be rather riper than they are as picked for ordinary marketing.

Peaches were stored as picked for market, mostly quite green, but some fairly ripe. The latter developed well at both thirty-one and thirty-eight degrees, being in prime condition in from four to eight weeks; the former did not mature.

Early apples required a temperature of thirty-eight degrees and reached their limit in six weeks and upward, according to variety. Those picked rather green developed no color and poor flavor. The desirable temperature for late apples was thirty-one degrees. Snows grown at Guelph, not wrapped, reached their limit early in March; those grown along the St. Lawrence (Maitland), not wrapped, about April 6, while those that were wrapped are still (May 6) firm, crisp and of excellent quality. Other varieties, such as Spy, Seek-No-Further, Salome, Russet, Baldwin, Bellflower, Tallman Sweet, Colvert, and Wallbridge, are still firm, especially at thirty-one degrees, and are developing well in quality, although still far from their limits.

### Summary.

Three important facts have been determined with regard to the different fruits under experiment:

- (1). The most suitable storage temperature for each.
- (2). The storage limit for fruit of each variety approaching ripeness when stored.
- (3). Fruit of any kind picked rather green does not give good results in storage. This was noticed in several varieties of each species, and was perhaps the most strikingly demonstrated of any fact observed. Its lesson should not be disregarded when fruit is being prepared for cold storage or even for storage in cellars.

All over the continent more extensive investigations are being prosecuted from year to year, consequently the possibilities of cold storage will be realized more and more by producers and dealers, the men whom it most vitally concerns. This will mean an increased demand for cold storage transportation, which will be furnished better and more cheaply than at present; and it seems not too much to predict that what cold storage has done for the mutton industry of Australia it will also do for the fruit industry of Canada.

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We are anxious to extend our present large connection both at home and abroad, and firms desiring a Canadian connection cannot do better than select our house.

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TOMATOES, STRAWBERRIES, and ALL SOUTHERN  
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**DAIRY PRODUCE.** We have expert men in this department and are prepared to fill orders and receive consignments satisfactorily.

Our Warehouses are installed with 25,000 cubic feet of cold storage (British Linde System). Separate chambers for Butter, Eggs, Fruit, etc.

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# FRUIT DEPARTMENT

## The Fruit Trade of Canada.

**A**MONG the many sources of revenue open to the Canadian husbandman it is a question whether any are fraught with greater possibilities than the fruit trade. Favored above almost any other country in point of adaptability for fruit growing, and especially the cultivation of apples, a phenomenal development in this industry is looked for in the near future.

Fruit growing is carried on extensively in the Province of Ontario, but its possibilities have as yet been only imperfectly exploited, notwithstanding the fact that in 1902 Ontario's apple crop was 48,185,125 bushels. According to the census of 1901, the area in orchard, garden and vineyard was 337,000 acres. There were over 9,500,000 apple trees in the province, 1,280,000 peach trees, and 5,250,000 other fruit trees (pear, plum, cherry, etc.) There were also 2,620,000 grape vines, yielding over 23,000,000 pounds yearly. In addition to supplying the Canadian markets with home-grown fruits, large and increasing quantities are exported to foreign countries, chiefly to Great Britain. In 1902 the crop of apples in Ontario was larger than that of any state but one in the United States, being over three times that of the State of New York. Tomatoes are also extensively grown, a large portion being canned and exported. In the Province of Quebec, because of the rigorous and lengthy Winters, there is not so much fruit raising as in Ontario. The chief fruit district in Quebec is that lying in the vicinity of the St. Lawrence River, particularly the districts along the south shore. In the Maritime Provinces farmers pay great attention to fruit growing, especially in Nova Scotia and Prince Edward Island. In the fertile valleys the choicest varieties of apples, pears, plums, and cherries grow in abundance. Large shipments of fruit are sent regularly to the United States and Europe. Strawberries and other small fruits ripen after the earlier harvests of the south have been consumed, and find a ready market in the New England States. British Columbia is particularly suited to the cultivation of apples, pears, plums, cherries, and in some districts peaches, and in the fertile districts on the Pacific side of the Rocky Mountains such as the Okanagan Valley,

fruit growing has already made surprising strides and reached a high level of perfection, as any one will readily admit who has tasted the delicious product of the Okanagan Valley. Only a very small portion of Western British Columbia adapted to fruit growing is as yet under cultivation. Growers, however, are beginning to awaken to the possibilities of fruit growing in the west, and already have an eye on the Northwest Territories, where a market of enormous proportions will presently be created for green fruits, owing to the rapidly increasing settlement of that boundless area.

The exportations of fruit from Canada in 1903 were valued at \$3,689,000, as compared with \$1,716,000 in 1896, an increase of \$1,973,000 in the last 7 years. Of the total fruit exportations from Canada, apples to the value of \$2,696,000 went to England, while other Canadian fruit going to this market, mostly small fruits such as blackberries, gooseberries, raspberries, strawberries in one form and another, and grapes and pears, amounted to \$110,000. The United States also took apples and other fruits to the value of \$155,000. The aggregate fruit export trade of Canada is growing steadily, and now that cold storage facilities for fruit are being provided on a liberal scale there seems to be nothing to prevent Canada competing successfully in foreign markets, not only in the apple trade but in pears, plums, and all fruits that can be grown in the Canadian climate.

The following tables are interesting in as far as they show the relative position Canadian fruit occupies in fruit importations to Great Britain in 1902. They are also suggestive of the fact that Canadian exporters might profitably exploit certain departments of the export fruit trade in which as yet they find no place in the British market.

FRUITS IMPORTED BY GREAT BRITAIN IN 1902.

Country whence imported.	Apples. lbs.	\$
Australasia .....	14,712,992	708,557
Canada .....	53,167,744	1,488,971
Other British possessions...	2,010,176	40,340
United States.....	81,352,992	2,374,369
Germany.....	2,003,904	53,480
Holland.....	3,958,088	94,257
Belgium.....	16,592,688	377,162
France.....	15,879,920	347,736
Portugal.....	9,073,120	178,115
Other foreign countries....	6,230,896	94,218

Table B.

Countries whence imported	Grapes lbs.	\$
Canada .....	104,160	2,268
Channel Islands.....	2,701,776	434,336
Other British possessions...	242,592	14,002
Belgium.....	582,960	131,906
Portugal.....	8,318,576	224,091
Spain.....	63,605,808	2,546,400
France.....	320,768	19,707
Other foreign countries.....	270,480	9,339

Table C.

Country whence exported.	Pears. lbs.	\$
Canada .....	225,120	13,208
Other British possessions ..	1,411,536	52,638
United States.....	4,272,464	223,122
Holland.....	1,786,960	51,100
Belgium.....	5,409,752	140,496
France.....	25,411,568	944,396
Other foreign countries....	53,760	1,888

Table D.

Countries whence imported.	Plums. lbs.	\$
British possessions.....	331,296	26,261
United States.....	924,112	45,168
Germany.....	3,739,680	109,476
Holland.....	2,893,072	89,994
Belgium.....	2,316,832	65,481
France.....	19,328,848	849,632
Other foreign countries....	560	19

## Canadian Fruit Pulp for Export.

**T**HE possibility of building up an export trade in Canadian fruit pulp for the manufacture of jams, jellies, etc., is beginning to attract the attention of Canadian manufacturers. Already the English market has been successfully exploited to a considerable extent. There remain various other likely markets in foreign countries, and there seems to be no reason why Canada should not supply such countries as Australia, New Zealand, South Africa and India, if not with fruit pulp then with the manufactured jam or jelly product. True, most of these countries grow fruit, but at the same time the fact remains that England supplies them with large quantities of jams, jellies, etc. Why should not Canada have a share in this trade?

The facilities for the cultivation of fruit on a large scale in Canada are infinitely greater than in England. Canada has an enormous area suited to the cultivation of all kinds of fruit, with the actual industry of fruit growing as yet only in its infancy. Besides, it is admitted on all sides that Canadian apples, peaches, pears and small fruits are second to none in quality. Potentially, there are big things in store for the fruit canning industry of Canada. The time is not far distant when Canada will no longer allow England to act as middleman between consumers in Great

Britain and the colonies, and herself, but will manufacture fruit pulp into jellies, jams, etc., at home for direct export to these countries.

Nearly all the prominent canning factories in Canada make fruit pulp. Raspberries, strawberries, plums and peaches are sometimes put up, without sugar, as fruit pulp either for export or for keeping until the Winter season, when most canning factories are idle. In the latter case it is then mixed with apple jelly and sweetened with glucose to be sold to the trade as jams of various kinds. The favorite package, when the fruit is to be used in Canada, is a large cask, glucose barrels often being used for the purpose. For export gallon tins, especially for stoned fruit, have been found preferable.

There appears to be a somewhat fluctuating demand for raspberry pulp from Canada, which reaches important dimensions only in years when the Old Country berry crop is a failure. Light color is considered a sign of good quality and any pulp showing a darker tint will suffer in price. This pulp is usually put up in seven pound "gallon" tins and packed twelve to the case. It is estimated that an average price in England would be eight or nine dollars a hundredweight (112 pounds).

Black currant pulp, consisting of the whole fruit (not mashed), is an article that is in almost constant demand, the export of which would probably be profitable from year to year. The usual package seen in the British markets is the ten-pound tin packed ten to a case. Australian shippers use a square fifteen-pound tin, packed securely four to a case. This is described as an "excellent traveler." The cask appears to be universally unpopular. The price varies greatly according to the supply from nearby sources, but has been averaged by a large importer at from six to nine dollars c. i. f. London in ordinary years. It has run as high as twelve dollars when there was a shortage.

At present enquiries are being made as to the feasibility of using Canadian Concord and other black grapes for making grape jam or jelly (either the seeds alone or both the seeds and skins being removed).

**Broken Apple Boxes.**

**J.** BROWN, inspector of the Department of Agriculture at Glasgow, reports to the Fruit Division, Ottawa that a shipment of over 1,200 boxes of Canadian Baldwins and Greenings recently landed in that city with a large number of the boxes broken. This condition of affairs seemed to be due to the fact that the boxes were made with

only a straight dovetail, simply matched, as it were. The advisability of having the boxes made with the regular fan-shaped dovetail, or otherwise strongly nailed, is therefore apparent.

**Life of Apples in Storage.**

The following list may be of interest to exporters and importers of apples inasmuch as it shows the average life of the different varieties of apples when placed in storage:

Date to which average life in storage extends.	Name.
Oct. 22.....	Keswick.
" 25.....	Parry White.
Nov. 4.....	Alexander.
" 10.....	Cox Pomona.
" 17.....	Belle de Boskoop.
" 18.....	Elgin Pippin.
" 18.....	Pumpkin Russet.
" 19.....	Jersey Sweet.
" 28.....	Haskall.
" 30.....	Longfield.
Dec. 1.....	Ohio Pippin.
" 6.....	Gravenstein.
" 16.....	Haas.
" 24.....	St. Lawrence.
" 24.....	Washington Strawberry.
Jan. 11.....	Disharoon.
" 11.....	Gideon.
" 19.....	McMahon.
" 20.....	Twenty Ounce.
" 21.....	Blenheim Pippin.
" 24.....	Mother.
" 25.....	Wolfe River.
" 28.....	Fameuse (Snow).
" 29.....	Jewett Red (Nodhead).
" 30.....	McIntosh.
Feb. 4.....	Hurlbut.
" 4.....	Rhodes Orange.
" 7.....	Pumpkin Sweet (Pound Sweet).
" 8.....	Wealthy.
" 9.....	Fall Pippin.
" 10.....	Peter.
" 12.....	Jacob's Sweet.
" 19.....	Greenville.
" 20.....	Maiden Blush.
" 22.....	Northern Spy.
" 23.....	Fall Wine.
" 23.....	Grimes' Golden.
" 27.....	Dickenson.
Mar. 3.....	Hubbardston.
" 3.....	Smith Cider.
" 4.....	Milden.
" 7.....	Yellow Bellflower.
" 8.....	Tolman Sweet.
" 11.....	Northwestern Greening.
" 13.....	Domine.
" 13.....	Melon (Norton).
" 14.....	Rambo.
" 15.....	Tompkins King.
" 17.....	Canada Reinette.
" 22.....	Monmouth.
" 22.....	Scott Winter.
" 23.....	Red Russet.
" 26.....	Coon Red.
" 26.....	Peck Pleasant.
" 26.....	R. I. Greening.
" 26.....	Sutton Beauty.
" 26.....	Washington Royal.
" 31.....	Esopus Spitzenburg.
April 1.....	White Pippin.
" 5.....	Golden Russet.
" 6.....	Johnathan.
" 6.....	Mann.
" 6.....	Swaar.
" 9.....	Roxbury Russet.
" 9.....	White Doctor.
" 10.....	Ewalt.
" 10.....	Pewaukee.
" 10.....	Salome.
" 12.....	Mammoth Black Twig.
" 13.....	Duncan.
" 14.....	Kittageskee.
" 15.....	Walbridge.
" 21.....	Moore Sweet.
" 22.....	Lankford.
" 25.....	Newtown Spitzenburg.
" 25.....	Occident.
" 26.....	Fallowater.
" 26.....	Ontario.

" 27.....	Rome Beauty.
" 30.....	Lady Sweet.
May 2.....	Cooper Market.
" 4.....	Lawyer.
" 5.....	Wagner.
" 5.....	York Imperial.
" 6.....	Newman.
" 6.....	Pride of Texas.
" 10.....	Baldwin.
" 21.....	Stark.
" 23.....	Ralls Genet.
" 29.....	Ben Davis.
" 31.....	Nelson.
June 1.....	Green Newtown.

Many varieties of apples have been known to keep in good condition much beyond their ordinary season. For example, the average length of life for Twenty Ounce extends in the above list to January 20, McIntosh to January 30, and Grimes' Golden to February 23. It should be borne in mind that in the above record of keeping qualities so long as an apple was apparently sound it was credited with being in good condition, yet in many cases it was certain that fruit apparently sound was far past its prime when viewed from the consumer's standpoint.

There is one point in particular to be noticed in connection with the above list, namely, the fact that many kinds of apples which are commonly recognized as Autumn varieties may, if properly handled, be kept into or through the Winter without artificial refrigeration, thus Gravenstein extended to December 6 and Maiden Blush to February 20.

**The Wagner Apple for Export.**

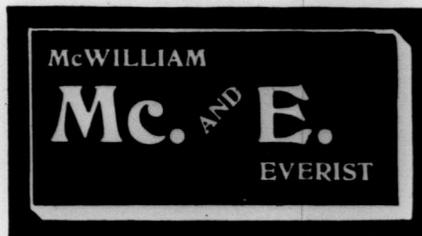
**T**HE inspector for the Department of Agriculture at Glasgow, Scotland, reports to the Fruit Division, Ottawa, that the Wagner apple is much esteemed by some in the trade there, and that if the fruit is of good size it is readily bought by certain of the best buyers. Others, again, will not look at this variety if they can get Spies or Baldwins, and class it next to Ben Davis. Its color and appearance are its redeeming points as it lacks the flavor and juiciness of the two above mentioned varieties. Some dealers say it is a mistake to ship Wagners after the month of December, as they take on scald very easily.

**Successful Orchard Meeting.**

Splendid weather has marked the series of educational orchard meetings now being held in the Province of Quebec by the inspectors of the Dominion Fruit Division, Ottawa. Although the farmers are very busy with Spring seeding, there has been a very fair attendance at the meetings, averaging between forty and fifty at those held to date, viz., Waterville, Barnston, Massawippi, Knowlton, and Sutton.

Cable—"McWilliam, Toronto."

Codes—"A.B.C, 5th Edition" and "Scattergoods."



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# “Where the Honey is

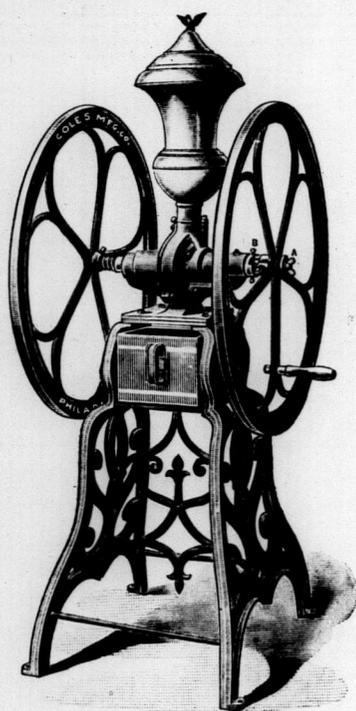
there are the bees.”

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

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

## Windsor Salt

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



No. 17. List Price, \$40.00.

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Our mills will Pulverize without heating Coffee.

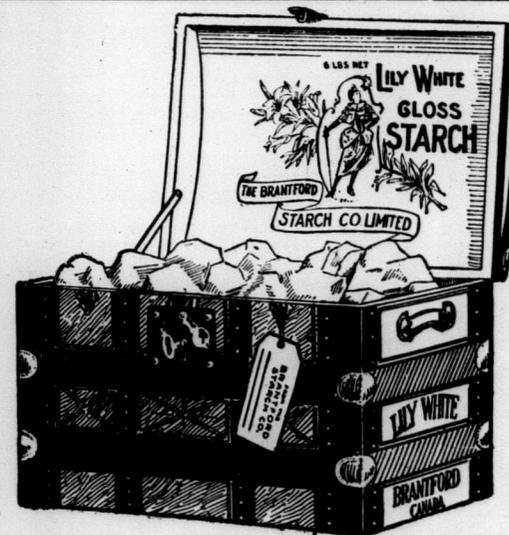
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT  
LABOR-SAVER.**

**Our Grinders wear longest.**

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## LILY WHITE GLOSS STARCH

Sales are made quickly and every one means a return call. We pack Lily White Gloss Starch in drums and trunks.

DRUMS—6 lbs. Starch, 8 drums in a case, a pair of drum sticks with each drum.

TRUNKS—6 lbs. Starch, 8 trunks in a case.

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**THE NEW CANADIAN RAILWAY.**

A RAILWAY project outranking in importance any single railway scheme in history, with the possible exception of the trans-Siberian Railway, is at present occupying the attention of the Canadian people and the Canadian Parliament. This is the projected Grand Trunk Pacific Railway, extending from Moncton, New Brunswick, through Quebec, northern Ontario, Manitoba, the Northwest Territories and British Columbia, to Port Simpson, on the Pacific Ocean. The Canadian Government has agreed to construct a portion of the road and to guarantee the bonds to be issued for the remaining portion. The total cost will be not less than \$125,000,000.

Besides having the shortest route from Liverpool, from the large centres of Canada, from New York and the manufacturing centres of the east and practically an equal route from Chicago

and the middle west to the Orient, the railway will have the lowest grade mountain line on the continent, and over 7,200 miles of continuous railway, with steamship connections, over which rates can be made to every part of the world without consultation with friendly or unfriendly connections. The New England States are reached by the Central Vermont of the Grand Trunk System, and the gateways of Chicago, Detroit and Port Huron, by the Grand Trunk Western, both roads making short connections with the proposed trans-continental railway. Some of the distances are significant. For example, from New York to Yokohama by the way of Montreal and the new line will be 418 miles shorter than by the Canadian Pacific, 555 miles shorter than by Chicago and San Francisco, and 1,800 miles shorter than by Galveston and San Francisco. From Liverpool to Yokohama by way of Quebec and the new route will be 528 miles shorter than by the Canadian Pacific, 1,313 miles shorter than by New York and San Francisco, and 130 miles shorter than by Moscow and the trans-Siberian Railway. From Chicago and Milwaukee to Yokohama by the Grand Trunk will be 535 miles longer than by the short route by St. Paul and the Canadian Pacific, but shorter in time, and will be 365 miles shorter than by St. Paul and Winnipeg.

An idea of the part this line will play in Oriental trade is gathered from the statement that the Canadian exports increased from \$93,827,077 in 1890 to \$211,640,286 in 1902, while from the United States the increase was from \$151,100,000 to \$433,850,000. Along the lines of the Grand Trunk system are located 45 cities and towns of more than 4,000 population each, and aggregating 1,000,910, which is 18.7 per cent. of Canada's population. From these towns the bulk of manufactured articles are now shipped to the Northwest and exported.

One of the most important facts in connection with the project is the existence of approximately 500,000,000 acres of fertile and unoccupied land in Northwest Canada, or five-eighths of the

total farm acreage of the United States. Of the 15,400,000 acres of occupied land there, only 6,000,000 are under cultivation, and they produced 60,000,000 bushels of wheat in 1902. It is estimated that the unoccupied lands are capable of a wheat production amounting to between two and one-half and three billion bushels, or five times greater than the total United States crop of 1900. There are other factors which make the Grand Trunk Pacific project one of stupendous possibilities.

**MONTREAL CITY CHARTER.**

WHEN Rudyard Kipling wrote his now famous poem, "Daughter am I in my mother's house, but mistress in my own," the reference was to the connection between Canada and the Old Country. The principle expounded in these words may be applied with equal force to the connection which should, but does not, exist between Montreal and the Province of Quebec. There are many little matters, such as the abolition of trading stamps, which Montreal should have full authority to deal with herself, without being compelled to go to Quebec.

At present Montreal is constantly in the position of having to apply to the Local Legislature for amendments to the city charter. As many private interests stand behind these proposed amendments, frequently measures antagonistic to the general welfare of the city have been hurried through. At last year's session of Parliament much legislation inimical to Montreal business men was passed, and the same thing is being repeated this year. A long string of amendments have been before the House, some of which aim at setting aside some important features of the revised city charter, which was created by the Reform element of the City Council. The intention of the new charter was to give Montreal power to control its own affairs, and it certainly rests with the Parent Government to reject any measure that is brought in with a view to tying the hands of the city.

or

LILY WHITE GLOSS STARCH

STARCH

CH WORKS, LIMITED, CANADA.

**COSTLY TARIFF WARS.**

**T**ARIFF wars are costly. The proof of this is to be seen in the cold statistics recently published in a report prepared by the British Government. It deals with the tariff wars between France and Switzerland, France and Italy, and Germany and Russia.

The tariff war between France and Switzerland was in 1893-5. The latter country increased its customs tariff on French goods by 190 per cent., and the former by 41 per cent., against the products of Switzerland. As a result the exports of France to Switzerland for home consumption fell off 43 per cent., and the imports from Switzerland 27 per cent. The transit trade between the two countries also suffered. That to Switzerland from France declined 26 per cent., and that to France from Switzerland 17 per cent.

The tariff war between France and Italy was even more disastrous. It is estimated that when it ended in 1899 the joint loss of the two countries was about \$600,000,000. The exports from Italy to France declined 57 per cent., and from France to Italy 50 per cent.

The tariff war between Germany and Russia only lasted eight months, which, it is held, was not long enough to permanently dislocate the conditions of trade. At any rate, however, it was long enough to make the two countries eager for peace. The trouble arose over Germany's decision to lower her duties on breadstuffs imported from countries which gave a like concession on the products of her factories. As Russia was at the time inaugurating a policy of protection for her iron industry she refused to comply. Then the tariff war began, and ended only when Russia practically surrendered to the original demands of the German Empire.

The experience of these three countries is particularly interesting to Canadians in view of the increasing sentiment in this country for a higher tariff against the United States. Our tariff is about one-half that of the latter country, while our exports from the United States are 90 per cent. larger than their imports from us. The McKinley and Dingley tariffs were designed to injure Canada. And although our general

export trade has increased rapidly since then the inequality of the two tariffs and of the international trade of the two countries is so striking as to create a pronounced spirit of retaliation.

We may never go so far as to declare a tariff war. But it is well for us to remember, in view of the experience of other countries, that in tariff as well as in physical warfare both combatants suffer.

**UNKEPT PROMISES.**

**I**T is an old song that the insurance companies have been singing for years, "Improve your fire protection and we will lower our rates." Have they ever kept their promise? Experience would indicate that they have done quite the opposite. Down in the Maritime Provinces one of the grievances of business men which is annually aired at the Board of Trade meeting is this breach of faith of the insurance companies.

If the insurance men fail to show their sympathy with improvements in fire protection, there is naturally less and less inducement to carry out reforms. This is an unfortunate state of affairs. Business men have always supported movements for the preservation and protection of property, but their efforts in this direction will assuredly be diminished unless the insurance men co-operate with them in earnest. Increased taxation for fire-fighting appliances and increased insurance rates should not go together.

**CHINESE LABOR.**

**I**N view of the complaint frequently heard in Ontario that the beet sugar factories have been unable to secure a sufficient supply of beets, it is interesting to note that the difficulty is being solved in Alberta in a novel manner. A rich Chinaman, by name Sam Kee, is leasing land in the neighborhood of the sugar factory at Raymond, on which he will employ Chinese labor. Last year the same enterprising contractor was content merely to supply the labor. This year he will raise the beets himself. A proof that this method of providing the raw material for the factory has been successful is afforded by the fact that the management of the factory are said to contemplate an early enlargement.

**CARELESS EXPORTERS.**

**A**GENTLEMAN who is greatly interested in the development of export trade complains to The Canadian Grocer that some of the exporters are not as business-like in their methods as they should be. He complains that first there is a laxity on the part of Canadians in acknowledging letters from foreign correspondents; secondly that complaints are sometimes received of goods not being up to sample, and thirdly, indifference in regard to methods of packing. He cites some instances in support of his contention, and he certainly makes out a case.

This is not the first time that The Canadian Grocer has heard of similar complaints. Besides those which have come to us privately there are the reports of commercial agents in different countries. These make complaints similar to those of the gentleman above referred to.

No one regrets more than The Canadian Grocer to hear these complaints. This paper, however, feels it necessary to make reference to them as it is only in this way that the evils can be remedied.

It is essential that business men should be as zealous for the goodwill of their foreign, as for that of their home, customers. In fact if extra care is demanded it should be in the former instance. The home customer business men can usually see personally and thus straighten out any difficulties which may have arisen; but when it comes to the export trade the customer, often many thousands of miles away, can only be reached by mail or telegraph. Consequently when difficulties arise they cannot be so easily explained and satisfaction given. Those, therefore, who desire to build up an export trade should make every effort to be thoroughly business-like and fair in all transactions. Letters should be answered promptly and goods should be up to sample. If these two conditions are not complied with trade must suffer; and unfortunately in such cases it is not only the individual who has been negligent who suffers but the good name of Canada itself is sullied.

**TRADE WITH MEXICO.**

**D**IRECT steamship communication between Canada and Mexico has been strongly agitated recently, and Signor Santiago Mendez has visited Ottawa on behalf of the Mexican Government to negotiate with Sir Richard Cartwright, the Minister of Trade and Commerce. It will be remembered that shortly after the Liberals reached power in 1896, a commissioner was sent to Mexico to look into the actual and possible trade issues between the two countries. This may have been the first cause of the awakening.

To-day Canadian trade with Mexico is very trifling. The whole volume of imports amounted to \$125,575 last year, embracing coffee, dyes and chemicals, fruits and tobaccos. We sold to Mexico in the same period exports amounting to \$137,034, which included manufactured cottons, machinery, gunpowder, and a few other articles, making a total trade for both countries of \$262,609, or a trifle over a quarter of a million dollars. It would take a good deal more than that amount of trade to induce any company to start a steamship service direct, more especially as Mexico does not seem to be a very industrious commercial country. Their total trade with the whole world amounts to a little more than eighteen million and a half dollars per annum, and more than one-half of this trade is done with Great Britain.

Last Winter Sir William Mulock visited Mexico, and there discussed trade questions with President Diaz, and other public men. There then seemed a readiness on the part of the Mexicans to encourage trade with Canada, and a willingness was shown to share equally the cost of inaugurating a steamship service between the two countries. This attitude has appealed to the Canadian Government, no doubt, as already it has been announced from Ottawa that there is a possibility of monthly sailings, both on the Atlantic and the Pacific. This should open up a new market for Canadian flour, bacon, fish, lumber and coal, and on the other hand the Mexicans will try to export to us many things we do not produce.

Canadian manufacturers and merchants, however, have to give their opinion regarding the service before it will be inaugurated by the Government. It is quite likely they will favor the service, more especially because they have been handicapped in New York by inadequate steamship facilities, not only to Mexico, but to Central and South America.

**CANADA'S UNDERPAID JUDICIARY**

**A** STRIKING illustration of the manner in which public opinion has awakened during recent years to the wisdom of safeguarding the Supreme Court by greater liberality in the salaries attached thereto, is given in the opinion expressed by Sir Mackenzie Bowell a few days ago. Sir Mackenzie, in the course of conversation, strongly supported the policy of The Canadian Grocer in advocating higher remuneration for Supreme Court judges. He said that at one time he was opposed to any higher salaries for judges. He felt that the position, like that of cabinet ministers, was one of such great honor that a man should be willing to accept smaller remuneration. During the last few years, however, he realized that owing to the greatly increased cost of living, and the greater earnings of leading lawyers, it was impossible to get the best men without paying them more money than at present. He strongly favored increased salaries for all judges, from the Supreme Court to the County Court Bench. He believed it would be good policy for the Government to begin with the Supreme Court immediately. Later, the salaries of the lower courts could and should be increased.

**CANADIAN BUTTER IN ENGLAND.**

**I**S Canadian butter receiving fair treatment in the British market? This is a question which is exercising the minds of Canadian manufacturers, and the question is important as it affects one of Canada's leading industries.

What has given rise to the question is the practice of British buyers to buy, not to sell but to hold, on the chance

of a rising market, and it is unfortunate that Canadian butter only should be the sufferer in this respect, the reason being that it possesses a body that Danish and Russian butter cannot pretend to.

These butters have to be sold within a short time after arrival, but the qualities of Canadian butter enable it to be kept in cold storage for a considerable period, though not without detriment to its table qualities. The result in many cases is that when the butter reaches the consumer its condition is such that even a few days on the shelf will render it unfit for use. In this way the reputation of Canadian butter is being seriously endangered, and it is to be feared that unless the Canadian butter trade with the Mother Country ceases to be a purely speculative concern, Canadian manufacturers will be obliged to turn their attention to other markets where their product will receive more adequate treatment. This would be unfortunate in the interests of both countries.

**A REMOVAL.**

B. O. Beland, commission merchant, Montreal, has removed his offices, samplerooms and warehouses to 1684 Notre Dame street, near Place D'Armes. The premises are especially suitable for his kind of business. The customers will find handsome, clean, bright offices, and well arranged up-to-date cellars. Mr. Beland has added to his traveling staff lately, having now seven travelers covering the Dominion of Canada, and M. R. Carignan, of the firm, will take his place this year to visit Europe for all new and up-to-date goods that can be secured.

**TEA NEWS FROM JAPAN.**

"Market active owing to small arrivals; prices have advanced since telegraphing you yen 4, which is equal to two cents per lb."

This cable was received by Mr. Shaw T. Nishimura, of the Central Tea Traders' Association, Montreal, Monday morning. In the course of an interview with Mr. Nishimura in last week's Grocer, a reference was made to the crop being 4,500 piculs shorter than last year. The word "settlement" should have been used instead of "crop."

# Blue Ribbon Ceylon Tea

A Sign of the Times.

The Red Label — 40 cent quality — is equal to most 50 cent teas.



It is a simple transaction, takes little time and gives you a good profit. We send the customer to you; all you have to do is supply

## Wethey's Mince Meat

It is easily carried in stock, sells itself, and you make the profit.

Why don't you sell Wethey's Mince Meat?

"One try satisfies."

**J. H. Wethey, Limited**  
ST. CATHARINES, ONT.

## What profit do you want?

### Ivory Starch

pays handsomely.

**Ivory Starch** is for use with cold water. It requires no boiling. Its advantages are so many that the grocer can commend its use with all confidence.

**40 packages to the case.**

**\$2 50 per case.**

**Packages are very handsome.**

**St. Lawrence Starch Co.**

LIMITED,

PORT CREDIT, ONT.

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Cold Storage at Creameries.

**T**HE Dominion Department of Agriculture has called the attention of creamery owners to the fact that a large proportion of butter for export is not cooled to a sufficiently low temperature before leaving the creamery. It is very important that butter be cooled to the centre of the box at a temperature below 38 degrees F. as soon as possible after being manufactured. Every moment that butter is left at a high temperature lessens its keeping qualities. Butter left at a high temperature for some time is subject to a rapid deterioration on its arrival in Great Britain. The refrigerating compartments of steamers are not intended to cool warm butter, and such butter does not get sufficiently chilled before arriving in England.

In order to lower the temperature of the butter below 38 degrees it is not sufficient to lower the temperature of the refrigerator one or two days before the shipping of butter. Butter boxes should be exposed to a temperature below 38 degrees for at least five or six days.

## Canadian Cheese Trade.

**I**N his report regarding the Canadian export cheese trade of 1903, A. W. Grindley, agent of the Department of Agriculture in Great Britain, makes the following suggestions that merit the attention of makers and exporters:

The cheese season of 1902 was a most successful one; there was a large increase in the quantity, and the steady improvement in the quality was so great that in spite of very heavy supplies the prices realized on the whole were satisfactory. The mild, sweet, palatable flavor, as distinguished from the heated and biting character so noticeable in former years, has created a large consumptive demand, which will have a tendency to do away with the disproportion in value between Canadian and English cheddar.

The practice of shipping too new or "green" cannot be too emphatically condemned as it not only spoils the sale, but hurts the reputation of Canadian cheese. The salesman as well as the exporter are to blame for sending these immature cheeses, and the patrons of factories should insist that their cheese should be held in the curing room until it is in such a condition as will give satisfaction to the British consumer.

## COOL CURING OF CHEESE.

The comparative difference in the cheese held in the Government cool curing rooms has become very noticeable, not only in quality, but in general appearance. The improvement is due to cool curing and "waxing" the cheese, which also has the advantage of preventing a considerable percentage of shrinkage. During the season of 1902 when "waxed" cheese first appeared on the British market, some of the Grocers' Associations objected, and even went so far as to demand an allowance in weights, but it was soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the Government curing stations, at an advance in price compared to cheese coming from the ordinary factories.

## BOXING CHEESE.

The percentage of broken boxes was not so high during 1903, although it still runs very high, ranging from 5 to 25 per cent. The falling off in breakage is due to:

(1) The damp season, which makes the boxes less brittle.

(2) More care on the part of the shipping companies in loading, stowing and discharging cargoes, this work being closely watched by the inspectors of the Canadian Government.

(3) The use of boxes of better quality. The latter point has been very noticeable in cheese coming from the Government curing stations, the boxes being made of heavier material; the percentage of broken boxes did not run above

two per cent. which proves that it is false economy to buy cheap boxes.

Care should be taken not to use green, unseasoned boxes, as the cheese, particularly the top and bottom, may be damaged in quality from this cause alone.

## SKIN BRAND ON CHEESE.

Leading British importers of Canadian cheese are in favor of branding cheese indelibly with the month in which they are made. Some years ago "September" cheeses became the favorites, but owing to the improvement in the quality of cheese made during July and August, brought about by the system of "cool curing" introduced by the Department of Agriculture, the makes of other months have proved to be nearly as good in quality as Septembers.

It is claimed that unscrupulous dealers in Canada as well as in Great Britain quote "Septembers" at such low prices as to lead to the supposition that they are the make of other months, and as a result any inferiority in quality is not discovered until after delivery is taken. If the month of make was branded on the cheese they would be sold on their merits, and speculators who bought cheap lines of July, August, October or November makes would be debarred from quoting them by cable or otherwise as "Septembers."

## A Growing Business.

**O**NE of the growing produce businesses of Canada is that of J. B. Jackson, Simcoe, Ontario, who has erected an up-to-date cold storage warehouse in that town. This enables him to purchase produce direct from the farmer and place it in cold storage under the most favorable conditions. Mr. Jackson gives his personal attention to this branch of the trade and, while he has only been exporting during the past four years, his eggs under the "Cannon" brand are well and favorably known in all the British markets. There is no doubt a successful future in store for Mr. Jackson in the produce trade, as his straightforward business methods are already well recognized both in Canada and Great Britain.

**Canada's Export Trade in Butter and Cheese.**

IN 1891 the value of butter and cheese products ranked eighth among Canadian manufactures, in the last census of 1901 it ranked third, being led only by log products valued at \$50,805,081, and flouring mill products valued at \$31,835,879. In 1903 the value of Canadian exports of dairy products alone was nearly \$32,000,000, about double the value of the grain exported in the same period, the money invested in Ontario alone in cattle, land, factories, and dairying utensils being estimated at \$175,750,000.

EXPORTS OF CANADIAN BUTTER AND CHEESE.

	Butter. Value.	Cheese. Value.
1834.....	\$1,612,481	\$7,251,989
1885.....	1,430,905	8,265,240
1886.....	832,355	6,754,626
1887.....	979,126	7,108,978
1888.....	798,673	8,928,242
1889.....	331,978	8,915,684
1890.....	340,131	9,372,212
1891.....	602,175	9,508,800
1892.....	1,056,058	11,652,412
1893.....	1,295,814	13,407,470
1894.....	1,095,588	15,488,191
1895.....	697,476	14,253,002
1896.....	1,052,089	13,956,571
1897.....	2,089,173	14,676,239
1898.....	2,046,686	17,572,763
1899.....	3,700,873	16,776,765
1900.....	5,122,156	19,856,324
1901.....	3,295,663	20,695,951
1902.....	5,660,541	19,686,291
1903.....	6,954,618	24,712,942

During 1903 the value of Canadian butter imported into Britain was \$6,551,014 (185,161 cwts.), as compared with 285,765 cwts. for the previous year. This large falling off is ascribed to the high price of cheese which induced farmers to send their milk to cheese factories instead of having it made into butter, and to the high price of butter in the home market, which precluded a profitable export business being done.

There are several interesting figures regarding Britain's imports of butter. Denmark supplies nearly half of the total quantity imported. The amount received from this source last year was 1,771,651 cwts, an increase of 68,622 cwts over the previous year, the improvement being attributed largely to the co-operative system of dairying in vogue in Denmark. The next largest source of Britain's supply is Russia. The Russians are devoting special attention to buttermaking, and have expended large sums of money in placing this branch of dairying on the best possible footing. The amounts imported from the other countries that supplied large quantities of butter to Great Britain last year are as follows:

	Cwt.
France.....	454,088
Holland.....	343,725
New Zealand.....	249,879
Sweden.....	212,232
Canada.....	185,464

These figures show an increase over the previous year for France of 41,848 cwts., for New Zealand of 91,886 cwts., and for Sweden of 20,641 cwts.; while the figures for Holland record a decrease of 49,536 cwts., and for Canada of 100,301 cwts. Canada last year stood in the seventh place, while the year before she occupied fifth place.

Canada's rather disappointing showing is, however, made up by the quantity of cheese sent to Britain in 1903. The British imports of cheese from the Dominion amounted to 1,848,152 cwts., as against 856,062 cwts. from all other countries. This is an increase of 139,287 cwts. over the previous year.

Taking butter and cheese together the returns show a small increase in the value of these products imported into Great Britain from Canada. In view of Canada's possibilities in the dairy line this small increase over the previous year cannot be considered quite satisfactory. It is, therefore, to be hoped that the Canadian Government will take whatever steps are necessary to secure the proper storage facilities for butter on vessels plying between Canadian ports and Great Britain, and thereby encouraging the export of this produce.

The president of the London, Eng., cheese board recently remarked that everything pointed to a poor year's business in cheese this year. The trouble lay in the fact that last year English buyers stocked largely and paid too high a price for cheese, with the result that a number of firms still had on hand a supply which should have been disposed of long ago.

There is also an unprecedented dullness in the English butter market due largely to over-supply, which will interfere temporarily with the success of the Canadian export butter trade with Great Britain.

**British Columbia Cattle Outlook.**

ACCORDING to an official report received by the live stock commissioner, Ottawa, British Columbia range cattle went into Winter quarters in fair condition, feed in the late Summer having been good owing to the heavy rains. The Winter up to February was fine and mild, but after this to the end of March the ranges were covered with deep snow. Hay was comparatively short all through the range country, with no old hay on hand and a good deal of the 1903 crop damaged by the heavy Summer rains. Speaking generally, cattle are in fair condition and few losses have occurred; the she stock suffered most, and it may be estimated that in consequence the calf crop will be below the average.

There can be no doubt that in certain sections of the country, more especially on the Thompson River, the cattle business is too speculative to be healthy. If the past Winter had been of a similar character to the previous one, a very large proportion of the stock of that section would have been wiped out. The day is past when it is safe to go into Winter with one-third or one-quarter of a ton of hay per head, per year, the reason being that, snow or no snow, by the time January comes there is practically no feed left on the lower ranges.

Beef is still low in price and from present indications is not likely to be better than last year, if as high. The C. P. R. have given the following figures of shipments from points on the main line during the year 1903. To coast points: Horses, 140; Cattle, 9,481; hogs, 2,013; sheep, 400. To points east of Laggan: Horses, 1,722; cattle, 130.

In regard to cattle, in addition to 9,484 head given as shipped to the coast markets, in order to arrive at the consumption of beef at these points, must be added the local supply and a total supply for about four months from the Northwest, as the B. C. ranges hardly ship any beef from February to June 1. The Kootenay trade is supplied mainly from the Northwest with the exception of the supply from the country south of Okanagan Lake and along the boundary. This will bring the exports from B. C. ranges to a figure probably between 10,000 and 11,000 head. The improvement of the herds is steady, and although no doubt a vast number should still be weeded out, the average is a good deal better than a few years ago.

**G. T. R. Ice Cars.**

The regular service of ice cars for the transportation of butter from points throughout the country to Montreal, via the C. P. R., commenced Monday.

**Pork, Bacon and Hams.**

Canadian exports of pork, bacon and hams are nearly four times as great as they were seven years ago. In 1896 they were valued at \$4,446,884; in 1902 at \$12,457,863, and in 1903 at \$16,029,269. The Canadian product has won an enviable reputation on the British market, and it is almost certain that the next few years will see an enormous increase in British importations of Canadian pork, bacon, and hams. At the present time Canada supplies only from one-fifth to one-sixth of the bacon, etc., consumed in England, which consumes yearly \$92,650,146 worth, being outclassed by the United States and several other European countries.

# Butter, Cheese, Eggs

AND

# Poultry

We solicit consignments from Canadian dealers. We pay cash or sell on commission.

If the shipper wants cash, we pay the highest ruling market price his produce commands.

If he chooses a commission sale we are admirably prepared to serve his interests. Our immense cold storage rooms (75,000 cubic feet capacity) enable us to keep all consignments in perfect condition, and to sell at the best moment, when markets are bare.

Toronto is a good market.

## Our Export Trade

keeps on growing. Our facilities for handling large business should commend us to dealers in Canadian produce. Our

“Thistle”  
Brand



of Eggs  
and Butter

are favorably known on British markets. We might refer you to our agents, S. P. CLARK & CO, 13 Railway Approach, London Bridge, S.E., and HEDLEY STEVENS, 77 Victoria St., Bristol.

CABLE ADDRESS :—EGGMAC, TORONTO ; ALEXANDER and ABC 4th EDITION CODES.

**The J. A. McLEAN PRODUCE CO., Limited**

**73, 75, 77 Colborne St., TORONTO, Canada.**

# Matthews'

## MILD CURE

—FOR—

### Quick Consumption.

**Its** bright, fresh appearance draws trade.

**Its** sweet, mild cure holds trade.

## ALWAYS LANDING.

LIVERPOOL

BRISTOL

MANCHESTER

LONDON

SOUTHAMPTON.

---

# MILLS & SPARROW

AGENTS

Colonial House, Tooley Street,  
LONDON, S.E.

# Matthews' PACKING HOUSES

Are situate in the  
BEST HOG DISTRICTS  
IN CANADA

Regular Shipments

Highest Quality

---

**MILLS & SPARROW**

AGENTS

Colonial House, Tooley Street,  
LONDON, S.E.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Conditions in provisions remain about the same as last week. The demand has varied little. Lard is reported as somewhat easier, caused, no doubt, by temporary accumulations of stock, resulting in a drop of 1c all around. The fresh meat market is fairly lively, and prices in hindquarters have advanced noticeably. Lamb is quoted 50c cheaper. We quote this week:

Long clear bacon, per lb.	0 08	00 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12½	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	18 50	17 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07½	0 07½
" tubs	0 07½	0 08
" pails	0 08	0 08½
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb	10 50	11 50
Veal	6 00	8 50

Butter—The quantity of butter pouring in on wholesale houses has made it a drug on the market. If prices could go any lower there is not much doubt but they would do so. The large stocks accumulating are far outrunning the demand. Butter is in close touch with cheese, and when one is dull the other is almost sure to be in the same condition. More is coming on in tubs than last week, but the first part of the week was cool enough to make roll shipping perfectly safe. A comparison with prices for this time last year is interesting. Quotations were then as follows: Creamery prints, 20 to 21c; creamery solids, fresh, 19 to 20c, and dairy rolls, large, 14 to 15c; dairy prints, 16 to 17c; tubs, 14 to 15 1-2c. This week we quote:

Creamery prints	Per lb.	0 17	0 18
" solids, fresh	0 16	0 17	
Dairy rolls, large	0 11	0 13	
" prints	0 13	0 14	
" in tubs	0 11	0 13	

Cheese—There is a slightly better demand for export this week, but its effect on prices is very small, as it assumes a tendency rather than an actual increase in the outlet. Large stocks of old cheese are on hand, and this is responsible for the dullness. Stocks were bought by exporters at such high prices last year that the sale in England decreased greatly during the winter. Cheese is an article of such large consumption in that country that a falling off in the demand is very simply effected. Exporters have lost a great deal of money this winter on cheese. We quote the following:

Cheese, large, old	Per lb.	0 09½	0 10
" new fodder	0 08	0 08½	
" twins	0 08½	0 08½	

Montreal and Quebec.

Provisions—The receipts of provisions still continue to increase, there

being 320 packages of tinned meats and 152 boxes of hams and bacon offered on Monday. Private cables indicate better prices for Canadian bacon in the Old Country, in London and Bristol. In London the advance is from 2s to 4s per cwt. and the price 44s to 52s. The rise in Bristol is only about 1s to 4s, making prices about 40s to 50s. There was a slight advance in the price of hogs, of a quarter of a cent per pound. From packers the demand was good and sales were made up to 5 1-2c a pound. For fresh killed abattoir stock there was no change. The tone was firm and sales were made freely at from \$7.25 to \$7.50 per hundred. In lard and bacon locally there was a steady trade doing all round and activity ruled. We quote:

Canadian short out mess pork	\$17 50	\$18 00
American short out clear	16 50	17 00
American fat back	17 50	
Bacon, per lb.	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
40-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01
Wood net, tin gross weight		
" Wood	1 77½	
" Tins	0 08½	
" cases (6 10-lb. tins)	0 08	
" cases (12 5-lb. tins)	0 09	
" cases (24 3-lb. tins)	0 09½	

Butter—The butter market is still quiet and uninteresting. From the Eastern Townships it was learned that at the Dairymen's Exchange, held in Sherbrooke on Monday afternoon, twenty-five factories were represented. Mr. Jas. McKimmon, the president, in addressing the meeting, advised the members of the board to combine together for the time being, and not to sell any dealer in Montreal that would not attend the sales. Only one Montreal buyer was reported to have qualified on that day. This was Mr. John Orpe. It is expected that at another meeting, however, Montreal buyers will have representatives present. Mr. Orpe purchased 300 packages of butter at 14 3-4c. This is practically the ruling price for a very good grade of butter. We quote 15c as standard.

Cheese—The prices of cheese seemed mixed early in the week. There was a firmer undertone, yet no definite advance could be noted. Better prices were paid in the country. This is surmised to be, however, a speculative deal, and is not the true value of cheese. It would be difficult, therefore, to declare an improvement in cheese, although the tendency points that way. From Great Britain, however, there are the most gloomy reports. Several of Montreal's largest produce merchants have just returned from Europe, and while some of them are optimistic, the Old Country advices do not back them up. One advice stated that between Liverpool, London and Bristol there were still 250,000 of old cheese unabsorbed on the 7th of May. Some of the local exporters con-

firmly believe that it is easier to sell the new make cheese than it was at the beginning of last week. They will not deny, however, that there is no improvement in the Old Country situation to warrant the increased prices paid within the last few days. There were actual transactions in Quebec goods at 6 1-2 to 6 3-4c, and in Ontario makes at 6 3-4c to 7c, while the combination of the two makes changed hands at 6 3-4c. On the other hand, 1,500 boxes of Quebec cheese, offered at the wharf, commanded a first cost of 6 1-2c, which is an advance of a quarter of a cent on Monday of last week, and should be equal to a spot price of 6 3-4c, so that altogether, prices are irregular, ranging from 6 1-2c to 6 3-4c on Quebecs and 6 7-8c to 7 1-8c on Ontarios. The first cheese here has been of very poor quality, or no doubt better prices could have been attained.

BUTTER AND CHEESE EXPORTS.

Considerable interest is being taken in the stronger tone of the cheese market, which is dealt with elsewhere. The exports of butter for the week ending May 14th, from Montreal and Portland, and from New York for the week previous, were as follows:

	Montreal	New York
	102 Boxes	685 Boxes
Last year		35 "

The shipments of cheese from Montreal and Portland for the week ending May 14 and from New York the week previous, were as follows:

	Montreal	Portland	New York
	3,995	1,486	12,843
Same week last year	11,985	4,413	12,343

New Brunswick.

Provisions—In barreled pork and beef prices are rather firmer, but sales are very small. Smoked meats have a fair demand, chiefly in local cured. Pure lard is at least no higher. The low price of pure tends to a lighter demand for compound lard. In fresh meats, domestic beef is in but fair supply. Western is unchanged in price. Veal is plentiful. Mutton is quite firm. Lamb is still high. Pork is low, with a light sale.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	18 00	20 00
Plate beef	12 60	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 09	0 10
Veal	0 05	0 09
Lamb	0 08½	0 07½
Pork	0 12	0 14
Hams	0 10	0 11
Rolls	0 09	0 09½
Lard, pure, tubs	0 09	0 09½
" pails	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" pails	0 08½	0 09

Butter—Market is weak and quality must be the best to ensure a good demand.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair	0 14	0 15

Eggs—Price is low. There is but a fair sale. Quality as yet is good.

Eggs, hennery	0 15	0 20
" case stock	0 12	0 13

Cheese—Cheese is lower. There is a fair sale. Twins have the demand. Local factories are now offering:

Cheese, per lb.	0 10	0 11
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# The Canadian Preserved Butter Co. LIMITED,

58 Wellington Street, MONTREAL, CANADA.

MANUFACTURERS OF  
**Preserved Butter**

Packed in Tins and Jars.

**Sterilized Butter**

Specially prepared for  
Tropical Countries and  
packed in Patented Vacuum  
cans.



All butter packed by our special vacuum process will keep indefinitely in warm regions. We have sent quantities to various countries and have had uniform success.

Cable Address: "Tinbutter," Montreal.

Lieber's Code and Private Codes.

CORRESPONDENCE SOLICITED.



This is a representation of the  
**"STAR BRAND" HAM**

The original will please you and delight your customers. We shall be pleased in turn to receive your orders and can ship promptly either in Pickle, Smoked or Cooked.

**F. W. FEARMAN COMPANY,**  
LIMITED,  
HAMILTON, ONT.

**WE ARE HAVING GREAT DEMAND FOR OUR**

**Sugar Cured Hams  
Breakfast Bacon  
Roll Bacon**



The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

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

**Export Trade in Eggs.**

THAT the Canadian export trade in eggs has already assumed big proportions is seen by the annual report of the Minister of Agriculture, Ottawa, which estimates the total exportations of eggs from Canada in 1903 at \$1,436,130. The bulk of Canadian eggs exported goes to Great Britain, although a promising market has opened up in the Canadian Northwest, where veritable hordes of new settlers will require large quantities of eggs for some time to come. The Northwest cannot begin to use the surplus of Canadian eggs, however, and exporters continue to look to the English market. There are practically no limits to the latter except that of price, and just now the fact that Canadian eggs are two cents a dozen higher than ordinarily at this season of the year, is acting as an effective barrier to their introduction on English markets. "The English consumer," said one provision dealer, "has not been in the habit of paying such a record price, and simply won't take our eggs." Under ordinary circumstances there is a brisk demand for Canadian eggs, and dealers in England will take as many as Canadian exporters care to send them. It cannot help but cause envy in hearts of Canadian egg exporters, to learn that Great Britain imported last year \$30,659,679 worth of eggs, their share of which was comparatively small, being only \$1,120,760. During the same year Canada also exported to the United States eggs to the extent of \$6,136, and to other countries to the extent of \$8,931. The following figures represent the total egg exportations from Canada for the last 19 years:

Year ended 30th June.	Value.
1884.....	\$1,961,197
1885.....	1,830,632
1886.....	1,728,082
1887.....	1,825,559
1888.....	2,122,283
1889.....	2,159,510
1890.....	1,795,214
1891.....	1,160,359
1892.....	1,089,798
1893.....	868,007
1894.....	714,054
1895.....	807,990
1896.....	807,086
1897.....	978,479
1898.....	1,255,304
1899.....	1,267,063
1900.....	1,457,902
1901.....	1,691,640
1902.....	1,733,242
1903.....	1,436,130

The British market has been exploited by Canadian egg exporters for some 15 or 20 years, during which time the trade has undergone several changes. Formerly eggs were sent in long coffin-shaped cases, holding 120 dozen, packed in straw. Now 30-dozen cases are used almost exclusively, having cardboard fillers and nail tops or patent wire fasteners, although the latter are by far the more popular. Much greater

care is exercised in sorting and packing eggs than heretofore, and at the present time complaints on this score are heard against only a few of the smaller dealers. It is no secret that steamship companies have vastly improved their facilities for carriage, which fact has also helped materially to improve the egg trade.

The demand in England is principally for glycerined eggs, although "new-land" find ready sales. Glycerined eggs are the same as ordinary pickled eggs, with the exception of having a particular finish required by the English trade. Fresh eggs are gathered late in the Summer season and placed in cold storage. These require to be shipped in cold storage and will not keep well if subjected to changes of temperature.

Canadian egg exporters say the outlook for 1904 is not particularly bright. As a matter of fact last year was not a profitable year for this department of export trade. More eggs are being consumed at home, and the consumption in the Northwest is an increasingly important factor, together with the high price of poultry, which has caused farmers to kill off stock. The principal reason, however, for the unfavorable outlook is decreased supplies, the egg season being from four to eight weeks later than last year, and the high prices prevailing. Certain egg dealers have gone so far as to withdraw from the export trade until prices adjust themselves to a more reasonable level.

**Expansion of Dairy Industry.**

THE expansion of the Canadian dairy industry depends largely on export of creamery butter, and as the extent to which this trade may be developed depends in turn on a high standard of quality being established, the Canadian Government is justified in adopting every means necessary to protect the good name of Canadian creamery butter.

The relative selling price of all butter made in Canada is influenced and regulated by the price obtained for that which is exported. It is obvious, therefore, that anything which tends to improve that price will help the whole trade. That there is still room for a great increase in exports of fancy creamery to the markets of the United Kingdom is shown by the fact that during the year ending June 30th, 1903, Canada sent only about 6 per cent. of the total importation. The following countries compete with Canada: Denmark, Russia, France, Holland, Sweden, New Zealand, Australia, United States, Belgium, Argentina and Germany. The four first named each supply more at present than Canada does. In some of these countries stringent laws have been enacted to regulate the marking, grading and export of butter. Canadians must do likewise if they wish to compete successfully in this important trade.

**FOR SALE.**

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

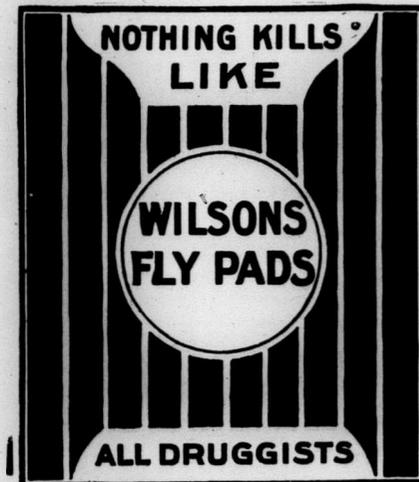
**Soup Pastes.**

A customer inquired last week at a first class grocery store for Soup Paste of a certain sort; the grocer couldn't supply the order.

**We make Soup Pastes and Napoli Macaroni.**

Send for free samples and price list.

**NAPOLI MACARONI CO.,**  
Hayter and Teraulay Sts.,  
TORONTO, CANADA



Stock the kind the housekeepers ask for. Avoid poor imitations.

**Egg Cases**

—AND—

**Woodboard Fillers**  
**BOTTOM PRICES.**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

**BEAVER BRAND**  
REGISTERED



CELEBRATED PRESERVED

**EGGS**

"GLYCERINES"

Original Patentees of  
the Glycerine  
Process.

Also Apple  
Exporters.

**D. D. WILSON & CO.**

Egg and Apple Exporters, SEAFORTH, CANADA.

**Ragg Bros. & Co.**

15 Victoria Street

Liverpool, - England

Consignments of Bacon and Hams, Cheese  
and Butter received and sold on Commission.

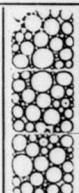
We take no profits, we sell on commission  
only.

**WRITE US**



Telegrams: "HESKEL, LONDON."  
Telephone: P.O. CENTRAL NO. 2422.

**The Foreign Fruit &  
Produce Co.**



Importers of

**GREEN AND DRIED FRUIT AND PRODUCE**

HOPETOUN HOUSE

5. Lloyds Avenue, London, E.C., England

**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."

I am a buyer of

**BUTTER, EGGS, PEAS, BEANS,  
POTATOES, APPLES, HONEY,  
MAPLE SYRUP, MAPLE SUGAR  
and all kinds of Farm Produce.**

I also SELL

on commission, all kinds of the above.

I pay highest ruling market prices  
and make prompt returns.

Make me a trial shipment and  
convince yourself.

**ARTHUR SAUCIER**

1453 Notre Dame St., - MONTREAL.



**J. B. JACKSON**

SIMCOE,  
ONTARIO.

Exporter of HIGH-CLASS

**Eggs, Poultry AND Apples**

THE MOST UP-TO-DATE

COLD STORAGE and PICKLING PLANT

-IN CANADA.-

**Mathie & McWilliam**

Produce

Commission Merchants

126 to 130 Ingram Street

Glasgow

**The J. D. MOORE CO.**

St. Marys, Ont., Canada.

Limited

WAPITI BRAND  
EXPORTERS OF  
Eggs

RETURNED  
JUN 8 1904

Correspondence  
Solicited

**Poultry**

All Good Cooks and All Good Eaters Use

# LEA & PERRINS' SAUCE

With Soups, Meats, Fish, Game and Fowl, for it is a seasoning that is almost as necessary as salt to make them perfectly palatable and digestible. It is superb and stands to-day as it did over sixty years ago "The Sauce that has absolutely no equal."

**"ALL GOOD GROCERS SELL IT"**

**J. M. Douglas & Co.,** - **Montreal**  
Canadian Agents

## 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.**

The  
**Harriston Pork Packing  
Company, Limited**  
**Pork Packers**

Exporters of the Finest Brands of

**WILTSHIRE BACON      LONG CUT HAMS  
LONG RIBS      SHORT RIBS      CANNED MEATS  
"HARRISTON" BRAND OF PURE LARD**

The choicest quality of goods manufactured from  
the best grade of hogs.

English Agents

**MESSRS. HEYWOOD & SON**  
Produce Exchange Bldgs., Liverpool, Eng.  
and  
1 Denman St., London, S.E., Eng.

**"FULTON'S," ADVERTISING CONTRACTORS.**

THERE is in London, Eng., an old established house of advertising contractors whose way of doing business is somewhat unique, and whose methods of working are so successful as to command orders from many of the largest manufacturers of proprietary articles in Great Britain. This house, Fulton's, employs a small army of work people, and there are few, if any, other organizations, who work on the same lines or are so successful in producing a demand for any article of household use in so short a time.

The essence of the system is to show and talk up the article with the housewife, through the medium of a staff of experienced saleswomen, to go to a town with the object of interviewing every housewife resident and introducing whatever article a client wishes to have placed on the market. The ground is systematically worked from house to house and street to street. Wherever possible a signed order is taken from the housewife to be executed by the retailer she usually deals with. At the same time the wholesale and retail trade are supplied, in order that these traders may be in a position to execute immediately all orders that the staff of agents take from the public daily. Goods for the execution of such trade orders are delivered, and every trade account is guaranteed, so that manufacturers have practically nothing to do but supply the goods ordered, sending them forward carriage paid to the town or towns in which these operations are being conducted. There is no friction with the public or the retail or wholesale trades. Thousands of accounts have already been opened throughout the country and Fultons are well enough known in many parts to produce by their direct methods a trade for any article of household use or consumption quickly, and taking all their services into consideration, at a comparatively economical cost.

A representative of The Grocer was favored with a "private view" of some of their systems and a diary of results, and the figures were most surprising, showing that actual sales had resulted to 33 1-2 per cent of the families in those areas of Great Britain which had been contracted for. The advertisement of the company in this number of Grocer is worth the attention of any Canadian manufacturers who want to get their goods on the British market, and detailed information will gladly be given

by Fulton's to any who wish to make private inquiry.

**MR. JULES COTE,**

THE Canadian Grocer takes pleasure in presenting to its readers in this issue a portrait of one of Ottawa's bright young business men. Mr. Jules Cote, manager and secretary-treasurer of the firm of S. J. Major, wholesale grocers, Ottawa.

Mr. Cote was born in 1879 at St. Stanislaus de Champlain, P.Q., singularly enough the very year that the business in which he now holds a guiding position was founded by the late Mr. S. J. Major. At the age of thirteen he entered Ottawa University, from which institution he was graduated at the end



Mr. Jules Cote, Manager and Secretary-Treasurer of firm of S. J. Major. Wholesale Grocers, Ottawa.

of three years. Six months later he entered the employ of the late Mr. Major as assistant book-keeper. Through close application and hard work he became head accountant in two years, and shortly after was promoted to the management of the business. Owing to illness Mr. Major, his principal, was ordered to Europe. On the death of that gentleman last June it became necessary to reorganize the business; a joint stock company was formed, and incorporated in December, 1903, under the firm name of S. J. Major, taking over the business of the estate. Mrs. Major, widow of the late S. J. Major, retained a controlling interest in the stock, while Mr. Cote secured a good share for himself. The corporation is a close one, being composed of only a few members.

Mr. Cote is a hard and steady worker, with a most agreeable manner and progressive ideas. He is a good and ready buyer, and generally knows what he wants for his trade. As an evidence of the growth of the business it may be stated that when the management of affairs passed into his hands the annual turn-over was only half a million, while last year's statement showed close to one million dollars.

Mr. Cote was married on April 18th last to Miss Catherine Gravel, of Rockliffe, a suburb of Ottawa, where he resides at present. For a young man of not quite twenty-five years to have charge of a business of such importance and magnitude is certainly creditable, as well as an evidence of what close application, careful study and attention to an employers' interests will do.

**AN ENORMOUS BINDER.**

The Rolla L. Crain Company, of Ottawa, manufacturers of loose leaf systems, have had on exhibition in Ottawa the largest loose leaf ledger binder ever made in Canada. It was made for the Ontario Department of Crown Lands, and is designed to hold sheets 29x34 inches; the length when opened out is within a few inches of six feet. This binder is on exhibition in the windows of the Mason-Risch Piano Company, Toronto, and the work reflects credit upon the Rolla L. Crain Company.

**REFLECTION.**

IN the March 31 issue of The Grocer an article appeared concurrently with many other periodicals regarding the Japanese Government and the tea subsidy, referring directly to its effect upon the Central Japan Tea Traders' Association which has one of its largest offices in Montreal. Extracts are quoted noting the result of the subsidy expenditure, and as the whole article was printed from the Kobe, Japan, Chronicle no personal reference could have been intended. Japanese tea traders the world over have established a reputation for respectability and standing; and that Japan is an important tea producing country is unquestioned. Any thought of displeasing allusions to the association's personnel was absolutely foreign to the intention of The Grocer.

# CANADIAN CANNERS

LIMITED

PACKERS

OF OVER

**90** PER  
CENT.

OF ALL THE ~~MARKETS~~

CANNED FRUITS,

VEGETABLES

PACKED IN THE

and POULTRY

**Dominion of Canada.**

CORRESPONDENCE SOLICITED.

QUALITY GUARANTEED AND UNSURPASSED.

ADDRESS

**Canadian Canners, Limited**

Head Office: 39 James Street,

CABLE ADDRESS:

"Canners," Hamilton.

**HAMILTON, ONTARIO, CANADA**

# CANNED GOODS DEPARTMENT

## Canadian Canned Goods Trade.

**T**HE canned goods industry in Canada is one whose chief feature during the last few years has been its remarkable development. Canned goods may be roughly divided into the four general departments—canned meats, canned vegetables, canned fruit and canned fish.

canned meats on a large scale is looked forward to as a realization of the very near future. In 1903 Canada's exports of canned meats were \$619,911, as against \$104,718 in 1899—an increase of \$515,193.

### CANNED VEGETABLES.

Ten years ago the quantity of canned vegetables put up in Canada came within very small compass. Canned corn,

cently, remarked that he had not seen anything in the trade to surpass Canadian soups. Canadian canners have practically a monopoly of the home trade in canned vegetables, and are still making great strides, especially in the newly settled districts of the Canadian Northwest.

### CANNED FRUIT.

The Canadian canned fruit industry has shown equally rapid development, being fully ten times as extensive as it was eight or ten years ago. The large home trade is now supplied almost exclusively by Canadian canners, while Canadian exports have increased from \$292,660 in 1899 to \$403,558 in 1903. It may interest the trade to know that the English demand is mostly for fruit put up in bottles, rather than in tins, and the majority of English canners put up canned fruit in no other way. One feature of the trade to-day is the gallon tins which have become a popular size for putting up both canned vegetables and fruit.

### CANNED FISH.

The oldest established and perhaps on the whole the most successful department in the canned goods industry in Canada is that of canned fish, the total value of fish exported from Canada in 1903 being \$10,014,298, mostly British Columbia salmon, herring, cod, and mackerel, as compared with \$8,718,053 in 1899. Recently Canadian kippered

### EXPORTS OF CANNED GOODS.

	1899.	1900.	1901.	1902.	1903.
Canned meats, poultry, etc.....	\$104,718	\$312,290	\$423,045	\$582,191	\$619,911
Canned fruits.....	293,660	329,696	181,829	143,244	403,558
Canned vegetables, such as tomatoes, corn, etc.	19,934	18,101	43,566	118,013	34,128
<b>Total.....</b>	<b>\$418,312</b>	<b>\$660,087</b>	<b>\$648,440</b>	<b>\$1,143,448</b>	<b>\$1,057,597</b>

### CANNED MEATS.

The variety of canned meats put up by Canadian manufacturers is almost innumerable. Only a few years ago corned beef, dried beef, and a few other staple lines covered the list. To-day the variety is surprising, including ready lunch beef, chipped beef, sliced smoked beef, ham, pigs' feet, mutton, roast and boiled ox and lamb's tongue, potted and devilled tongue, veal, chicken and turkey loaf, jellied hock, and many other lines. The home consumption has also shown a marked increase, and at the present time Canadian meat packers have a practical monopoly of the home trade. Formerly American interests carried on a more or less extensive trade with Canada in canned meats. This, however, has dwindled of late years, and the percentage of American goods sold to Canadian consumers has become comparatively small, the exception being in fancy meat loaves which are being put up so attractively as to capture the Canadian trade. One wholesale dealer's opinion on this feature of the trade was that directly Canadian manufacturers set about it to equal, if not surpass, the efforts of American packers, there could be little doubt as to the direction trade would take. One prominent American packer's firm has evidently realized the seriousness of the situation in as far as it is sending its representatives out among the retail trade.

During the South African War Canadian packers developed a healthy export trade in canned meats, principally beef, which trade has become somewhat curtailed since, although the exportation of

peas, and tomatoes were on the market then as a comparative novelty. There has since been an enormous increase in the home consumption of these staple lines, and at the same time a promising increase in exports to Great Britain, although canned vegetables with the exception of tomatoes are not in brisk demand in the English market, owing to the large quantities of vegetables which are grown at home. It may interest the ordinary reader to know that canned corn is almost unknown to the English consumer. The price of canned vegetables there, moreover, places them practically beyond the reach of the poorer classes.

Another feature of the canned vegetable trade is the enormous demand for

canned pork and beans which has sprung up within the last few years. Canned soups have also become one of the leading features of the canned vegetable trade, and it is no secret that Canadian canners of the same have won an enviable reputation for their soups. A representative from Armour's packing establishment who visited Canada re-

### FISH EXPORTED BY CANADA.

Class of fish.	1899.	1900.	1901.	1902.	1903.
Codfish.....	\$2,702,554	\$2,994,683	\$3,761,481	\$3,161,674	\$3,336,906
Pickled herring.....	186,698	190,011	256,929	293,652	249,457
Smoked herring.....	88,897	103,983	50,974	75,410	77,780
Fresh lobsters.....	367,558	305,493	301,447	365,194	398,267
Canned lobsters.....	2,320,060	2,372,858	2,283,980	2,149,395	2,591,585
Fresh mackerel.....	86,540	26,950	18,134	66,438	22,802
Pickled mackerel.....	169,765	155,827	283,157	354,852	235,283
Fresh salmon.....	93,425	142,238	141,628	196,896	161,711
Canned salmon.....	2,407,481	2,883,330	2,880,480	5,012,738	2,589,660
All other fish n.e.s.....	296,075	537,242	582	538,530	350,853
<b>Totals.....</b>	<b>\$8,718,053</b>	<b>\$9,712,566</b>	<b>\$8,987,742</b>	<b>\$12,214,779</b>	<b>\$10,014,298</b>

herring have almost entirely displaced Scottish goods, which formerly held the Canadian market. These are exported mostly to the New England States. Canadian canned haddies are also a comparative novelty, although the export trade in them has already assumed considerable proportions. The trade, however, in canned lobsters has

diminished owing to the poor catches during the past few years, and prices have almost become prohibitive. At the present time  $\frac{1}{2}$  lb. tins cost 25c, whereas the price formerly was only 15c. for pound tins. The big feature of the canned fish trade, however, is that in Canadian sock-eye salmon, which are known the world over.

Exports of canned meat, vegetables, fruit and fish are rapidly increasing in value, totalling more than \$6,000,000 in 1903 as compared with \$3,700,000 in 1893.

#### A Modern Canning Plant.

THE Bloomfield Packing Co., Bloomfield, Ont., have recently made a number of changes in their plant in the way of additions and improvements. The capacity of their storehouse has been doubled, being now 280x60 feet, two storeys high and built so substantially that the upper storey can be safely filled to the roof with canned goods. Two new boilers have been installed of 80 horse power each. Numerous improvements in the way of pea filling machines, pea graders, corn cutters, capping machines, etc., have been added to the pea and corn canning sections, until their capacity is now 150 cans per minute—double what it was last season. The capacity of the tomato plant stands at present unchanged, 72 cans per minute, although the management say they expect to make changes which will increase this 100 per cent. between now and tomato packing time.

As a partial solution to the labor question, the company last Fall erected a three-storey building 30x100 feet. This is intended as a boarding house and has free accommodation for one hundred people. It is now being furnished in a very comfortable manner throughout, lighted with electricity, etc. Meals will be furnished to employes at the low rate of 10 cents each. One of the buildings in contemplation, but not yet commenced, is a kindergarten, where the little ones can be taken care of and taught while their mothers are packing tomatoes and husking corn.

With a view to increasing the efficiency of the staff, a number of changes and additions have also been made. Mr. D. D. Ranney, of Salt Lake City, the new superintendent, arrived a few days ago to assume his duties. Two other fresh faces on the ground this year are Mr. Ball and Mr. Allan, first and second engineers, respectively, who arrived from Birmingham, England, last week. Mr. Mac Clark, electrician, late of Glasgow, Scotland, has also been added to the staff. With all these changes, additions to plant, etc., the management

hope this year to pack the requirements of the country for "Quaker" canned goods, something they have not been able to do since the establishment of the business four years ago.

Mr. N. Peace, of Birmingham, Eng., is president of the company, and Mr. T. E. Owens, manager. Mr. Peace is now on his way from England to take a look over the factory for the first time, it being forty-two years since he was last in Canada. The manager, Mr. T. E. Owens, is well-known from coast to coast, having for fifteen years represented the Century Co. of Picton. He was also connected with the late Mr. Wm. Newman, of Fairport, N. Y., when he first introduced "Pure Gold" goods to the Canadian public.

#### A New Canning Factory.

THE wholesale and retail grocery trade will be interested in learning of a new canning factory, with location at Picton, Ont., in the famed County of Prince Edward. The new concern is styled the "Old Homestead Canning Co.," and the brand of the goods will be "The Old Homestead." Associated in the enterprise are men of repute and substance. The manager, A. H. Baker, is a widely known resident of Picton, having for many years past been extensively engaged in the evaporated fruit trade. A modern factory, built of concrete hollow blocks, is in the course of erection, and one hundred men are hastening forward the work of completion in time for the opening of the strawberry season.

The bulk of the machinery—all of it of the most approved sort—is in place. A process man has been brought in from the United States, and if half of the good things said of him are true, his principals will be more than satisfied.

Prince Edward County will furnish the fruits and vegetables, a guarantee straightway of an excellent product. The new company will compete for high-class trade since they propose to make only a high-grade quality. "Old Homestead" labels are very attractive,—an item of importance in commanding public favor. Shelf goods that please the eye have a self-selling power too great to be ignored.

W. H. Millman & Sons, Toronto, grocery brokers and manufacturers' agents, will act as selling agents for the "Old Homestead" canned goods.

#### AN ENTERPRISING POTATO GROWER.

"Beauty of the Valley" is the name of a potato introduced to this country by J. F. Lavoie, of Cote des Neiges

West, P. Q. It is a fine tuber impervious to the contagion of rot, no matter where planted or cast, in fact Mr. Lavoie claims it is invulnerable even when side by side with diseased potatoes. To give an idea of the value of culturing such splendid food products, it may be mentioned that he raised a little less than a thousand bags last year, and recently received as high as \$1 to \$1.25 for them. They are fine cooking potatoes and the sales were made largely for seed purposes.

#### TARIFF OF UNITED KINGDOM.

THE provisions of the British budget come as a reminder how very few articles appear in the customs tariff of the United Kingdom. The impost upon tea is to be sixteen cents per pound, and upon unmanufactured tobacco somewhat less than a dollar a pound. Cocoa imports pay two cents, and coffee four cents a pound, sugar from fifty cents to a dollar a hundred weight, according to standard; confectionery, canned and dried fruits, such as currants, raisins, etc., are liable to a small duty, also condensed milk and marmalade, but there the list of taxed articles of food ends. Sparkling wines pay a duty of sixty cents per gallon, and spirits from four to five times more, according to their strength.

The entire revenue from customs tariffs in the United Kingdom, according to the figures for the year ended last March was only \$167,688,710 out of a total revenue of \$738,056,764. More revenue was received from the property and income tax, which latter is not paid by persons earning less than \$800 a year, and rarely by those earning any weekly wage.

The contrast between the financial system of Canada and that of the United Kingdom is very strikingly illustrated by the fact that of the total revenue the customs duties amount to considerably more than one-half, while in Britain the proportion of indirect taxation through the customs tariff last year was but little more than one-fifth of the total revenue.

"The resolution passed upon the night when Mr. Chamberlain introduced his budget scheme was carried by large majorities," says the Montreal Herald, "in order that the extra duties upon tea and tobacco could be at once levied, otherwise there would have been a rush to evade the possible duty by taking goods out of bond before the House had made up its mind."

# THE OLD HOMESTEAD

A NEW BRAND OF CANNED VEGETABLES AND FRUITS.

Corn, Peas, Tomatoes, Beans, Strawberries, Raspberries, etc.

Our new factory, located at Picton, Ont., is being rapidly equipped, and manufacturing operations will be in progress when the strawberry seasons opens.

## High-Grade Goods

will be produced. The factory is of the most modern type; the process manager is the best money can procure, and the fruits and vegetables will be Prince Edward County stock, and of the very finest quality. Contracts with growers are already out.

## The Old Homestead Brand

can be relied upon to be equal to, if not superior to, anything yet produced in Canada. It is confidently expected that The Old Homestead Brand will set a new standard.

Correspondence from Foreign Dealers Solicited.

# The Old Homestead Canning Co.

Picton, Ontario, Canada.

We pack a full line of  
 PEAS, BEANS, CORN, TOMATOES,  
 PORK AND BEANS, PUMPKIN,  
 GALLON APPLES, FRUITS, JAMS  
 AND JELLIES, BONED CHICKEN,  
 DUCK AND TURKEY, FRUIT PULPS  
 in gallon tins, and TOMATO PULP in  
 barrels.

**CANNED GOODS.**



Try our celebrated 12-oz.  
**QUEEN BRAND CATSUP**  
 in bottles.

**Belleville Canning Co.**  
 BELLEVILLE, ONT.

**OUR PEAS STAND FIRST.**  
 They are known throughout Canada for their ex-  
 cellent quality and unequalled flavor.

— TRY THEM.

Our CORN and TOMATOES need no word of praise,  
 as they stand second to none.

Special attention given to GALLON APPLES and  
 PORK AND BEANS.

All our Goods are packed with greatest care and  
 fully guaranteed.

Write us before placing your order for full particu-  
 lars and prices.

**Flett's**  
**Pickle Prosperity**  
 Prosperity follows thrift. Be thrifty. Buy goods of high quality with a good profit and pickle prosperity will follow.  
**FLETT'S PICKLES**  
 are known as pickles of quality.  
**ROSE & LAFLAMME**  
 Agents, MONTREAL.  
 MS

**BATGER'S**

**LIME JUICE CORDIAL**

ALREADY SWEETENED,  
 DELICIOUS FLAVOUR,  
 REFRESHING,  
 QUENCHES THIRST,  
 SELLS WELL.

These are just a few reasons why you should  
**STOCK BATGER'S LIME JUICE CORDIAL.**

STOCKS AT

ROSE & LAFLAMME,  
 MONTREAL.

A. F. MACLAREN IMPERIAL  
 CHEESE CO., LTD.,  
 TORONTO.

**PUMPKIN.**

Have you tried our Pumpkin yet? If not, you have not had the best.

**700 CASES ONLY TO SELL.**

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

**THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,**  
 Ingersoll, Canada.

## THE PICKLE TRADE OF CANADA

**T**HIRTY years ago Canadian pickles were looked at askance by the better class of Canadian trade, and well they might be, since Canadian manufacturers at that time had scarcely begun to learn the a, b, c, of the art of putting up fancy sauces, relishes, pickles. Pioneers in the grocery trade remember well when the only line manufactured at home was plain cucumber pickles prepared after the crudest possible fashion. Then a housewife had no choice but to take the imported article.

### A Great Change.

however has taken place in the character of the pickle trade. Canadian manufacturers, not slow to see a good thing, have followed the example of their English and European predecessors in endeavoring to put up condiments such as would tempt the appetite of the most fastidious. That they have been successful is proved by the rapidly increased consumption of home-made pickles in the Canadian market. A brisk demand has sprung up where formerly a prejudice existed, and in popularity the Canadian article is steadily gaining ground on the article of foreign manufacture. This is easily seen from the relative amounts of imports of pickles from Great Britain, the United States and other countries during the last few years. In 1889 Canada's importations of pickles amounted to 102,200 gallons, valued at \$108,364; in 1895, 107,196 gallons were imported, valued at \$100,399. In 1902 and 1903 the quantities and values of importations were 291,292 gallons, \$233,929; and 439,306 gallons, and \$313,511, respectively. By far the largest part of the last importations were pickles in jars or bottles, the total being made up as follows: Pickles in jars, \$187,220; pickles in bulk, \$32,676; sauces and catsups in bottles, \$80,531; sauces and catsups in bulk, \$6,933; soy, \$6,154. The increase in importations of pickles shows considerable progress, which is to be expected with the population rapidly growing, and home manufactories hardly able as yet to supply the home demand. It is more than offset, however, by the increase in the output of Canadian manufactories. A representative of The Grocer interviewed one of the largest Canadian retailers on the sub-

ject, and was told that the percentage of sales of home-made pickles was fully half or over of his total sales. The demand for Canadian pickles, he said, had shown wonderful improvement, and although a certain percentage of what was known as the fancy trade would still call for the imported article, the trade in general had come to the conclusion that Canadian pickles were at least equal to anything on the market. No statistics are obtainable, but it seems as if considerably over half the home market, from sixty to seventy per cent., is supplied by Canadian manufacturers; they will be in a position to supply the home market altogether directly they get Canadians sufficiently educated to the relative merits of home-made pickles.

### Conditions Favorable in Canada.

Conditions of climate and soil in Canada are wonderfully adapted for the growing of all the vegetables required by the pickle industry on a large scale. She can easily grow enough of such produce to supply the home market. The majority of Canadian pickle manufacturers are looking farther ahead than this, however. There is a possibility ultimately developing a Canadian export trade in pickles. If England can feed her own population and have and to spare, why cannot Canada with much greater resources do as well?

Canadian manufacturers of pickles have branched out in a surprising way, and to-day the number and variety of sauces and condiments bearing the Canadian stamp is legion. It is no longer necessary to think the only chutney in the world comes away from India. A dozen varieties of the same are manufactured right at home, which do not suffer in the least from comparison with the former.

### Salting Stations.

The ways and means by which the Canadian pickle maker obtains supplies of raw material are worth noting. Certain likely districts for growing the necessary vegetables, situated conveniently within a radius of a hundred miles or so of the central factory, are exploited, and salting stations built. It is calculated that a possible poor crop in one district will at least be offset by a better yield in the vicinity of another salting station. Here stocks are gathered in season, and put in brine where they are kept until required for manufacturing purposes. Frequently supplies have been held for as long as

two years, and when taken out have been found to be perfectly preserved.

For the last two or three years supplies of vegetables have been difficult to obtain owing to scarcity of labor. Large numbers of laborers are flocking to the Northwest and it has been found difficult, and in some cases impossible, to replace them, owing to the fact that the majority of new comers also go straight to the Northwest. Manufacturers, however, are hopeful that this will soon be adjusted, and that vegetable growing which under ordinary circumstances pays exceedingly well will be undertaken on a much larger scale in Canada than it has hitherto been.

### Freight Rates Too High.

One complaint is being raised by pickle manufacturers all over Canada, namely, that freight rates are too high. Owing to what they conceive to be unfair discrimination on the part of railways and steamship companies, English manufacturers are able to place their stock on the markets of Western Canada as cheaply as Canadian manufacturers. It will be granted that labor is cheaper in England, but it is manifestly unfair that there should be no relative difference between freight charges from England and from Ontario to the Northwest respectively. This is a question which might very well be taken up by the Dominion Railway Commission. Canadian manufacturers are undoubtedly competing against big odds and the surprising thing is that they have been able to do it so successfully. At the same time it is claimed that those who have charge of transportation in Canada should give a preference to the manufacturers at home if to anyone.

The general impression seems to be that the preference which English pickles enjoy entering Canada ought to be sufficient without the granting of additional favors.

### Trade Requires Watching.

The pickle trade requires eternal watching in every department if it is to be developed. We have to be continually on the alert to make up none but the best quality going, said a prominent Canadian pickle manufacturer. Not only because we want to give our customers the very best pickle obtainable, but because we have strong competition in the imported article. Another important item the manufacturer has ever before him is that of suitable packages. Public taste is continually undergoing change and the manufacturer has to be in a position to supply whatever consumption demands. One section of a community may prefer small packages, in another the demand is for large packages exclusively. The enterprising manufacturer therefore will see to it that his particular brands of pickles, sauces, etc., have first claim to supremacy in the minds of the largest possible Canadian manufactories. A representative number and variety of customers the world over.

## Wholesale Grocer's Trip to the West Indies.

WHEN in Ottawa last week The Grocer had an interview with A. Allard, of Provost & Allard, wholesale grocers, Ottawa, who has lately returned from a two months' tour through the West Indies. Mr. Allard's recital of his experiences was a most interesting one, and as he is a close observer of things commercial, his trip was enjoyable as well as instructive. Many of the commodities handled by the grocery trade, such as sugar, molasses, onions, lime juice, coconuts, etc., are indigenous to the islands, and a study of their growth, cultivation and preparation for the market was naturally of great attraction and interest. Mr. Allard left Ottawa February 11, sailing from Halifax on February 18, by the ss. Dahome of the Pickford & Black line.

### CANADIAN TRADE WITH THE ISLANDS.

Mr. Allard's views as to the possibilities of trade between Canada and the islands and Demerara are pronounced, and as a true and progressive Canadian he feels depressed at the opportunities for mutual trade which are being neglected on all sides. "Why, every merchant I spoke to expressed a decided preference for dealing with Canada, and the wonder to me is that Canadian manufacturers have not taken advantage of the friendly hand held out to them by their fellow colonial citizens. We can sell them canned goods, flour, furniture, boots and shoes, butter, soap, canned meats, etc., in large quantities, exchanging with them sugar, molasses, Bermuda onions, sweet potatoes, bananas, oranges, and other tropical fruits. Canadian canned goods are in favor but I found that no regular shipments are being made, and continuity in supplies is necessary in order to secure a hold on the consumer. First-class goods, I found, bring good prices, and as we can put up these lines as well as any other country, our packers are losing a good market. English and American packers are getting the trade in this line and unless our packers bestir themselves and follow up the trade regularly it will be a difficult matter to get in at all."

### POSSIBILITIES NOT FOLLOWED UP.

Mr. Allard expressed surprise that the jobbers of Halifax, favorably situated as they are with continuous and regular steamship services, do not reach out for some of this trade, such as bacon, hams, pork, fish, etc., which are staple and steady sellers. "Spasmodic trips," said Mr. Allard, "have been made by a

few Canadian manufacturers and shippers, but as they are not followed up, the result is naturally unsatisfactory. What is needed is for a firm to send representatives down there at regular intervals; then the trade will know what to depend on, and reserve a portion of this valuable business.

"I learned that there is one Toronto firm which has gauged the possibilities of trade, I think it is Northrop & Lyman Co., who send a representative down there every six months.

### BUTTER AND FLOUR.

"Butter to be marketable must be packed in tins, principally 1-lb. and 2-lbs. With the quality our Canadian creameries produce there is no reason in the world why we shouldn't get a good share of this trade. Flour to be properly landed must be put up in barrels, as flour in sacks is too liable to moisture and will not keep in salable condition."

### MANUFACTURE OF SUGAR AND MOLASSES.

Mr. Allard, in company with five other tourists, had the privilege of visiting one of the large sugar plantations of the Diamond Co., at Demerara. An inspection of the same and observation of the process of extracting the sugar from the cane, grinding, centrifugal process, and manufacture of molasses, was one of the most interesting features of his trip. The attention that has been paid of late to the production of Barbadoes molasses by the larger refiners has resulted in the making of a grade of molasses bringing prices equal to the highest Porto Rico makes, and shipments are being made to the United States markets at very remunerative prices. On the smaller plantations the methods appear to be after the simplest and crudest possible fashion, but in a few years it is believed planters will recognize the value of improved machinery and higher grades of goods will be produced as a result.

"I had the pleasure of meeting Sir Daniel Morris, commissioner of agriculture, at the Leeward Islands, to whose efforts and energy are largely due the best results that are being brought out of the islands. Sir Daniel is, of course, an appointee of the Imperial Government, and so directly in touch and sympathy with the views of the rulers in Downing street, who are paying a good deal of attention to the development of the West India Islands."

### WEST INDIAN STORES.

Mr. Allard stated that the stores in the larger islands were in every respect

the equal of the best we can show here. Stocks are bright, clean, well assorted and well kept, and the merchants everywhere as keen and up-to-date as we Canadians claim to be. Prices are reasonable and profits on a par with our own. Demerara, on the mainland, was one of the most interesting districts visited, and Trinidad and Barbadoes impressed him as being thriving islands, capable of showing good business to Canadian manufacturers and shippers.

Mr. Allard's advice to merchants desiring a holiday in which health, recreation and benefit may be pleasantly and profitably combined is, "take a Pickford & Black steamer for the West Indies."

### BIG NEW YORK COMPANY.

MR. JOHN C. JUHRING, vice-president and secretary of Francis H. Leggett & Co., importing and manufacturing grocers of New York, in an interview stated that their trade has been picking up rapidly since May 1, and business is now excellent. Though April was a quiet month, the company's sales up to May 1 of this year were quite up to the average of a year ago. The falling off in April did not appear to be due to either special or general causes, unless caution on the part of buyers might be called general. This was a good and not a bad feature, as stocks are light in both first and second hands, and as everyone has been buying from hand to mouth for the last three months.

Francis H. Leggett & Co., announce that they are opening a branch house in St. Louis. The managers of the branch, Messrs. H. J. Koch and J. J. Lee, have secured a five-storey building at 508 North Main street, where they are putting in a stock.

### REMOVAL.

The Duncan Company of Montreal, manufacturers of "Chaser" Laundry Soap, have removed from Inspector street to 1,974 and 1,976 Notre Dame street. The business has increased to such an extent that larger and more suitable premises were a necessity. Their premium system, conducted on entirely new lines, has proved such a success with the trade and the consumer that larger showrooms were required. In the near future the company will open up premium and sales rooms in the larger business centres of Canada and the merits of "Chaser" Soap will be known from the east to the far west.

## Window and Interior Displays

Timely Hints  
and Suggestions

### A Maple Window.

**W**HEN window dressers start out with the idea of building a fancy window, they so often lose sight of the fact that the features included that are not a part or an adjunct of the goods handled, are in the majority of cases a waste of time and expense.

By this it is not meant that the picture window has no place in the plans of a window dresser, but that serious consideration should be given the question whether such a display will sell goods, and whether just as attractive a window cannot be arranged out of the goods themselves, or with accessories that are closely related to the goods shown. If this is not possible the picture window can be used occasionally—not oftener than the special holiday seasons, and perhaps two or three times more.

In the present development of window dressing the picture window (and by this is meant the one that contains no or slight reference to any line of goods carried) is of little service. It may attract a crowd, but so common are tasty displays that the name of the firm exhibiting is often never noticed, and even if it is there is doubt if any substantial benefit results unless made use of on a few occasions only.

There are open to the trimmer schemes in great numbers that are just as attractive to the average public as the picture window, and will prove far more profitable. The expense of dressing these windows is much less, and there is little danger of working in too much and thus ruining the general effect. If the window dresser has before his mind a definite conception of the goods he is to display, and is not simply building a background that would be suitable for dried herring or vinegar, he is less likely to let his imagination run away with him in the production of a scene that would rank with the prospectus of a new gold mining company.

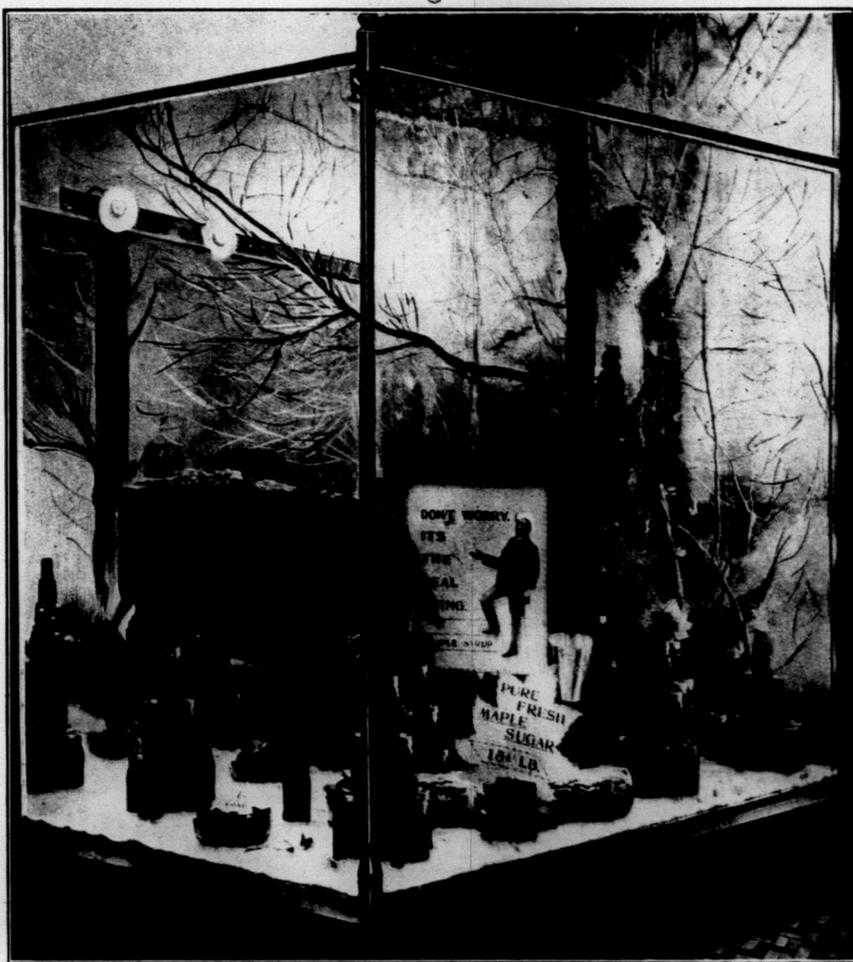
Maple syrup and sugar are in themselves awkward articles for effective dis-

play, but in this window has been attempted something that makes of it an excellent advertisement, as well as one that has all the advantages of a picture window. A scene in a maple woods is always picturesque and interesting, and Mr. Hasenflug has utilized this to a most commendable extent.

The scheme is simple, the expense next to nothing, and the finished window all

on the ground and on the roof of the hut, represented by batting, gives the proper surroundings, as does the bit of log carelessly placed in the foreground. At the back is a white sheet with branches placed against it. An owl in the tree gives life to the picture.

Care has been shown in the placing of the goods advertised. A few stacks of bottles and a few cakes of maple sugar



A Display of Maple Goods—Shown by Geo. Hasenflug, Waterloo, Ont.

that could be desired. The rough bark hut used in the maple woods is the centre of attraction, and over its head hang the branches of a large maple tree tapped and bucketted as it would be in the woods. The mirror at the side assists the scene materially by giving an air of greater space and more trees. The snow

are all that is necessary to show the application of the woods scene, and the few twigs scattered among them on the snow takes off the "shoppy" look.

Price tickets have not been forgotten, and they are appropriately in the shape of a maple leaf. The smaller size are the better ones, although a larger size

is necessary to include the wording desired. The two larger leaves could have been a little smaller, or one could have borne both phrases without the prices, leaving that to the smaller cards.

**Display Criticisms.**

Merchants are invited to take advantage of these columns for a helpful criticism of window displays which they have shown, or the interior of their store. Suggestions will be gladly made by the window and interior critic, and window dressers will be enabled to get far better results from their plans. Send in your photos, and they will be published and commented upon. There is scarcely a window but could be improved and every improvement means better business. Try it.

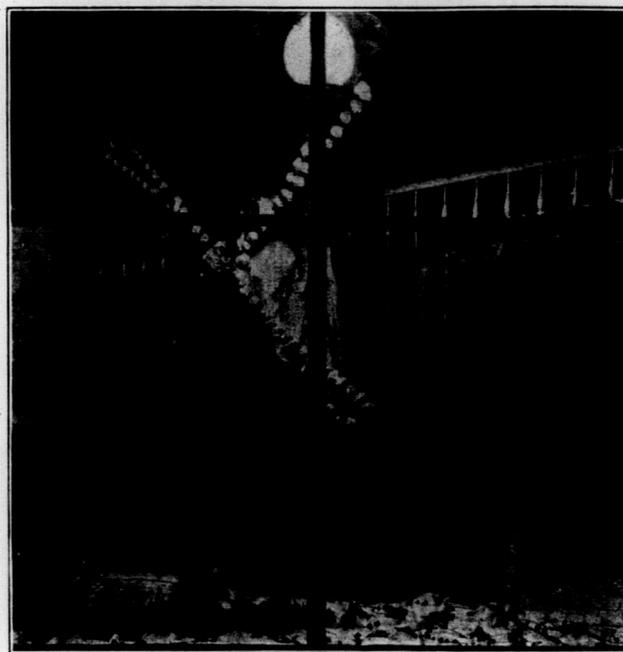
**A Holiday Display.**

THE holiday seasons, such as Easter, Dominion Day, Thanksgiving, Christmas, etc., call for some special effort on the win-

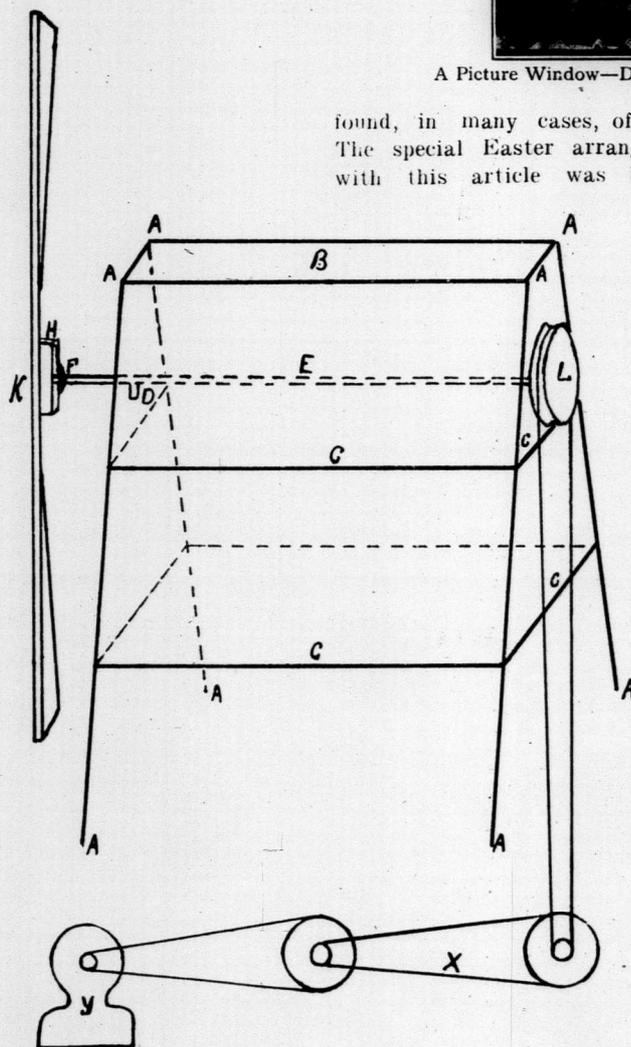
dow dresser's part. At these times arrangements that have no value as direct advertisements of any goods carried are perfectly proper and will be

Whitesides, for F. Carne, Jr., Victoria, B. C., and contains ideas that would be effective in attracting attention.

The color scheme is purple, white and



A Picture Window—Dressed by J. E. Whitesides for F. Carne Jr., Victoria, B. C.



- A—Skeleton of frame built of 1 x 1 1/2 inch cedar.
- B—Board 1/2 x 18 x 8 inches.
- C—Braces.
- D—Bracket to hold E.
- E—Iron gas pipe for shaft.
- F—Screw head to hold fan. A similar one holds pulley.
- H—Piece of wood 1 x 6 x 6 inches screwed to F.
- K—Fan 6 feet long.
- L—Eight-inch pulley.
- X—Reducer.
- Y—Motor.

found, in many cases, of great value. The special Easter arrangement shown with this article was built by Mr.

green. The background is made of two screens 5x5 feet each, with scrolls as shown. The whole is covered with white calico, and over this is spread a covering of white net. The entire structure is then outlined with pale purple cheese cloth, in the style known as ball-puffing, and starting from the bottom of the frame is a profuse growth of artificial smilax vine climbing upwards, with small bunches of artificial violets pinned to the smilax as a relief.

In the centre is a windmill, draped in white cheese cloth and decorated with smilax and violets. The fans are skeleton frames covered with white ball puffing with green ribbon between each puff. At the centre is a square piece of cedar 6 inches in size, covered with white and edged with white ball puffing very full. In the centre is a large bunch of artificial white violets with green leaves.

The second cut shows the framework of the mill in detail. Around the base of the mill is green moss with calla lilies, white violets and lilies of the valley showing here and there.

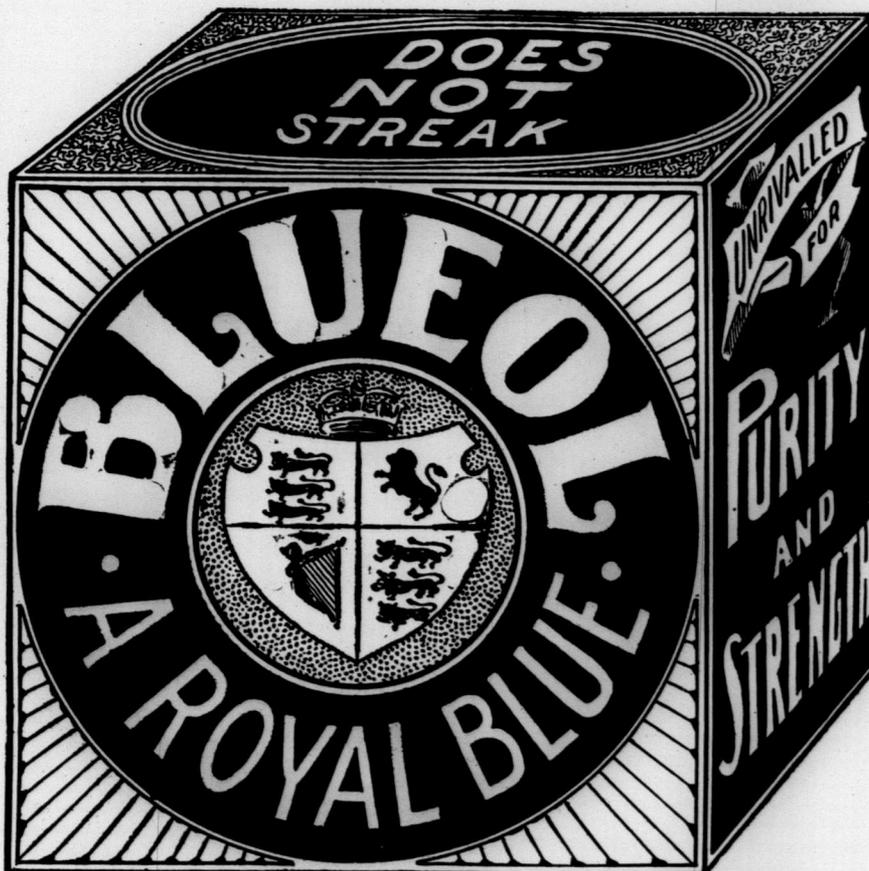
The floor is covered with cheese cloth with smilax trailing from the window to the centre. Four nests of green moss with colored eggs, two dolls with bunches of violets in their laps, and a colored egg in with the violets, complete the design.

The whole display has a quiet, artistic, unstrained appearance that too seldom characterizes elaborate designs of this description. Easter is symbolized in the eggs and flowers; Spring is noticed in the windmill, the flowers, the green leaves, and the moss, and life is given it by the dolls and moving arms of the windmill, which are connected with a motor under the floor.



The Finest and most Economical Bluing in the World!

Affords Greater Profits to the Seller—and Greater Satisfaction to the User!



When once used all others take second place!

Blues as white as white can be!

**Interesting Show Card Free on Application.**

We do not deny that a Square of "BLUEOL" is smaller than other and inferior kinds. It would be foolish!—Anybody can see at a glance that there is a difference, but it takes the user to find out that "BLUEOL" is stronger than the more bulky Squares which have been sold on the Canadian market for so many years. The fact is, we take a great deal of pride in our scientific ability to produce superior and greater Bluing material in a smaller Square than our competitors, and it also gives us pleasure to be able to offer an article to the Trade that is a credit to Canada. Our phrase "Canada's Best is the World's Best," is no idle boast when we apply it, as we do, to "BLUEOL."

The retailer receives five 4-square packages with every pound which means practically his getting 1 package in each pound for nothing. One Square of "BLUEOL" is fully as strong, better, and goes further than one Square of any other Laundry Blue manufactured in the World!

**J. M. DOUGLAS & CO., MONTREAL.**

MANUFACTURERS.

Foreign Correspondence Solicited.

Established 1857.

# It's Merit That Tells

Our constantly increasing business proves this beyond doubt.

Are we doing good trade with you this season? If not, why not? We have goods and prices that are decidedly interesting. See our travellers or write to us direct.

Our Mail Order business receives special attention.

We do not advertise special lines, for all our lines are "Special."

**PROMPT SHIPMENT.**

**QUALITY FIRST.**

## THOS. KINNEAR & CO.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS,

49 Front Street East, - - TORONTO.

Live Grocers are awake to the seasonable tastes of their customers.

During the warm weather

**HIRES' ROOT BEER**



should be carried in stock.

**"White Dove" COCOANUT.**

Packages and pails. The finest goods offered to the jobbing trade to-day.

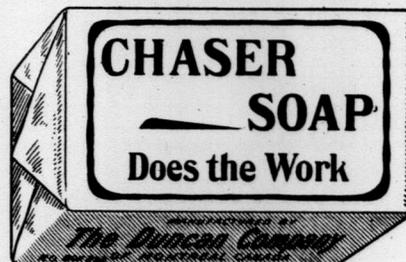
WRITE FOR PRICES.

Large importation of **Chutney, Guava Jelly and Mango Sauce** carried in stock.

**W. P. Downey**

AGENT

26 St. Peter Street, - - MONTREAL.



Our premium system and running graded quantity agreement with dealers makes "Chaser Soap" the most profitable and easiest selling soap on the Canadian market.

RETURNED  
APR 10 1905

*To Owner  
Cut Box 23  
Page 13*

This will interest you if you want a money-maker.

ALL WE ASK IS

DO YOU WANT TO START THIS IN YOUR TOWN?

—Send for particulars—it will only cost you the price of a post card or 2c. stamp to find out.—Write us.

**THE DUNCAN COMPANY**

P. O. Box 292.

**MONTREAL**

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**John C.  
Kirkwood,**

**TORONTO.**

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

### HOW CAPE BRETON ADVERTISES.

**A** FORTNIGHT ago I had something to say concerning some advertisements which appeared in a Newfoundland paper. A good friend of The Grocer in Sydney, N. S., sends me a half dozen advertisements taken from Sydney and Glace Bay papers, and suggests that I "can throw some hot shot

#### GROCERIES AND CROCKERYWARE.

Banner Oats	Bean Pork
Saxon Oats	Pork Hams
Rolled Oats	Beef Hams
Oat Oeal	Roll Bacon
Corn Meal in Bags	English Breakfast Bacon

Also a good line of Crockery and Glassware.

#### PARCELS DELIVERED.

**FERGUSON'S CHEAP CASH STORE,**  
Main Street.

at" them. "Hot shot" is doubtless intended to kill, but I hope that criticisms I may make from time to time concerning advertisements submitted for review neither kill nor wound their authors. The surgeon's knife may cut deep and sore, but it is ever exercised in the cause of healing. In any course of instruction how not to do things is very often as helpful teaching as proper examples.

These Cape Breton advertisements vary greatly in character and quality,—some are distinctly good, one or two are fair, and other two are curiosities. Easily the best of them is that of Bertram Co., Limited. It is creditably "set up;" it is not crowded; it is devoted to one subject; the type display is first-class; it tells in exact language just what the probable customer wants to know; and it gives a simple, well expressed reason why people should buy fish. One does not often come across a better example of a good advertisement. The writer who prepared it is to be congratulated.

Judged by the standards by which the Bertram Co.'s advertisement has been measured the others fall decidedly short. The advertisement of Fulton's grocery is devoted to a single subject, in a sense, but beyond the fact that it emphasizes a brand of goods of known excellence, it does not tell very much, and of course will not sell very much. An advertisement should aim to have "news" in it. Advertising is news, and can be made readable and instructive. When merchants appreciate the news feature of advertising they are in the position to prepare good "copy."

The announcement of Ferguson's Cheap Cash Store is attractively set up. Its balanced arrangement and the enumera-

**IF YOU ARE**

looking for a place where you can buy Flour, Meal, Meats, Milk, Groceries, Candies, Fruits, Butter, Cheese, Eggs, Mitts, Socks, Hay, Grain, Bran, Middlings, Cracked Corn, Herring, Codfish, etc. Good variety of Pipes, Tobacco and Cigars. Potatoes, Turnips, Carrots, Cabbage, Proprietary Medicines, or any of the little necessities wanted in every home. Call on or ring up phone 31.

**John McLeod & Son,**  
Sydney Mines,  
Special attention to Country  
CUSTOMERS.

tion of goods of like character; its simplicity, all combine to make it a fair example. Yet it, too, fails in the supreme test—does it provoke desire for the goods advertised?

John McLeod & Son have a neat looking advertisement, but the closely printed list of a rather mixed up lot of sundries will not be read by many people, and conveys to those who may read it—nothing; it leaves the mind a blank. "If you are"—the caption of the advertisement, is very poor. This portion of an advertisement should strike quick and hard, and compel both the attention and the interest of the reader.

The compositor who set up James Hewson's advertisement surely is of the

old school. The type is ancient. The arrangement is ancient,—and the language of the advertisement is more ancient still. One can in imagination see our friend James sitting on the wrong side of the counter smoking like a furnace, discussing with a kindred spirit the Crimean War. He has town lots to sell, but I venture to think it would surprise him—alarm him—did some one come in and say, "Mr. Hewson, I see in your advertisement that you are selling town lots."

And now for canny David Macpherson's four inches of space. Would he waste his opportunity? Not he! Dry goods; salt in bags; groceries; potatoes, turnips and oats; flour; meals, crockery and glassware; miners' supplies; furniture and house furnishings,—a Noah's Ark for variety. I have known a man who received \$10,000 a year for preparing 312 advertisements, but I am absolutely certain he could not put as much in four inches of space as did thrifty

### DAVID MacPHERSON

Headquarters for Dry Goods, Hats, Caps and Clothing.

#### SALT IN BAGS

Choice Family Groceries, P.E.I. Potatoes, Turnips and Oats.

Try a Barrel of Wonder Flour.

Bran and Cornmeal, Rolled Oats, Oatmeal, Crockery and Glassware.

#### MINERS' SUPPLIES

Your Store for Furniture and House Furnishings.  
I Run a Delivery Wagon.

### David Macpherson,

Just next door to Drug Store. Call in. Will be pleased to converse with you in either Gaelic, French or this language.

David Macpherson. And David is chatty and a linguist, and he invites the world to come in an' "hae a crack" in Gaelic, French or English.

I believe that David is prospering, and I am forced to believe against my judgment that his advertising pays.

**Has an Axe to Grind.**

In Profitable Advertising for May appears an advertisement as follows:

A TALK TO MANUFACTURERS.

"The consumer is your first, not your last, court of resort. With the price and quality of your goods the jobber should have nothing to do. He does not use them. He simply passes them along. His legitimate place in the business world is that of a distributor

**FLOUR, MEAL, FEED**

At the old established corner of  
**Pitt and Charlotte Sts.**

May be found the Best Values.

FLOUR,  
MEAL,  
FEED,  
OATS,  
and HAY

All good promptly delivered within town limits.

Here you can also secure

**TOWN LOTS**

excellently situated, at \$100 and upwards.

**James Hewson.**

merely. His influence on sales and consumption is too small to be considered.

"Convince the customer and your problem is solved. Trade flows from that source through the dealer and jobber to you.

"Make your product known to the people who ought to use it. Give it a name and a trade mark so it can be identified at sight. Communicate to the people the enthusiasm you feel for your product. Throw out your chest and advertise.

"The consumer is your jury, will hear your evidence and pass upon your case, and no one else has that right—not even you. If the verdict is favorable, the response will be generous and permanent. Your trade mark will be added to our vocabulary, and will become your most valuable business asset.

"You will then be in a position to dictate terms to both the jobber and dealer, who will carry your goods because they have a demand for them, and will accept your conditions because this demand compels them to."

To this remarkable utterance is attached the name of a New York firm of advertising specialists. Americans, mark you, who repudiate all monarchical forms of government and who proclaim every 4th of July with the waving of the Stars and Stripes and with the noisy din of giant crackers and screaming rockets that all mankind are born free and equal.

Listen! Down with the retailer! Down with the jobber! Long live the manufacturer! Let him be exalted and every other creature abased! Dictate terms to the jobber and dealer, forsooth! It is to be hoped that all the manufacturers who read the strange words above quoted will perceive the spirit of the men who wrote them. One can hear the buzzing wings of some blood-sucker if he will but listen closely.

It is becoming a very common delusion among many manufacturers that

advertising to the consumer is the sort of advertising worth while. These men say: "We must create a demand for our goods, and then we don't need to care a rap about the retailer; he cannot help himself; he must carry our goods." This sounds reasonable and there is a large measure of truth in the statement; yet it brings to mind the old saying, "First catch your hare."

In theory it is all very well to create a demand among the consuming public for one's wares. In practice it takes a fortune to bring about the result desired, and many a manufacturer has spent the fortune and has not secured the demand. In the process two classes of people have prospered—the advertising counsellors (?) and the publishers of newspapers and magazines. It is not hard to "smell the rat" in the elaborately wrought out argument of the foregoing "talk." The advertising firm are hot foot after 10 per cent. of the appropriation required to "Communicate to the people the enthusiasm the manufacturer feels for his product."

What, for example, would it cost a manufacturer of a new cereal to put his goods before the public so forcibly that there would be created "a generous and premature response?" A million dollars is not too small a sum. What would it cost to maintain this demand year in and year out against old and new competitors? Another million dollars a year would almost certainly be

**PURE GOLD.**

A full line of Pure Gold goods now in stock: Jams, Jellies, Spices, Essences, Catsups, etc., at popular prices at

**Fulton's Grocery,**

Corner George and Townsend Sts.

required for this purpose. Or suppose it to be a new baking powder? or soap? or brand of biscuits? The manufacturer who has the good fortune to possess a line that is a new thing has a lesser task than if he is called upon to out some older and well established competitor. He has no right to expect that he can with a paltry outlay drive out a well set commodity for whose establishment in public favor long years and many thousands of dollars have been spent. A word of caution to remember when some smooth tongued solicitor is urging a "campaign to the consumer," is "look before you leap,"—and look far.

There comes to my recollection an instance worth noting of a manufacturer who had an excellent article for which through its own merit and the co-operation of the retailers of the country there had been developed a magnificent sale. This manufacturer, flushed with success, was an easy prey to an "advertising authority" and was persuaded to spend \$50,000 in newspaper and magazine advertising. The \$50,000 was spent, the advertising agent made \$5,000 or more, and the manufacturer, who had taken his salesmen off the road as being useless, found at the end of the year that he had sold but a fraction of what had been his output in former years. He was "sore," and \$50,000 of good money, the fortune acquired in 25 years of dili-

gent toil, had gone to enrich strangers. He vowed he wouldn't spend another cent in advertising. But the resourceful advertising counsellor persuaded him that \$12,500 more would turn the tide of favor his way, and with the gambler's hope he undertook to continue his advertising another three months. The agent, of course, got \$1,250 or more.

The pot of gold at the end of the rainbow seemed as far off as ever. The manufacturer, crippled, sadder and wiser, has returned to the retailer, and is seeking to bridge over a chasm of a year and three month's contempt for his best friend.

It is far from my thought or purpose to belittle advertising to the consumer. What I protest against is the doctrine that the retailer is a mere distributor, without influence, without backbone, a creature not worth considering by the manufacturer. My word to manufacturers is—advertise to the consumer if you can afford it, but advertise, too, to the salesman, who is very truly a distributor, but who is, in addition, a factor too important to be ignored or to be held in contempt. If your means are modest you can't afford to go after the consumer in any large way. It is better far to join forces with the retailer and having his favor, it is an assured thing that your business will expand and there will be no woeful item in your expenses put there by the seductive allurements of men whose sole object is to get 10 per cent of your appropriation—the bigger the appropriation the larger, of course, their fee.

**Good Things Passed On.**

"Dare to do that which you are afraid to do."

Shun the use of many sizes and styles of type in your advertising. Advertise—

**FRESH FISH**

We have added to our plant a large Fresh Fish Refrigerator and shall endeavor at all times to supply our patrons with the best quality of

**Fresh Cod, Halibut and Lobsters**  
(Latter just received)

**Salmon**

(Expected shortly)

You will like the 1 and 2 lb. packages of pure boneless Cod at 10c and 20c each. It is an advantage to you to use them, because:

There is not an ounce of waste and they are put up in a clean, hygienic form.

Fish is a beneficial change for the system, particularly at this season, after the heavy winter meat diet, and will do more to purify the blood than drugs and doctors.

**Bertram Company, Limited.**

Phone 90

Victoria Block

ments set in a single series present as a rule the most artistic and pleasing appearance.

Keep a scrapbook for examples of good advertisements. The study of good examples is highly profitable.

# GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and have made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References.  
Cable Address—"DONABLE," LONDON.  
A.B.C. (5th Edition), Riverside and Adams Cable Codes used.

# GEORGE LITTLE LIMITED

Colonial Produce Importers

**MANCHESTER.**

We are consignees of

## Bacon, Butter, Cheese and Eggs

*(Either Fresh or Glycerined).*

Shippers can draw upon us for four-fifths of value in case of consignments.

References exchanged and correspondence invited.

Bankers: Manchester & County Bank, Withy Grove, Manchester.

Established over 50 years.

A.B.C. Code 4th Ed.

TO CANADIAN SHIPPERS OF

## Apples, Canned Goods, Butter, Cheese, Eggs,

## Meal, Barley, Peas, Flour and Broad Bran

? Don't you want best returns for your consignments ?  
? Why continue dumping your goods on overloaded markets ?  
? Try a good outport and get better net proceeds. ?

## JAMES MARSHALL, ABERDEEN, SCOTLAND,

personally handles consignments of Fresh Apples and all kinds of Canned Goods; also Produce, generally such as enumerated above. Has a good market for all these goods and makes remittances by mail, or cable, if desired, immediately goods are realized.

Direct steamers from Montreal. Shippers who decide to try Aberdeen will oblige by sending early advice.

Cables :  
"Halcyon."

Codes :  
A.B.C. 5th Edition, and Scattergoods.

Established  
1890.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Cigar Selling—The Old and New Way.

By A. E. M.

**C**HARLES KINGSLEY says of tobacco: "For when all things were made, none was made better than this: to be a lone man's companion, a bachelor's friend, a hungry man's food, a sad man's cordial, a wakeful man's sleep, and a chilly man's fire; while for staunching of wounds, purging of rheum, and settling of the stomach, there's no herb like it under the canopy of heaven."

Casting all prejudice aside, it must be admitted by all fair-minded people, even by non-smokers, that there is a good deal of truth in the above remarks, and at least the non-smoking community cannot justly bring the same arguments to bear against tobacco that it does against liquor selling. The handling and selling of cigars and tobacco to-day cannot be done in the same way as it was some years ago, when the storekeeper was satisfied with having a few boxes of cigars shoved into a case or cupboard indiscriminately, with no more regard to value or quality than "the man in the moon." Cigars were allowed to dry up or spoil without trouble being taken to keep them in salable condition; remnants of one box were thrown into another without regard as to color or quality. All that was necessary was to know the price per thousand, colors and sizes.

To-day the man who would conduct his business after such a fashion might just as well "shut up shop." The successful tobacconist makes a study of everything pertaining to his business, the different kinds and qualities of tobacco—Sumatra, Havana, Virginia, Manilla, Turkish (wrongly called by some Egyptian), and many others. There are many varieties of each of the above, and the up-to-date cigarist must familiarize himself with all of these. A customer is more easily impressed when the man behind the counter shows a thorough knowledge of his business.

Besides cigars, it is necessary to have a thorough knowledge of imported and domestic cigarettes and smoking tobaccos. One retail dealer in Montreal handles 50 different kinds of pipe tobaccos, and even then is occasionally

asked for some brand unknown to the trade, the would-be purchaser from the country assuring him that it is really the finest in the world, and that everybody smokes it in his part of the country. Besides the above mentioned goods there is a large line of smokers' sundries, such as brier, meerschaum and amber goods. The up-to-date storekeeper will post himself on the grades, qualities and places of origin of these various lines so as not to be ignorant when questioned about them. So much for the cigarman's stock, to which the limits of this article will only admit of a very brief reference.

The fittings—not the decorations—of an up-to-date cigar store are made for that special business. The cupboards for tobaccos are made as nearly airtight as possible, and the receptacles for cigars are lined with tiles or zinc and fitted with moistening apparatus so that the cigars are always kept in proper condition. In one store which the writer saw in New York recently, the walls and ceiling were lined with tiling, while both heat and moisture were regulated automatically, thus keeping the temperature even all the year round. The fixtures alone of some of the finer

cigar stores of to-day will many times exceed in cost both the stock and fixtures of the cigar stores of 25 years ago.

That tact and patience are more necessary in the cigar business than in almost any other line, the following actual incidents will show: First let me say that the term "Reina Victoria" has nothing whatever to do with the quality of a cigar. It simply refers to the size and style of packing, and a "Reina Victoria" can be had for 5, 10

**THE  
PIPE  
SMOKER'S  
FAVORITE—**

# Meerschaum

**CUT  
SMOKING  
TOBACCO.**

Sold by all Wholesale Houses.

**Popularize your store and  
make money by selling**

# CURRENCY

**Plug Chewing Tobacco.**

**THE ESTABLISHED FAVORITE.**

# THE OLD GROCER SAID:

"If I were beginning over again I would sell cigars. I was in business for 35 years, and sold an immense amount of tobacco that paid a beggarly 10 per cent. or so—not enough to cover the cost of handling. I let good cigar business go by me—business that pays from 50 to 80 per cent. Why I refused to sell cigars I cannot say—a sort of prejudice I suppose. Yet I sold tobaccos."

## And you—what about you?

We make a very fine and absolutely safe offer to grocers—they don't risk a cent. Good sellers in Cigars are our "**Pebble**" and "**Pharaoh**"—the one a 5-center, the other a 10-center.

**J. BRUCE PAYNE, Limited, Mnfrs.**  
**GRANBY, QUE.**



# Secrets.

An open Secret is that **T. & B.** Smoking Tobacco is the **best** Smoking Tobacco made in Canada. Being so, it is the best for the Grocery Trade to sell. It retains trade—brings new trade.

**GEO. E. TUCKETT & SON CO., Limited**  
**HAMILTON, ONT.**

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for \$13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to \$1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,  
Wholesale Tobacconists,  
58 YONGE ST., TORONTO.



The Erie Tobacco Company  
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

# SYMBOL

## 10c. Cigar

A success from the start.

**STOCK IT.**

Manufactured by

**T. J. Horrocks,**

176 KING ST. EAST, TORONTO.

# The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

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

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

### BRANDS

#### Smoking—

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

#### Chewing—

British Navy,  
King's Navy,  
Beaver,  
Apricot.

UNION MADE

# Fight Them.

We back you up.

Don't work 6 days in the week, 52 weeks in the year selling the tobaccos of manufacturers who do not provide for the retailer's profit—merely make him a tool for the distribution of their goods.

We supply tobaccos of as good and even better quality—as well liked by smokers or chewers, and our tobaccos pay a profit worth while.

**McAlpin Consumers Tobacco Co.,**  
LIMITED,  
TORONTO.

or 15 cents. A smoker who had noticed the above words printed on cigar boxes at the store where he generally bought his cigars, happened to be in a cigar store in a different part of the city one day and asked for a "Reina Victoria." The man behind the counter whose business it was to exchange the weed for coin of the realm, naturally asked what kind he wanted, and the would-be purchaser repeated the words with more emphasis. "Yes, but what kind, what price," asked the dispenser of the weed? The customer, knowing only one kind of "Reina Victoria," and thinking that it was the name of the special brand he smoked, imagined that the salesman wanted to palm off something else on him and started to walk out. The storekeeper, seeing the man's ignorance, took down from the shelf a box with the magic words on it and pretending to have misunderstood him at first said: "Here is what you want, sir." As he made his purchase the buyer remarked: "Why didn't you show them to me at first?" Another instance was where a person went into a cigar store and asked for a "Flor Fina" cigar, and because the storekeeper hesitated a minute before serving him, he started to walk out, saying that he could get "Flor Fina" cigars at lots of other places. By way of explanation it may be said that the words "Flor Fina" are stamped on 90 out of every 100 cigar boxes, and simply mean fine leaves, fine tobacco. Sizing the man up as a 5c smoker, he was handed a box of 5c cigars with the mystic words printed on, and that was sufficient to satisfy him.

Coming into contact with so many people, most of whom have some peculiarity or fad about cigars, the successful cigar merchant must possess considerable savoir faire. To the Englishman must be handed a very dry cigar. It must crackle when he squeezes it. The American, on the contrary, likes a very fresh cigar. Another always wants a spotted cigar. Some like a joke, others are particularly serious. The writer remembers one case where a customer would come in sometimes for weeks without uttering a word—just put his money down, take his cigars and walk out. One Montreal tobacconist is a great believer in novel signs. Here are some copied from his window: "How to be happy, tho' married: Smoke my Famous Specials and be happy ever after." "Don't let cigars get the best of you, but get the best of cigars. They are to be had right here." "'Tis better to smoke in this world than in the next, especially if you smoke my mixture." One thing, however, is sure, while curiosity may bring people into

your store for the first time, only quality and proper treatment will make customers of them.

The Tobacco-Growing Industry in Canada.

TOBACCO growing in certain districts of Canada has recently assumed large proportions, although the industry has been carried on in a small way for as many as 25 years. Ontario raised tobacco to the value of \$3,500,000 in 1900, while the Quebec crop for the following year was estimated at \$7,656,000, and that in British Columbia at \$61,830. The leaf grown is known as Canadian burley, and is used mostly in the manufacture of chewing tobacco, and smoking mixtures or combinations, being blended with foreign leaf. Straight Canadian smoking tobaccos are manufactured to some extent as well as Canadian cigars, but these are overshadowed by the foreign brands and mixtures.

The Canadian tobacco growing industry has been most successful along the lake shore of Essex County, in western Ontario, where it extends over a district 35 miles long by 1 to 2 miles broad, and is to-day one of the principal industries in Essex County. During 1903 about 3,500,000 lbs. of Essex or white burley leaf were grown in this district, 2,000,000 lbs. of which were sent to Quebec for manufacturing purposes, and the remainder used by Ontario tobacco manufacturers. It is claimed for Essex tobacco that the rich, brown color of the leaf is excelled by no other burley leaf grown. The leaf grown in Quebec is dark in color, heavy in flavor and not nearly so desirable.

In Essex county the culture of tobacco has, on the whole, paid remarkably well. Conditions of soil and climate are exactly suited to growing the burley leaf, and when the season is late and warm, and there is an abundance of rain, a quality of tobacco leaf can be grown which is unsurpassed. At the present time Essex farmers are getting 11c a pound for leaf, and when it is considered that 1,600 lbs. are often produced on a single acre it will easily be seen that tobacco growing pays. On the above basis a grower will make over \$150 per acre on his tobacco crop; the average is considerably under this, being only from \$85 to 125 per acre. It must not be forgotten that tobacco is a more or less uncertain crop in view of which manufacturers find it necessary to keep two years supplies ahead. Tobacco culture is also hard on the land, making necessary the use of fertilizers to a greater or less extent. The Essex farmer makes adequate provision, however, in that he moves his tobacco fields from one section of his farm to another as soon as the ground shows signs of playing out. The general impression with regard to the profits to be derived from tobacco growing is that they are as great or greater than those to be derived from any other agricultural pursuit.

The demand for home-grown leaf is steadily increasing. Canadian growers are beginning to exercise more care in getting leaf ready for the market in

**GROCERS!**



JUST IN  
LAST WEEK

OUR NEW UNION BRAND **ECHO** 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

**THE W. H. STEELE CO., LIMITED**  
Importers and Wholesale Tobacconists.  
40 Scott St., - - TORONTO  
Phone, Main 1967.

Should be in the mouth of every smoker. What? a

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

**D. McDougall & Co., Glasgow, Scotland.**

the way of keeping sand leaves out of the bales, and in assorting, and as a direct result the trade has shown marked improvement.

Canadian grown tobacco cannot compete successfully with foreign leaf in the manufacture of cigars. The straight Canadian leaf has too strong an odor and is nauseating. Even this rule, however, has its exceptions. In the Okanagan Valley, British Columbia, where the soil is irrigated, samples of cigar leaf have been grown which were considered quite as fine as the foreign product.

Satisfactory results have been obtained from mixing Canadian and foreign leaf as in smoking mixtures, and to-day a considerable number of the cigar factories in Canada are known as combination industries.

Canadian leaf is used principally in manufacturing chewing tobaccos and smoking mixtures. Old-time chewers still cling to foreign leaf, although it is generally recognized that a blend of Canadian and foreign leaf is milder and on the whole more agreeable than the straight foreign leaf. Among the increasing foreign population of Canada Canadian leaf and Canadian and foreign combinations are meeting with increased demand. It is estimated that of the total Canadian consumption of chewing tobacco, the proportion of mixed and foreign leaf is much larger than that of Canadian leaf, while more foreign leaf is used than straight Canadian, although the consumption of the latter is increasing.

**Tobacco Notes.**

The Tuckett Tobacco Co. are making monthly shipments of their brands to Australia.

W. B. Reid & Co., wholesale tobacconists, Toronto, have assigned to E. R. C. Clarkson. The liabilities are stated at \$182,447.09, and assets at \$133,480.68, leaving a nominal deficiency of \$48,966.41.

# AURORA CORN SYRUP

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

Better in flavor and purity than any other.  
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each	24 tins,	\$1.90 per case.
5	" "	12 " 2.35 "
10	" "	6 " 2.25 "
20	" "	3 " 2.10 "

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.

## CANNED SALMON

Golden Net Salmon, = \$1.10 doz.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

### Look up your stock of Canned Goods

If you are low in any of the following lines, drop us a word

Tomatoes,	Asparagus,
Corn,	Succotash,
Peas,	Carrots,
French Peas,	Parsnips,
Mushrooms,	Cabbages,
Flageolets,	Etc., Etc.

We have one of the largest Stocks in Canada, and **WE ARE SELLERS.** We don't believe in waiting for **HIGH PRICES;** we believe in **PROFIT SHARING.**

## PROVOST & ALLARD

Direct importers of Teas, General Groceries and Smallwares  
Ottawa, Can.

Wholesale Agents for "SALADA TEA."

## The Development of Modern Commerce\*

By John McEwan.

**M**ODERN commerce may, for the sake of convenience, be dealt with in three great divisions: 1, the commerce of production; 2, the commerce of transportation; 3, the commerce of distribution. Supplementary to all three come those great adjuncts of business—banking and exchange, the postoffice, the telegraph, the cable and the telephone, with those who provide their use. Then at the end, the cormorant class, who hang on to profit by the follies, blunders, quarrels and extremities of the others, who produce nothing, transport nothing and sell nothing—the lawyers, accountants and stock-brokers.

### The Commerce of Production.

The age of the individual or isolated worker is almost past. To take one class as representative of others, Silas Marner is no longer to be met walking about with his bundle of flaxen thread, or its completion, a web of linen, and in Thrums the sound of Hendry's loom is heard no more. The handloom weaver who worked alone in his cottage or in an adjacent shed, has given place to the noisy factory, where one girl minds several power looms at once and turns out three as much cloth in a given time. Indeed, there are automatic looms (mostly in the United States of America) where one man is said to run at once as many as twelve looms. There are no intervals in the life of the weaver, such as formerly occurred at the finish of each web, or through other incidental causes. Now, it is high pressure from start to finish, the numerous looms driving on constantly, and all needing more or less attention.

It is the same with all the processes relative to the production of yarns and the cloth woven from them. Spinning, warping, weaving, dyeing, finishing; all have passed from the retail to the wholesale methods of production, and in the course of change have forced the population from the country districts to the vast aggregations in smoky, dirty

and unwholesome cities. Children, as soon as the law will permit, are sent to work in the great mills and factories—even as half-timers. The small producer has been driven out everywhere by the necessity of lowering the cost of production and taking the fullest possible value out of plant and mechanical power.

It may be fairly assumed that analogous conditions prevail in other classes of production. Even field labor and the operations of husbandry need now to be on a large scale with many machines employed—milling, malting, brewing, are all in fewer hands than formerly. Indeed, if we look at the food on our tables we can realize how far we are from the times of our fathers, when, except for spices and a few foreign luxuries, everything eaten was produced in the immediate neighborhood, or perhaps even within the bounds of a man's own estate.

The homely pig seldom meets his fate in the old solitary fashion. In Chicago he goes to his doom in droves, and one man has as his "daily round, his common task," the execution of some 700. Mechanical processes absorb every fragment of his carcass, including even the bristles and hoofs. Then he comes over here in sections to furnish, frequently, "Irish-cured bacon."

To give us the bread we eat there are now countless machines, beginning with steam ploughs for the soil and going on to mechanical sowing, reaping, binding and threshing. Except in Oriental lands, where time stands still, the "two women grinding at the mill" are now never seen. Huge factories no longer grind, but crush between rollers the wheat into flour, which steam bakeries often turn into bread. Time fails to refer to more of such changes in which retail production has been replaced by wholesale.

Production has, until quite recent years, been but little influenced by the co-operative movement, it being too difficult a problem adequately to apportion the financial results between the various interests of actual labor and responsible control. Trades unionism has

affected it more seriously—probably in no hurtful way—by shortening the actual hours of work and advancing rates of wages, but certainly harmfully by reducing to an equality the rates of pay to be given to good, bad and indifferent workmen, and by the restriction of output in certain businesses to a uniform low quantity.

### The Commerce of Transportation.

In early days the trader made his own transport arrangements and carried somehow his own merchandise. In the gradual division of labor there grew up various types of professional carriers, probably beginning with human slaves bearing bundles and leading up to troops of pack mules and camels. Wheeled vehicles for road carriage doubtless followed, but it is difficult to trace at what period they were introduced, and they were only available in countries having good roads. Ships that took cargo or were wholly chartered to merchants, are of great antiquity, having probably been known long prior to the circulation of the widely spread tradition of a general deluge and the saving therefrom of a whole family in a peculiarly constructed but capacious sailing vessel.

But any kind of road transit for heavy goods was cumbersome, slow and most expensive. Hence came the making of canals and the exercise of great ingenuity in carrying those over varying elevations. In this country, throughout Europe, and to some extent in America, those had made rapid progress before railways relegated them to a secondary place. The genius of George Stephenson in making a steam engine capable of traveling along rails dragging a heavy load after it, did more than anything previously introduced to increase land commerce, and now all civilized nations have their railroads, while even in "Darkest Africa" the dream of Cecil Rhodes of a continuous line from Cairo to Capetown seems likely soon to be realized. North America has eight distinct lines crossing it from east to west, and South America one at least. Had the present war not interfered, it was hoped within this year to carry pas-

\*Mr. McEwan is an officer of the firm of McMeekin & Co., London, England, and is well-known in Canada. This article forms part of an address delivered by him before the Enfield Literary Union on March 18, 1904.

**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.

sengers without change of carriage across both Europe and Asia from Ostend to Peking, a distance of over 7,000 miles, in about 17 or 18 days. So rapid and extensive has been the development that from the 38 miles of the Stockton and Darlington line, opened in 1825, the first railway, there are now throughout the world 500,000 miles open, representing a capital value exceeding £7,000,000,000.

But, however much the railroad has done for commerce, the ship has done more, because it can carry larger volumes with less handling and at much lower cost. Great Britain has always been a nation of seagoing and seafaring people, and the history of its shipping is, to the man of commercial instincts, a fascinating one. The 19th century saw a wonderful development in size, build, model and equipment of sailing vessels, but, because of commercial evolution, before 1900 went out, their number on the British register had fallen far below what it was when 1801 came in.

By altered materials and differently modelled lines, the carrying capacity per net register ton was made much greater in the later periods. The wooden ship gave place to the composite built of iron and wood. The latter was followed by one of iron and later of steel. The size and speed of individual ships were increased, as appliances were invented to make handling more easy. The competition to excel in producing a fine ship was keen, and it looked at times as if some of the old romance of the sea were returning. The slow and stately progress of the old East Indiaman grew out of date.

In Scotland and America simultaneously were brains at work to do for the sea what Stephenson was later to do for

the land. In 1814 came the first steamship, and while the new idea was slow in being adopted generally, it gradually advanced in its displacement of the older method of ocean locomotion. England again here largely represents the world, because she has till recently sailed and built steamers for all nations. The progress shown in the British register of mercantile steam tonnage is as follows:

1814	1 steamer	48 tons.
1820	34 steamers	3,018 "
1830	295 "	30,009 "
1840	768 "	87,500 "
1850	1,181 "	167,398 "
1860		452,000 "
1902		8,104,000 "

or, as gross register—13,263,000 tons.

Throughout all these years constant improvements have been made in details of construction and in altered models and proportions of hull, giving greater safety and more relative capacity. More important, however, have been the developments in the matter of propulsion, passing from paddle wheels to screw propellers and on to turbines, from simple or high-pressure engines to compound, then triple and quadruple expansion, and the reduction in the cost of running by improved methods of steam generation. All such changes have assisted the modern steamer to displace the sailing ship.

The size of vessels has recently had an enormous development. In 1893 there were only two vessels of over 10,000 tons, except the effete hulk of that white elephant the "Great Eastern." To-day there are in existence eighty of that size or over, and several that exceed 20,000. Others of 24,000 and 40,000 are in course of construction, while one Atlantic mail boat has developed no less than 40,000 indicated horse power.

The effect upon commerce of such improvements in transportation facilities by land and sea, has been to reduce materially the cost of moving goods from point to point. Not only are the rates of freight lower, but the times of the journeys are so much shortened that a great economy arises. Most distant points are brought economically near, while the surplus production of continents and countries far apart is rendered readily and cheaply available in those where such products are scarce or dear.

#### The Commerce of Distribution.

The retail shopkeepers of the types known in the days of our fathers and grandfathers will soon be only a memory. The man who formerly called himself and really was a "merchant"; who served a protracted apprenticeship to learn his business and knew it thoroughly in all its details; who lived in or over his shop or warehouse; who was a member of his trade guild or merchant company; who had as members of his household his own assistants and apprentices, all in strict subjection to his authority and rule by day and night; who instructed them wisely and well in what he knew and set before them constantly an example of commercial honor, integrity and mercantile ability, is a figure of the past. So is the "honest apprentice" in many of the retail trades.

What is arising in place of them? The gigantic department store and the multiple shop business, the former an aggregation of different shops or departments under one roof, the latter a disintegration of one shop under many roofs, in the form of widely scattered branches. The best that can be said for either is that they supply the public in a cheap, quick and convenient way.

# A Big Something for a Little Nothing

**SWEET CLOVER CATSUP** in qt. bottles, at **\$1.25**, in 4-doz. barrels

**ORDER BEFORE ALL SOLD.**

Phones—447, 488, 1258, 899.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.**  
THE ORIGINAL QUICK SHIPPERS.

## Crosse & Blackwell's

**Celebrated Candied and Drained Peels.**

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

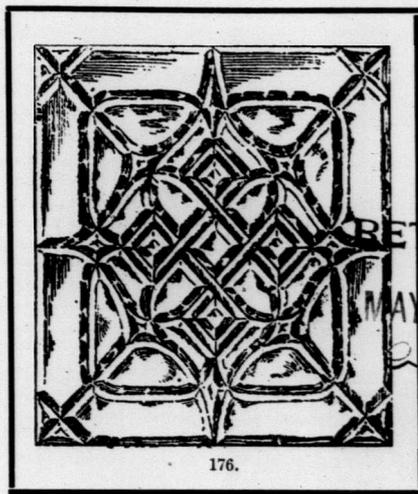
7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

**C. E. COLSON & SON, AGENTS, MONTREAL**

Show These  
to Your  
Customers.

**BEVEL  
PLATE  
DOOR AND  
WINDOW  
PANELS**



**LUXFER  
WINDOW  
PRISMS**

**LUXFER  
SIDEWALK  
PRISMS**

3 feet Square } **STANDARD SIDEWALK PRISMS**  
4 feet Square } **IN STOCK.**

**LUXFER PRISM CO.,**  
100 King St. W., TORONTO.

*THE Chamberlain*

RETURNED  
MAY 23 1904  
*Put back to  
page 104  
etc.*

RETURNED  
MAY 25 1904  
*Book 19  
Page 19  
etc.*

**THE Amalgamated Distillers Co. LTD.**  
LONDON & GLASGOW.  
Montreal House  
204 Board of Trade Building

# CORKS—

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

**S. H. EWING & SONS** Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.  
Merchants 522.

Telephone orders receive prompt attention.

## All Over The World

You will find MacLaren's Cheese in the restaurants of America, the dining-rooms of England, the cafes of Europe, the hotels of Australia. It is eaten in the palaces of the rich and the dwellings of the working people. It is helping to make Canada famous.

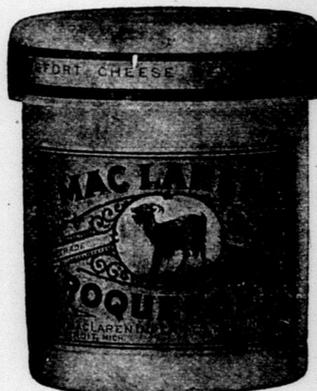
Cheese is  
Canada's  
most  
famous  
product.



MacLaren's  
is Canada's  
most  
famous  
cheese.



It  
leads in  
Canada  
as  
well  
as  
abroad.



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

with what is wanted, and that they tend, if well managed, to produce rapidly new capitalists of ever-increasing wealth. Allied to those are the co-operative stores, founded on a principle ideally beautiful but liable to break down under the strain of temptation to those ethically incapable of living up to a high level of mere principle without the control of over-lordship or present proprietorship. In America the department store is an even more strongly marked feature of life in large cities, but the lack of trust there in one's fellow-man has kept down the co-operative movement.

The multiple shop business has of recent years gained ground rapidly, there being many concerns with hundreds of branches. In Great Britain there is one with 530, and in Germany one with nearly as many. Such concerns provide a few of the modern prizes of life, in good positions with high salaries for competent men willing to work hard, but they take away from hundreds the chance of a decent and honorable occupation in which a living or more might be made. They do infinite harm to the community by destroying ambition and lowering hope in the hearts of the rising generation. They give only a few good positions at the central controlling office, and at the branches frequently anyone without training or experience is employed, not to sell with salesmanship, but merely to hand over, under rigorous checks as to honesty, the goods all previously prepared and ready in handy form for the customers' requirements. There are fewer and fewer opportunities for what we have been accustomed to call the self-made man, but these opportunities are magnified in their possibilities if we are to consider the end aimed at to be merely "to buy and to sell and to get gain." The small shopkeeper will have less chance of be-

? ?

# SPARKLETS

? ?

coming the great trader. The rising assistant can rarely now succeed to his employer's business when the latter retires. Too much power and capital are needed to work things in the modern style and scale to make a transference easy. The management of a branch in a multiple shop business calls for little skill or technical knowledge, and that of a department in a general store is too limiting, so that in neither case is there much hope of rising to better things. The individual touch between the shopkeeper and his customer is lost—they are generally each personally unknown to the other. The assistant degenerates as a rule into a mere "hand," and that often in a most literal sense. The rapid multiplication of shops has led to an extreme fierceness of competition, retail prices being frequently cut to an unreasonable degree for effect, and dodges of every kind practiced to attract custom from the ignorant or to tempt the cupidity of that large class who are constantly seeking for bargains and trying to pick up goods at what they imagine to be less than their true value. It has also encouraged a large demand for lowness of price, irrespective of quality, and so lowered the standard of good productive work. This is a commercial feature most difficult to combat, a lower level once established being difficult to disturb. As said Napoleon: "One can stop easily when he ascends, but not when he descends."

### A NEW MILL.

Quite a large trade has been worked up in a comparatively short time by the recently established milling firm of Cameron, Shipley & Co., of Collingwood. This firm have a brick mill, three and one-half storeys high, with a capacity of 150 barrels. The mill is 40x50 ft. and well equipped throughout. Five brands of flour are manufactured.

### VISIT FROM A VANCOUVER WHOLESALER.

MR. W. H. MALKIN, of the W. H. Malkin Co., Limited, wholesale grocers, Vancouver, B. C., was in Toronto on Saturday last en route home from a 'three months' trip to Great Britain. His trip was particularly on pleasure account, and he was accompanied by Mrs. Malkin. The trip has done him a great deal of good and he is returning to business in first-class health. Speaking of business in England, he said that he heard a good many complaints there, "but," added he, "you seldom hear business men in England say that trade is good. Ask a man how business is and he will say, 'Oh, not bad,' even when trade is good."

One thing that impressed Mr. Malkin a great deal when in England was the excellent arrangement of the displays in the retail grocery and provision stores. They are, he considered, very much in advance of the window displays in many of the Canadian stores.

Mr. Malkin is a careful reader of The Canadian Grocer, and from what he saw during his trip abroad he is convinced that it is the best grocery paper in the world. "The trade in Canada," he said, "should be proud of it."

Mr. Malkin left for Vancouver on Saturday last at noon.

### A HIGH-GRADE POWDER.

The Home Baking Powder Co., Montreal, whose advertisement appears in another part of this issue, draw the attention of the trade to their high grade, absolutely pure cream tartar baking powder. This powder has, during the past ten years, been used by the best families of Montreal, and the trade from a small beginning has developed rapidly. The growth is entirely due to its superior and reliable working qualities. Grocers generally, especially those having select family trade, will find this powder a trade builder and holder. The company are open for a few responsible and active agents in the larger centres.



It pays to handle the best, and you can always rely on

## Upton's

PURE FRUIT

JAMS

JELLIES

and

ORANGE

MARMALADE

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

ORIGINATORS OF CONDENSED MILK.

# Borden's Condensed Milk Co.

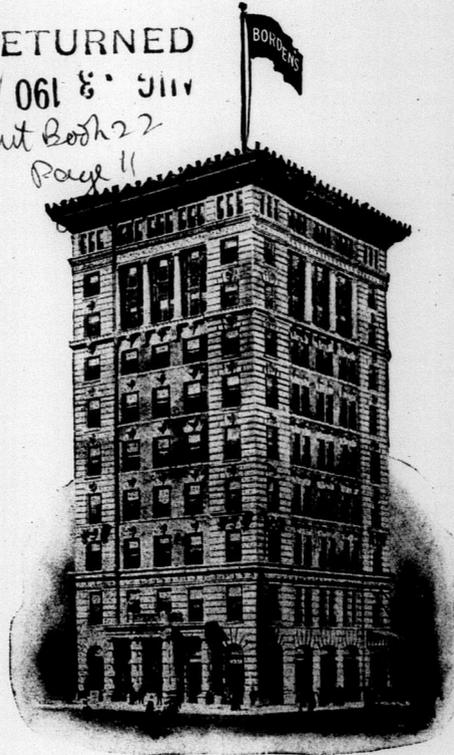
ESTABLISHED 1857.

**FACTORIES:**

BREWSTERS,	NEW YORK.
WASSAIC,	"
WALLKILL,	"
NEW BERLIN,	"
DEPOSIT,	"
NORWICH,	"
JOHNSONS,	"
DELHI,	"
OXFORD,	"
OTISVILLE,	"
CRARYVILLE,	"
HOPEWELL JUNCTION,	"
MOUNT UPTON,	"
FLORIDA,	"
HAMDEN,	"
MILLERTON,	"
CANAAN,	CONN.
EAST ELGIN,	ILLINOIS.
WEST	"
CARPENTERSVILLE,	"
ALGONQUIN,	"
BELVIDERE,	"
MCHENRY,	"
GENOA JUNCTION,	WIS.
and	
INGERSOLL,	ONT.

RETURNED

4061 8<sup>th</sup> St  
Cut Book 22  
Page 11



## BORDEN'S

108  
Hudson St.,  
New York City

The Chief Offices  
and Headquarters of  
THE BORDEN'S CONDENSED  
MILK Co.

Agencies and  
Representatives in all parts  
of the world.

At Ingersoll, in the famed Oxford County, Province of Ontario, Canada, we prepare for the Canadian market all our brands including our celebrated



### "Borden's Eagle Brand"

Condensed Milk

AND

### "Borden's Peerless Brand"

Evaporated Cream

Why not order the best?



Our products are guaranteed and cost you no more, considering the quality, than inferior goods. The continual yearly increase of our output demonstrates beyond question that we lead in quality, and have the patronage of the most discriminating buyers.

Our Brands are without a doubt the very best in respect to richness, purity, quality and flavor.

If you are not handling **BORDEN'S EAGLE BRAND MILK** and **BORDEN'S PEERLESS BRAND CREAM**, do not hesitate to try a sample shipment.

SELLING AGENTS IN CANADA:

## WILLIAM H. DUNN, Montreal and Toronto.

Erb & Rankin, Halifax, N.S.

Scott, Bathgate & Co., Winnipeg, Man.

W. S. Clawson & Co., St. John, N.B.

Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

# TRAVELLERS' DEPARTMENT

## TREATMENT OF COMMERCIAL TRAVELERS.

THE man who does not treat a traveling salesman who calls upon him with courtesy and respect is a twin brother to the animal which Balaam rode, and is out of place as a buyer, remarks an exchange. He has missed his calling and some manure fork is pining away in lonesomeness without the unfriendly grasp of his withered hand. He is not a good man for the firm; he misrepresents as a buyer or proprietor; he is going through the world missing the honest, friendly grasp of hundreds of manly hands; he is losing the cream of the bargains that many traveling men have up their sleeves for "good people," he is advertised only as a sneak by the men who are unfortunate enough to call on him once; he is shunned by the boys on the road, who are always well posted on who are the decent men in the trade. They all lay for him, and do him if they can. He may think he is sharp, but all the boys think he is an idiotic loon, and they love to give him an unfriendly blast every chance they can get, and many of them will work overtime to say a mean and generally true thing of him. Many of the "very smart" buyers are upstarts who do not represent a dollar they have ever earned; who are excess baggage on the hands of the firms they try to buy for, who would be more in proper place as wrap holders for a second-class race horse, or as chambermaids in a country livery stable, than as buyers for reputable concerns. It is not necessary to buy of every traveler who calls upon you, but if you have got to be the least bit mean to anyone, vent your spite on one of them to whom you have given an order. If you feel called upon to be wamble-cropped and ugly and such a fool that you can't hold it in, and too cowardly to try it on someone your own size, give a traveler a good order, and then he will grin and bear it. Tell him that if the goods don't come exactly as represented and plumb up to the sample, that you'll fire 'em back and kick him out the next time he comes. He will laugh at it and

say to the boys, "the old man is a d—d crank, but you can sell him all right," and the other travelers will at least tolerate you. If you can't give a man an order, you can give him a good, pleasant word, and make him feel almost as well as though you had bought a bill from him. There are very few traveling men who are not gentlemen, and the equal in every way of the men they call on. It is their way of getting a living, and it is an honest way. The writer tried it for twenty-five years and knows all about it, and I say it without fear of successful contradiction, that you make the mistake of your life when you do not treat traveling men with courtesy. And then when life's fitful dream is o'er, if you are fortunate enough to appear with us good people on the plains of Paradise, you'll find the traveling man in evidence, and you'll feel glad to meet him, for, if he has been there any length of time, he will know the place, and will willingly show his friends around and introduce them to the best people. Speak gently to the traveling man, "the larger the man the gentler speak," he is liable to be one of the proprietors in your next stopping place, when time shall be no more. Then

"Here's to the health of the traveling man,  
That merry, good-hearted fellow;  
He is trying to do the best that he can,  
And nary a streak of yellow  
Can be found in this grand purveyor of mirth,  
As he travels the world around;  
And he circles the hemisphere with a girth  
Of bargains and advice so sound.  
May his time on earth be long and glad,  
May he lay up wealth and never be sad;  
May he sell lots of goods by car-load and case,  
And then buy the firm out and run the old place  
Then we'll drink to his health at the hour of eleven,  
May his family keep well, and his home be in heaven,  
Aye, here's to the brightest of heaven's great plan—  
The red-hot, still heating, traveling man."

## TRAVELERS AT CRICKET.

THE travelers down in Nova Scotia are going to squeeze in a little fun this Summer. About fifteen of them are managing their routes in such a way as to be on the north shore of Nova Scotia at about the same time. They have formed a sort of association

and are going to show a few fortunate towns how knights of the grip play cricket. Of course business is not going to suffer, but it is not going to be allowed to take any of their heart out of the game. Annapolis, Digby and Weymouth are the towns to be favored in the present plans, but many others hope to have a game and are making negotiations. Several first-class cricketers are included among the traveling men, and they can be depended upon to uphold their end. Mr. Frank Fairweather is secretary.

## Notes.

The transportation companies in Toronto have decided not to enforce storage baggage charges for a reasonable time on travelers representing firms that have been burnt out.

Commercial travelers will be glad to learn that the Baggage Transfer Company, Montreal, have agreed with the association to transfer trunks between depots for twenty-five cents a trunk.

The Ontario Provincial Secretary has received from the Secretary of State an Imperial paper giving full details of the regulations governing commercial travelers in foreign countries. It is open to inspection by business men.

The Western Ontario Commercial Travelers' Association has presented ex-President Wm. Turnbull with a case of one hundred pieces of solid silver cutlery. President W. R. Grant made the presentation. The address was enclosed in a leather cover, bearing the association monogram in silver.

## WHOLESALE GROCERS' GUILD.

At the annual meeting of the New Brunswick branch of the Maritime Wholesale Grocers' Guild, held in St. John, N.B., on May 12, the following were elected officers: A. H. F. Randolph, Fredericton, president; Andrew Malcolm, St. John, vice-president; G. E. Barbour, St. John, secretary; A. T. Teed, St. Stephen; J. H. Harris, Moncton; W. C. Cross and S. A. Jones, St. John, additional members of the executive.

### Our Price

is \$1.00 a dozen f.o.b. Burlington, and our goods are 3 times better than the ordinary Canned Tomatoes. "The Burlington Way" removes skin, seeds, fibre. Who wants to eat or sell waste matter?

**The Burlington Canning Co.**  
BURLINGTON, ONT. Limited

### "Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

**The Horton-Cato Mfg. Co.,**  
DETROIT, MICH. - WINDSOR, ONT.

## 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.

## COX'S

### INSTANT POWDERED GELATINE

#### A Delightful Novelty.

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

#### Always Trustworthy.

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

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

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

### Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The  
**Waterloo Broom and Brush Co.,**

WATERLOO, ONT.



### IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

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

#### If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



#### 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

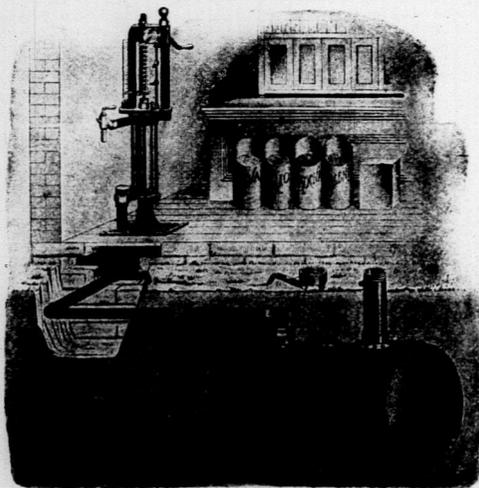
**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**ALLISON COUPON CO., Manufacturers,**  
Indianapolis, Indiana.

## TAKE NO RISKS WITH GASOLINE

USE

### BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED.

ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B"  
THERE'S NO TIME LIKE NOW.

**S. F. BOWSER & CO., - FORT WAYNE, INDIANA**

**ODORS IN A GROCERY STORE.**

STOCKED as it is with goods of a more or less perishable nature, the grocery store is apt to present to sensitive customers odors that are very disagreeable. The grocer may not notice it as he is breathing it in all day long, and so accustomed has become to such surroundings that even where he can detect it, the effect is not repulsive. To a customer, however, entering from the fresh air and unaccustomed to the smell of groceries any special prominence to one odor, whether of tainted goods or not, gives the impression of a carelessly kept store.

The utmost importance must be attached, in a business dealing in edibles and table delicacies, to a reputation for cleanliness and care in the handling, buying and selling of stock, and the first sign of offensive odors must be promptly dealt with. But not only offensive, but strong odors of any kind must be avoided as even the consciousness through the sense of smell of the presence of perfectly fresh goods is sometimes disagreeable.

The most offensive, and the most injurious to the reputation of the store are those given off by decayed vegetables or tainted meats. Many a grocery store that maintains a most satisfactory interior pays little attention to the storehouse at the back, or the cellar. Bad potatoes or fruit lying carelessly around are easily detected by the sensitive. A back yard that is not kept clean will waft malodorous breezes into the store, and will assist in tainting meats and other perishable goods in the interior. It is not sufficient to protect the store itself, but the entire premises must be sweet and clean.

Summer time is, of course, the season most prolific of foul odors in such goods. Meats lying on the counters will soon give off a disagreeable odor even before the stock itself is unfit for use.

Cheese acts in the same way, the outside becoming greasy or mouldy. Sugar barrels must be carefully attended to in all weathers, but especially in hot. More often than the grocer suspects is this line accountable for what is blamed on less innocent looking goods. In hot weather the sugar melts and sours around the wood. The best way is to place the barrel in a cool place, and keep only a drawer full in the store, carefully washing and cleaning it each time it is emptied, or every couple of days.

Prunes, dried fruits, currants, raisins and such stock should be kept well covered and as small quantities in the store as possible. Confectionery is best in glass jars and brought from the storeroom only in sufficient amount to supply immediate trade.

Such innocent looking things as tea, packages of cod fish, coffee, pickles, etc., are often responsible to a great extent. Many of these are of themselves as innocent as they look, but when the odor of them is combined with a few others, the aggregate may be very disagreeable. It is often this mixture alone that is noticed, and against a great part of it a grocer cannot fight. It is safe to move all the stronger smelling goods to the back of the store, whether they are of themselves unpleasant or not.

But all this care in the prevention of odors must be coupled with an attention to the arrangement of the goods that will give the impression of an earnest endeavor to have things neat and sweet. The best kept grocery store cannot avoid the scents that attach themselves to the goods, but he can, by presenting a neat interior, so please the eye as to lessen the offence to the nose. The most perfect atmosphere possible, when surrounding a slovenly arranged stock, will be full of imaginary odors to the customer who appreciates neatness.

**GROCERS**

who personally know, say:

**DOUGLAS  
and  
RATCLIFF**

Limited

**Paper Dealers**

**TORONTO**

are the most satisfactory Paper House to deal with.

They carry for the grocery trade:

**Paper Bags, Flour Sacks,  
Wax Paper,  
Wrapping Paper,  
Butter Plates,  
20th Century Pails,  
Twines,  
Parchment Paper,  
Toilet Paper,  
and many other lines.**

**DOUGLAS AND RATCLIFF**

LIMITED

**TORONTO**

Has stood the test of every climate.



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

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

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for **HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY** for all the purposes of fresh milk.

Home Office and Address:

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

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

Correspondence and trade orders solicited.

## THE CANADIAN WINE INDUSTRY.

THE manufacture of wine in Canada has assumed large proportions, and has replaced to a great extent the medium and cheaper wines formerly imported into the Dominion. This has not only benefited the wine industry of Canada, but at the same time it has crowded out the cheap, spurious foreign so-called wines, and benefited the health of the Canadian people.

Grape growing has 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

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 used and the great care exercised 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



Wine House, Cognac, Pelee Island.

southern point of Canada, in the middle of Lake Erie, owing to its great climatic advantages, made possible the thorough ripening of the Catawba, Virginia Seedling and Isabella grapes, 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. 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

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 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 driest 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.

The firm of J. S. Hamilton & Co. have not only pushed their wines to the front but have also exhibited at many of the leading world's exhibitions and obtained many medals and diplomas. At the great Paris Exhibition of 1878 Dr. S. P. May, Canadian Commissioner, wrote: "Your wines were tasted by H. R. H. the Prince of Wales, who expressed himself much pleased with their quality and flavor." While Messrs. J. S. Hamilton & Co. have their wine houses at Brantford and Pelee Island, their principal shipments are made from Brantford, and they have appointed agents in leading centres in Great Britain, the West Indies, and Canada. Their list of agents is as follows: Great Britain and Ireland, Stephenson, Routley & Co., Manchester, England; West Indies, W. S. Johnson & Co., Bridgetown, Barbadoes; Ottway Bros., St. George, Grenada; C. C. Cody, Kingston, Jamaica; W. H. Fleming, Frederickstadt, St. Croix; John H. Hazell, Sons & Co., Kingstown, St. Vincent; MacKenzie & Kirton, Port of Spain, Trinidad; Sandbach, Parker & Co., Georgetown, Demerara; H. H. Hutchins, Turk's Island; agents in United States: The Engels Krudwig Wine Co.; Canadian agents: Nova Scotia, T. F. Courtney & Co., Halifax; New Brunswick, Foster & Co., St. John; British Columbia, the F. E. Hose Co., Vancouver; Turner, Beeton & Co., and D. H. Ross & Co., Victoria; Thomas & Co., Rossland; agents in Manitoba: W. Ferguson, Brandon; J. O'Reilly, Portage la Prairie; G. A. Leach, Dauphin.

Major J. S. Hamilton, president of the Pelee Island Wine and Vineyards Co., and head of the firm of J. S. Hamilton & Co., has shown great enterprise in connection with the Canadian wine trade, and to his efforts is largely due the fact that Canadian wines of a high grade have been produced which compare favorably with the wines of the best vineyards of Europe.

## CANADIAN AGENTS ABROAD.

A western U. S. grain merchant recently home from Europe reports that he met agents for seven Canadian flour companies while abroad. These firms have connections all over Europe, and what is more they seem to know their business.

# MACLEAY, DUFF & CO. GLASGOW

Special Old Scotch Whisky

## "FREEDOM"

Special Liqueur Cream in bottles, 1/2 bottles, flasks of all sizes, or in bulk, as desired.

# B. O. BELAND

Sole Agent for Canada

1684 Notre Dame St., - Montreal

Mr. B. O. Beland is also agent for the famous old

## JACQUES NICOT BRANDY

**Gin—Jansen**—Distilled under control of the authorities of Holland and the town of Schiedam. This guarantees ABSOLUTEY PURE.

**L. Chandon**—"Champagne"—None better in the world.

**Diez Hermanos**—Sherries, Ports, Malagas, Madeiras, Muscatels, Tintillas, &c.

**J. Latrille Fils**—Bordeaux Wines of all kinds.

**Bouchot—Ludot**—All kinds of Burgundies.

**P. Garnier**—All kinds of finest liqueurs known, from CHARTREUSE to PEPPER-MINT.

SARDINES, MEATS, MUSHROOMS, TRUFFLES, PEAS, BEANS, VERMICELLI, MACARONI, AND ALL KINDS OF ALIMENTARY PASTES.

**Boys, Pere & Fils**—Famous Table Olives.

Importers of Castile Soaps of all degrees and prices.

**Business Changes**

ONTARIO.

J. W. NEY & CO., general merchants, Bracebridge, have sold out to Hunter Bros.

T. L. Moyer, grocer, Ingersoll, is giving up business.

M. Hillman, grocer, Sudbury, has sold out to H. Moses.

J. B. Antoine, grocer, Mattawa, is giving up business.

J. E. Hettenhausen, grocer, Brockville, has assigned.

R. F. Rudd, grocer, Dresden, has sold out to Mrs. Leitch.

E. Gibson, grocer, Wheatley, has sold out to Whitney Bros.

P. Macdonald, grocer, Toronto, is retiring from business.

The assets of L. N. Nye, tobacconist, Ottawa have been sold.

J. D. McGillivray, grocer, Cornwall, has sold out to M. A. Severins.

Werner & Co., grocers, Dunnville, have been succeeded by W. E. Werner.

W. E. Running, grocer, Smith's Falls, has been succeeded by R. Willis.

L. Werner, grocer, Dunnville, has admitted C. E. Yocom as partner.

The Brantford Produce & Cereal Co., Brantford, have obtained a charter.

R. Devlin, grocer, Brantford, has sold out to G. W. Series, of Waterford.

N. C. Shook, general merchant, Seeley's Bay, is offering his business for sale.

W. Daly, general merchant, Blytheswood, has sold out to J. W. Cascadden.

The stock of the Thompson Co., grocers, Toronto, is advertised for sale by tender.

Kenny & Cockrill, grocers, Gananoque, have sold out to the Wilson Grocery Co.

F. Vickert, grain, flour and feed merchant, Princeton, has advertised his business for sale.

L. W. Soper, grocer and provision dealer, Sunderland, has gone out of business and removed to Wilfrid.

The stock of the estate of O'Donnell Bros., grocers, etc., Forest, has been sold at 65c on the dollar to W. T. Fuller.

QUEBEC.

Gauvin & Frere, grocers, Quebec, have registered.

Petit Freres, grocers, St. Hyacinthe, have assigned.

Boucher & Lesage, grocers, Montreal, have registered.

N. Jeanotte, produce merchant, St. Hyacinthe, has assigned.

Hamelin & Aubin, general merchants, Verdon, have compromised.

J. N. Fleury & Cie., grocers, Quebec, have registered.

M. Papineau & Cie., tobacconists, Montreal, have registered.

J. B. Fouquet, grocer, Plessisville, has assigned to V. E. Paradis.

Fortier & Monette, provision merchants, Montreal, have registered.

G. O. Tousignant, general merchant, Chicoutimi, is offering to compromise.

Paltiel & Frere, general merchants, Chicoutimi, have effected a compromise.

The Canadian Packing & Provision Co., Montreal, have dissolved partnership.

W. G. Berrigan, tobacconist, Quebec, is offering to compromise at 25c on the dollar.

The assets of T. E. Flynn, general merchant, Perce, are to be sold on May 25.

The business of J. Bussiere, grocer, Quebec, was advertised to be sold on May 18.

The assets of J. L. Roberge & Cie, general merchants, Thetford Mines, have been sold.

The business of S. Boulanger, grocer, Quebec, is advertised to be sold by bailiff's sale.

J. A. Michaud's sale of general store goods, in Chicoutimi, has been postponed to May 25.

The assets of P. Ouellette & Co., general merchants, Hebertville, are advertised to be sold May 23.

MANITOBA AND N.W.T.

B. Schuster, grocer, Winnipeg, has sold out.

C. W. Stone, general merchant, Carstairs, has sold out.

G. E. Lewis, grocer, Newdale, has assigned to C. H. Newton.

R. B. McClish, general merchant, Haynes, has sold out to H. Reynolds.

The assets of the estate of R. Silverstein are advertised for sale by auction.

J. F. X. Pare & Co., Strathcona, have sold their grocery business to D. Moreau.

Buck Bros., general merchants, Red Jacket, have advertised their business for sale.

J. O'Callaghan has sold his share in Lockridge & O'Callahan's feed business, Brandon.

M. Worster, general merchant, Shellbrook, has admitted H. Hambly to partnership.

Schwartz & Schram, general merchants, Stony Plain, have dissolved partnership.

The assets of the estate of G. Lewis, confectioner, Newdale, are advertised for sale by auction.

Edstrom Bros., general merchants, Edberg, have sold their Edensville branch to A. Norberg.

Campbell & Fraser, grocers, Winnipeg, have sold out to Hardy & Buchanan.

E. Hunter & Co., grocers, Winnipeg, have sold out to Balk & Balk.

BRITISH COLUMBIA.

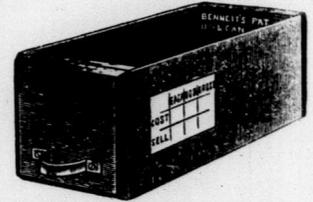
McDowell & Rosie, feed merchants, Victoria, have dissolved partnership.

...THE...

**Bennett Manufacturing Co.**

**Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.**

Owing to the steady and rapid growth of our business new quarters were needed.

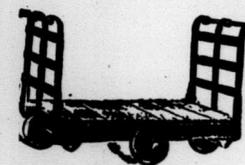


Address all communications to our New Factory:

**Pickering, Ontario**

**TRUCKS**

for Warehouse and Factory.



Save You Money  
Do Men's Work  
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

**H. C. Slingsby for Canada.**

Factory, Ontario Street, Temple Building, MONTREAL.

40 HIGHEST AWARDS In Europe and America

**Walter Baker & Co. Ltd.**

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**



No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

**Walter Baker & Co. Ltd.**

Established 1780.

Dorchester, Mass.

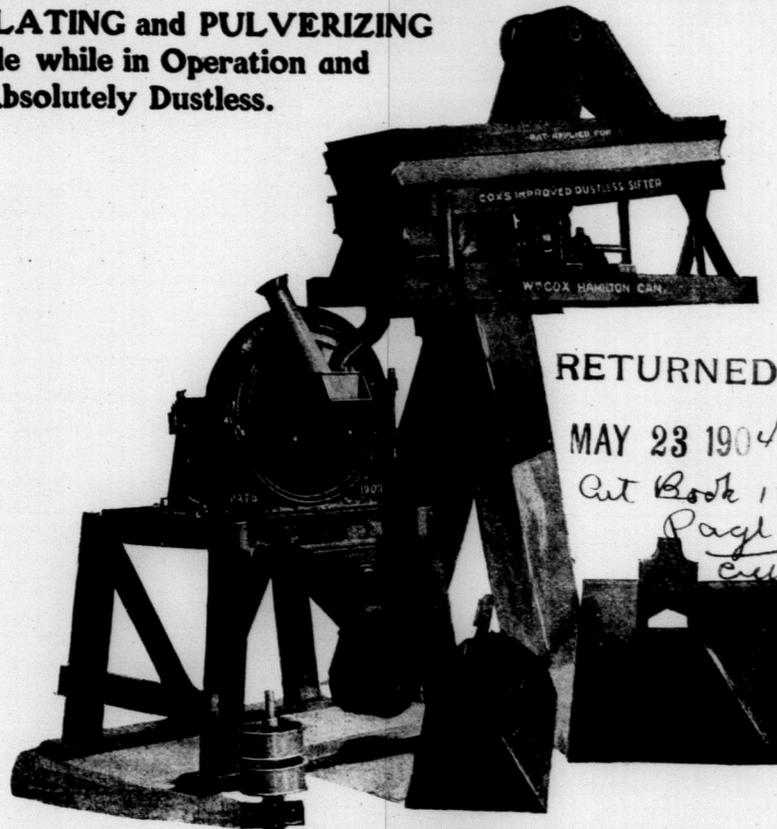
Branch House, 12 and 14 St. John St., Montreal

# COX'S NEW PROCESS DISINTEGRATOR

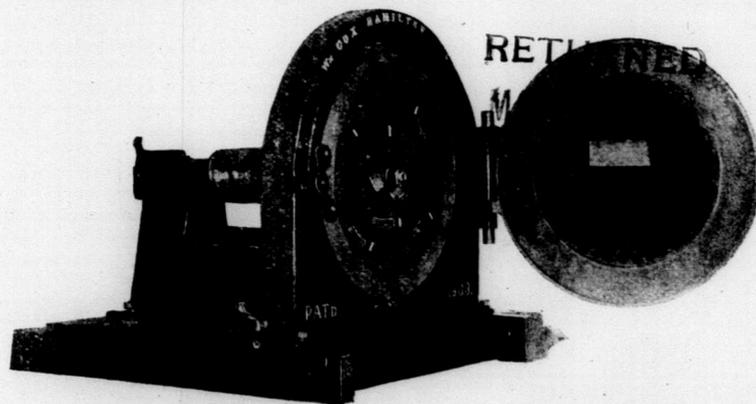
For GRANULATING and PULVERIZING  
—Adjustable while in Operation and  
Absolutely Dustless.



THE MOVEABLE SCREEN BARS that do the trick.



COX'S GRINDER AND SIFTER COMBINED.



COX'S GRINDER opened, showing working parts.

### A FEW OF ITS HIGH QUALITIES

It is the only Disintegrator that can be adjusted for fine or coarse grinding while in motion.

Each bar has two cutting edges to one in any other Disintegrator and in conjunction with the shape and position to the beaters, insures freeness in the milling, a cooler and more uniform product, than has been heretofore attained.

Having another improvement in a hinged door with inner corrugations, the interior may be opened up to full view for cleaning purposes in a moment.

Because of its free, cool milling qualities it has more capacity with a given amount of power, and grinds with less waste than any other mill.

**SPICES, DRUGS, ETC.** Grinds oily goods that other mills will not touch and does not loosen the oil, and puts a finish on dry or oily stock that is not approached by any other process.

### SAMPLE TESTIMONIALS.

WILLIAM COX, Esq., HAMILTON, ONT.:

DEAR SIR, In reply to your enquiries as to the working of the new mill which you recently installed in our factory, we were desirous before replying to same to have the fullest opportunity of testing the machine. We may now say, however, that we have much pleasure indeed in stating that we find it exceedingly satisfactory on every point which goes to the make-up of a complete mill for grinding spices.

The excellency of the product, ease of manipulation, saving in loss of grinding are more particularly features which commend this mill to our appreciation.

In our many years of experience in the spice business we are free to say that this is the best mill we have ever seen, and we will now seek to displace all other systems of grinding with this machine.

Wishing you abundant success with the new mill, we remain,

Yours truly,  
THE TORONTO COFFEE & SPICE CO., LTD.  
GEO. C. THOMPSON, Man. Dir.  
TORONTO, FEB. 4th, 1904.

WM. COX, Esq., HAMILTON, ONT.:

DEAR SIR, After having used one of your Disintegrators and Sifter Combinations for some months, we are glad to say that it has fully come up to your claims in regard to it, and we are perfectly satisfied in every way with the machine.

Yours very truly,  
MAYELL & CO.

Among our latest customers are The Canada Grocers, Limited, who are equipping a spice plant that will be as up-to-date as money and brains can put together, and who have ordered five of our New Process Mills for grinding spices, the several grades of sugar, cream tartar, etc.

The goods are not spoiled by heating as with other mills.

The elevated sifter is the best device ever invented. By adjusting one of the eccentric blocks a smooth or jarring action is produced, the latter giving large sifting capacity. The mill with elevated sifter makes the best possible combination for spices, drugs, etc., and takes up very little space.

**SUGAR.** All grades turned out by Cox's New Process remain free indistinctly, and in connection with reel makes the best possible combination for grinding sugar. It grinds the whole into a soft, cool icing, positively free from grit and specks, or will make the whole into a mould sugar, and when desired will make a large percentage of Fruit or Bar Sugars free from icing, uniform and fine as wanted, without loss and in a dustless and automatic manner.

IF YOU ARE IN THE MARKET FOR A GRINDING MILL, ADDRESS THE MANUFACTURER, WM. COX,  
26 S. LOCKE ST., HAMILTON, CANADA.

Patented in Canada, United States, Great Britain, Germany, France and Belgium. Patents are for sale outright or on royalty basis. For descriptive literature and other information address,

**WM. COX, Manufacturer, 26 S. Locke St., HAMILTON, CANADA.**

# Our Agencies

## Ph. Richard's BRANDIES

(St. Jean d'Angely, Cognac)

have obtained in France and abroad a deserved reputation for high quality and careful manufacture. They have the approval of the medical profession who value Ph. Richard's Brandies as a tonic of great merit and great purity.

The  
Madeira  
and  
Malaga **WINES**

of **Blandy Bros.**

are wines of the most excellent quality.

- "London Particular"
- "Very Superior"
- "Specially Selected"
- "Pale Sweet" (Blue Label)
- "White"

## WHISKIES

**Mitchell & Co.'s**  
(Glasgow)

famous **Scotch Whiskies**

- "Heather Dew"
- "Extra Special Liqueur"
- "Special Reserve"
- "Mullmore"

These brands are deservedly popular in Canada. These brands represent, each in its respective class, a product of quality, of uniform strength and mellowness, with an aroma particularly inimitable and pleasing to connoisseurs.

**Mitchell Bros. Co., Limited**  
(Belfast)

- "Cruiskeen Lawn"
- "Special Old"
- "Old Imperial"

are unequalled by any other brand. Judges admit their superior high quality, which is always uniformly maintained.

These brands are deservedly popular in Canada. These brands represent, each in its respective class, a product of quality, of uniform strength and mellowness, with an aroma particularly inimitable and pleasing to connoisseurs.

are unequalled by any other brand. Judges admit their superior high quality, which is always uniformly maintained.

20, 1904

MAY 20, 1904

# GIN

## The GIN of POLLEN & ZOON

is unsurpassed in respect to quality. Although sold at same price as other brands it is put up in handsome glass jars, containing  $\frac{1}{8}$ ,  $\frac{1}{4}$  and  $\frac{1}{2}$  gallon. This drink is healthy and enjoyable; it is an aid to digestion and an appetizer. It is Exquisite!

## CHAMPAGNES and SPARKLING WINES

We have in Champagnes and Sparkling Wines a stock to satisfy the tastes of all our customers, both as regards quality and price. Try the following brands and you will re-order.

Champagne "Vve. AMYOT"  
(Gold Label, Silver Label)

Champagne "Duc de PIERLAND"  
Champagne "CARDINAL"

# LAPORTE, MARTIN & CIE.

(ESTABLISHED 1870)

Wholesale Grocers, Tea, Wine and Spirit Merchants,

{ Samples and prices  
on application }

## MONTREAL.

{ Prompt Delivery }

Proprietors of registered trade marks "Princess" and "Victoria," for Baking Powders, Jams, Jellies, Teas, Cigars, &c., &c.

Canadian Agents for the celebrated Ceylon Teas of Sir Thos. J. Lipton, London and Ceylon.

THE CANADIAN GROCER

## A LITTLE NONSENSE

### Ignorant of Its Use.

OLD Doctor Miskelli, of the Red Bank neighborhood, was very fond of chewing tobacco, and he was, moreover, a bit careless as to where he expectorated.

On one occasion he had called at the home of Mrs. Simmons, an old lady who believed that cleanliness comes next to godliness. This lady, knowing the spitting proclivities of the doctor, had provided for his use a fancy china cuspidor. The doctor, however, ignored its presence and continued spitting upon the floor of the veranda where they were seated. At the same time Mrs. Simmons kept moving the cuspidor gently into a more and more favorable position for the old gentleman's use.

Finally, becoming exasperated at the queer doings of his hostess, the doctor with some warmth exclaimed:

"Mrs. Simmons, if you don't move that thing I'm going to spit in it!" — Hugh A. C. Walker, in May Lippincott's.

### Utterly Impossible.

Uncle Daniel Harmon's pastor was a vigorous temperance advocate. For years and years he had preached to the old man about the virtues of total abstinence, but had never succeeded in convincing his parishioner that it was wisest and best for him to part company with the "cussid stuff." At last one day, after long persuasion, the minister managed to extract from the old man a promise that he would not drink another drop. The Saturday night following the day on which this promise was obtained the parson met Uncle Dan on the street with a basket of groceries in one hand and a tell-tale "little brown jug" in the other.

"What you got in dat jug, Uncle Dan?" asked the parson.

"It's liquor!" exclaimed the old man; "it's liquor. It sho' is liquor, an' I ain't gwinetah lie 'bout it."

"Whose liquor is it?" inquired the minister.

"It b'longs to me an' Deacon Walkah — me an' Deacon Walkah, sah," said Uncle Dan, looking the questioner straight in the eye.

"Bruddah Harmon, you ain't forgot yo' promus so soon, is you?" asked Rev. Mickins. Uncle Dan made no reply.

"Set dat jug down—set it right down," commanded the parson, "an' po' dat whisky right out on de groun'!"

The old man put the basket and the jug down. Then, straightening up, he said:

"Bruddah Pastah, you knows I tries to 'bey you in ev'yt'ing—I sho' do; but I don't think you'd want me to follah yo' ordahs in dis mattah ef I tol' you it would cause me to treat Deacon Walkah wrong."

"I don't see," protested the preacher, "how you'd be treatin' Deacon Walkah wrong by po'in out dat liquor."

"Ain't I done tol' you," explained Uncle Dan, "dat me an' Deacon Walkah went 'in cahoots' in buyin' dis liquor—dat ha'f uv it b'longs to him an' de uddah ha'f b'longs to me?"

"Dat's so," said Rev. Mickins, "dat's so, Uncle Dan; well, den, you po' out yo' ha'f—I reckon you kin do dat!"

"Dat's onpossible," said Uncle Dan, "dat's onpossible; I can't po' out my ha'f 'dout po'in' out Deacon Walkah's ha'f."

"How's dat?" asked the preacher. "How's dat?"

"Cause," said the old man, "Deacon Walkah's ha'f's on top, an' mine at de bottom!" — Silas Xavier Floyd, in May Lippincott's.

### The Scruples of M.P.'s.

The House of Commons is a terrible place for unexpected shocks (says S. L. H. in the current Bystander). Of all men there, the last I should have suspected of being a revolutionary is Mr. Bousfield. He is a Conservative, a King's Counsel, an Associate of the Institute of Civil Engineers, and the vice-president of a gold club. Moreover, he looks respectable enough for all this and much more. And yet Mr. Bousfield the other day stood up in his place and proposed that troy weight and apothecaries weight should be abolished! I am glad to be able to add, for the sake of the reputation of Parliament, that the insidious proposal was resisted, for Sir George Christopher Trout Bartley instantly detected the thin end of the wedge, and he sounded an alarm. He did well—for what is the first thing one learns in the table of Apothecaries Weight? It is this valuable and helpful truth: "Twenty grains make one scruple." Are we to abandon our scruples? I, for one, say "No," not even though twenty general elections were at hand. There are men on both sides of the house who would die in the last ditch rather than embark upon a policy so unscrupulous.

### TRADE WITH TRINIDAD.

TRADE with the British West Indies seems to be occupying the attention of Canadians at present. The Montreal branch of the Canadian Manufacturers' Association, at its last regular meeting, gave a good deal of attention to the promotion of trade between Canada and Trinidad. Following up an old resolution which had been passed by the Chamber of Commerce at Port of Spain, Trinidad, in 1900, with a view to the negotiation for a reciprocal tariff arrangement with Canada, which fell through, the committee made a new move. They decided to recommend to the executive council that this action of the Port of Spain Chamber of Commerce be endorsed, and that the Canadian Government be asked to sympathize with and support the movement; further, that the Hon. R. H. McCarthy, collector of customs at Port of Spain, who is a warm and capable advocate of trade relations between Canada and the Indies, should be invited to attend the next annual convention of the association, which will be held in Montreal in September next.

The opinion of the manufacturers seems to be that it was important to secure tariff preference in the West Indies and British Guiana, where there were such large consumers of food products and manufactured goods, such as Canada produced. The matter was referred to the Parliamentary Committee of the Executive Council, with the request that it be taken up with the Dominion Government.

The delegation sent to Quebec to oppose certain clauses in the city bill, reported that the clauses to license the stores and cellars of varnish dealers and to tax manufacturers of varnish and three-horse vehicles, had been struck out. The following resolution was communicated to the Government: "At the special meeting of the Montreal branch of the executive of the Canadian Manufacturers' Association, held in Montreal in May, it was unanimously decided to request your honorable Government in the interests of commercialism in the Province of Quebec, and Canada as a whole, to reconsider your decision to license extra provincial commercial corporations and joint stock companies."

### ENLARGING FACTORY.

Paulin, Chambers & Co, Ltd., manufacturers of biscuits and confectionery, are now adding two more storeys to their factory and warehouse on Ross street, Winnipeg.

# STATISTICS

are generally considered dry, BUT, DID IT OCCUR TO YOU when I published in a recent issue of this paper my **imports** for

**January** and **February** (this year)

# 885,586 lbs. Tea

(About 50 Carloads)

that this is almost enough Tea to supply

ONE TWENTIETH  
of the population of Canada  
for one year.

**RED ROSE TEA** is good tea, that's why I have to import so much.

# T. H. ESTABROOKS,

ST. JOHN      TORONTO      WINNIPEG

# THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

## HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

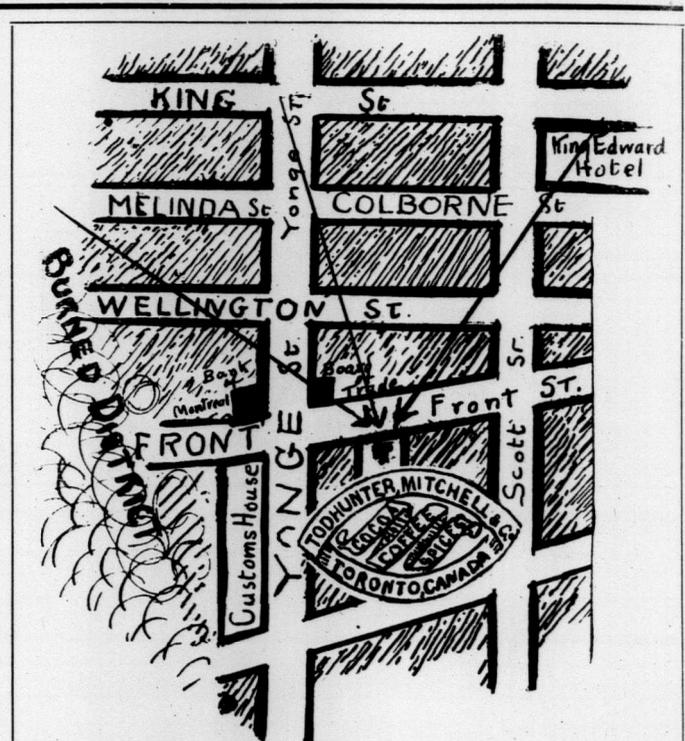
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MAY 2 1904  
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age 98



# Corn Brooms and Whisks

Household Brushes of all kinds.  
WOODENWARE and SUNDRIES.

FOR PRICES AND SAMPLES WRITE TO  
**MEAKINS & SONS,**  
59 ST. HENRY ST., MONTREAL, Canada. KING ST. EAST, HAMILTON,



Our Warehouse, as shown, is in the centre of the wholesale district

Make Our Offices Yours When Visiting Toronto.

**TODHUNTER, MITCHELL & CO., 7 Front St. E., TORONTO.**

# Canned Fruits and Vegetables

First Quality Only. Correspondence Solicited.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,  
Ingersoll, Canada.

## Fresh and Cured Fish

### The Fisheries of Canada.

THE fisheries of Canada are the most extensive in the world, extending practically all over the immense line of sea-coast, besides innumerable lakes and rivers. The eastern sea-coast of the Maritime Provinces, from the Bay of Fundy to the Straits of Belle Isle, covers a distance of 5,600 miles, while the western sea-coast of British Columbia is reckoned at 7,180 miles; the fresh water area of that part of the Great Lakes belonging to Canada is computed at 72,700 square miles, not including the numerous lakes of Manitoba and the Northwest Territories, all of which are stocked with excellent species of fish.

To better demonstrate the importance of the fisheries of Canada it is only necessary to give the enormous aggregate value of the five principal commercial fish caught in Canadian waters since 1869, namely, cod, salmon, lobsters, herrings and mackerel, which reaches the stupendous figure of \$377,949,339. Of this amount, one-third is represented by cod, which to the value of \$125,200,083 have been extracted from Canadian waters; salmon come second, with a little over \$74,000,000 worth.

While the value of the annual catches fluctuates a good deal, the Canadian fisheries' industry has shown a continual steady growth. The hauls of 1903 aggregated \$21,959,433, despite a falling off of almost three million dollars in the British Columbia salmon trade, and a general decrease in every province as compared with the previous year, when the catch reached a total of nearly \$26,000,000.

Every province in Canada is interested in the fish industry, owing to the number of great lakes, but, of course, the trade is comparatively small in the fresh water fisheries. Yet, Prince Edward Island is the only province whose annual catch does not exceed a million dollars. The extreme eastern province, Nova Scotia, leads, with \$7,351,753, while the farthest west province, British Columbia, follows with \$5,284,824; then comes New Brunswick

with \$3,912,514, and Quebec with \$2,059,175. Ontario's catch only amounts to \$1,265,706—all fresh water fish.

In 1903, despite the poor season, salmon headed the list in value, with \$4,335,039, cod being a close second, with \$4,028,788, and lobsters \$3,133,737. The value of the Canadian oyster crop was only \$155,168—a decrease of nearly \$25,000 from the previous year. Another very important fishery, the herring industry, showed a decrease of \$142,296, yet its value was \$1,723,098.

The deep shore and inland fisheries on the Atlantic extend from the Bay of Fundy to Labrador. The chief catch is of cod, mackerel, haddock, halibut, herring, lobster, oyster, seal, and white whale. The principal fisheries on the Pacific coast are the salmon fisheries of British Columbia. Besides salmon, however, there is a great variety of other good fishes, such as halibut, anchovy, herring and smelt. The caviare industry has been developed recently, and whale, shark and oyster fisheries also exist. In addition to this nearly \$500,000 worth of sealskins are taken in the open season. In the great lakes and their tributaries whitefish, trout, herring, sturgeon, pickerel, pike, bass and maskinonge are found. In the lakes of Manitoba and the Great Northwest most of the fish just named are found. The caviare industry also is growing. The fish production of these regions in 1902 was \$1,000,000 worth. Hudson Bay and the coast waters from Ungava to Mackenzie River are the richest whaling grounds of the world. Walrus and many valuable fish, such as sea trout, salmon and cod are found in these waters, while the extreme northern rivers and lakes teem with inconnu, pike and sturgeon.

It goes almost without saying that the Canadian export trade in fish is a very large and an increasingly important item. In 1903 Canada exported \$11,800,184 worth of codfish, herring, lobsters, mackerel, salmon and other fishery products, as against \$8,743,050 ten years ago. Of the total exportations Great Britain got \$3,904,793 worth in 1903; the United States came

next with \$3,760,266 worth, while other countries got \$4,135,125 worth.

### Cheap Fish From Gaspé.

SOME very interesting information has come to hand concerning the Canadian fresh fish trade and the possibility of supplying Montreal and Toronto with cheaper and better fish from the Gaspé coast than is now procured from Portland and other American points. At present Gaspé fishermen receive only \$1.80 or \$1.90 per draft of 230 pounds of green or fresh codfish, split, cleaned and minus the heads, which requires about 300 lbs. of freshly caught fish. Now, at the usual prices paid in Montreal for Portland fish, the amount realized for the quantity now selling at \$1.80 to \$1.90 would be \$20. Lobsters, which sell on the Gaspé coast for \$1.70 to \$2 per 100 lbs., sell in Montreal and Toronto for from \$8 to \$10.

It is also pointed out that the Gaspé fishermen would be only too glad to obtain half the price of seven to eight cents per pound paid in Quebec and Montreal for haddock. It is hoped that all this will be changed when the short line of railway is built through the interior of the Gaspé peninsula. In the meantime it is suggested that Quebec, Montreal and Toronto could even now obtain large quantities of cheaper, better and fresher fish from the Baie des Chaleurs and the Gaspé coast if the subsidized steamer on the Baie des Chaleurs route should run only between Gaspé and the present terminus of the Baie des Chaleurs Railway at New Carlisle, instead of to Dalhousie. This would enable it to make three trips to Gaspé a week instead of two, and to place fresh fish from Gaspé almost as quickly, and much more cheaply, in Quebec and Montreal than the fish now brought from Portland, while a great boon would also be conferred upon the fishermen of the Gaspé coast.

### Waste of Fish.

It is reported that there has been a great waste of fish in Lake Seugog, Ont., during the past Winter, owing largely, it is thought, to the severity of the weather. Early in the season the water became very low, and when the cold weather came the lake froze to the bottom, naturally killing the fish.

## Gossip About Ourselves

MISS E. CORA HIND, who has for some years been our Winnipeg correspondent, has been compelled through pressure of other duties to resign her position. We regret this exceedingly, as Miss Hind was a clever correspondent and gave general satisfaction. Miss Hind is one of the best known newspaper women in the west; and we hope that even greater success is assured for her in the future than has been her lot in the past.

Whenever you are in any of the cities where our offices are situated, come in and see us. We are always at home to our readers. If we can be of any service to you in any way while you are in our city, we would be only too happy to avail ourselves of the opportunity. Don't forget, our staff is at your disposal and the "Welcome" sign is always over the door.

We are pleased to note the growing interest taken in The Grocer by our good friends the commercial travelers. These shrewd men of business are not slow to recognize the fact that the merchants who are readers of an up-to-date trade paper are the biggest buyers of goods. We teach the merchants how to sell more goods, and if they sell more, it stands to reason they will buy more. Many travelers, with the endorsement of the houses they represent, not only put in a good word for The Grocer, but often send us in the names of new subscribers. One such friend, in writing in to us, says: "I do what I can towards getting subscriptions for you, though as far as I can see your paper is to be found in most stores of any consequence."

One of the evidences of the growth of The Grocer is to be seen in the fact that in our bindery department we have been compelled to put in a stitching machine with a capacity one-third greater than that of any machines which we previously had in our office. This is an evidence of the growing time which The Grocer is experiencing. We have also been compelled to increase our editorial and advertising staffs as well, so that in both men and machines the rapid growth of The Grocer is illustrated. The Grocer is bigger and better to-day than it ever was and at no time in the

history of the paper were so many encomiums received from our subscribers and advertisers as at present.

The progressiveness of the French Canadian merchant is becoming daily more and more evident. Not only do the majority of them speak and read English as well as the merchants of Ontario or any other province, but they like to do so. They feel a natural pride in being familiar with the English tongue, just as anyone does who is able to speak or read a foreign language, and especially so as it is of great advantage in their business.

Our canvassers in Quebec not only meet with a cordial reception but they find the merchants there gladly become subscribers to papers which they find helpful in up-to-date business methods. It is not surprising therefore that The Grocer is now read extensively by enterprising French Canadian merchants.

Nor is Lower Canada the only place where The Grocer is read eagerly every week. Our circulation in the great Northwest is limited only by the growth of the development of the country. Our subscription canvassers are keeping close tabs on every new place of business opened up and rarely fail to obtain a new subscriber.

A careful comparison with late issues of the mercantile reports shows several more names on our lists than the agencies give as being in business.

To merchants in this scattered country where commercial travelers are not so numerous, a good trade paper is looked upon as a necessity to their business and they subscribe accordingly.

One of our subscription men, Mr. Alex. Wales, is now on his regular trip covering Ontario. He has been authorized not to refuse any money, so you will feel quite safe in paying your subscription to him. He will also be glad of any new names you can tell him of.

The offices of The Grocer in Montreal have been greatly enlarged and improved lately to make room for additions to the staff. The floor space has been more

than doubled, neat partitions dividing the various departments, while a cosy reception room is being fitted up for the use of our friends. Tables and writing materials, and access to latest trade publications of all sorts are here placed at the disposal of any of our visitors in the trade, who will be made heartily welcome. Information is also cheerfully furnished on any trade subject. Come and see us any time you are in Montreal.

### EXTENDING BUSINESS.

D. RATTRAY & SONS, commission merchants, of Quebec, have opened an office at 110 Coristine Building, Montreal, from where they will direct their import and export business. The Montreal office will be managed by Mr. D. J. Rattray, who has just returned from an extended European trip, during which he visited the principal cities in England, Scotland, Belgium, Holland, Denmark, Germany, Austria-Hungary, Greece, Sicily, Italy, France and Spain, meeting their connections already established and making new ones. In establishing new connections Mr. Rattray took particular care to assure himself of the responsibility of the different firms, and although some of the shippers may be unknown to the trade, there is no doubt that any orders confided to them will be filled with care as to quality and every other particular.

Amongst the firms represented by D. Rattray & Sons might be mentioned the Salt Union Ltd., of England; Armour & Co., Chicago; John Walker & Co., sugar refiners, Scotland; A. T. Zini, Patras, Greece; Jose Reira, Denia, Spain; Albert Dickinson Seed Co., Chicago; Australian Meat Co., England and Australia; Juan Llopis, Reus, Spain; A. Russo & Co., Sicily, filberts; DaCosta & Co., Barbadoes, molasses and sugars; Machonochie Bros., Ltd., London, Eng., etc., etc. For most of these firms they are sole Canadian agents, while others are represented for specified districts. They confine their business to the wholesale grocery, provision and drug trades exclusively, and we have no doubt it would be in buyers' interests to communicate with D. Rattray & Sons for quotations on imported sugars, rice, dried fruits, etc. before ordering elsewhere.

In addition to lines mentioned above they are large exporters from Quebec of local products, such as maple sugar, balsam, seal, whale and cod oils, pickled fish, etc., etc.

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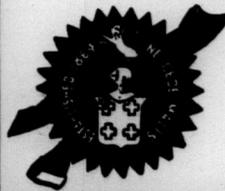
# HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked

difference between Mr. Beecher's lectures **with** coffee, and those **without.**



It is easy to get **the best,** by simply ordering the **famous**



## Chase & Sanborn's Coffees.

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

**SEND BACK TO US**

**EVERY POUND OF**

**"SALADA"**

Ceylon Tea you have in stock, if it's not giving you better satisfaction than any other Tea you ever handled. We will pay the freight. No Grocer need have any "dead stock" of "SALADA" in his store. There are enough "DEAD ONES."

"SALADA," Toronto and Montreal.

**BRANCHES and AGENCIES**

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- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville, Fla.
- Rochester.
- Norfolk, Va.
- Scranton, Pa.
- Portland, Me.
- Baltimore, Md.
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— ASK FOR THE —

**Australian Meat Company's**

**RAMORNIE**



**BRAND ...**

**EXTRACT OF MEAT.**

SUPPLIERS TO THE BRITISH ADMIRALTY AND WAR OFFICES.

**D. RATTRAY & SONS**

CANADIAN AGENTS.

110 Dalhousie St., QUEBEC.

110 Coristine Bldg., MONTREAL.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, May 19, 1904.

### Groceries.

**T**HE grocery trade during the week under review cannot be said to have been more than fair. Navigation has opened and shipments billed for upper lake ports will be completed this week. One reason assigned for the general slackness in trade is that farmers are too busily engaged in their Spring operations to do trading to any extent. The situation, however, is not abnormal, trade being usually quiet at this time of the year. Collections are only fair. Sugar is firm and has advanced for all round since last quotations. Canned goods are firm and in brisk demand, particularly canned fruits and preserves, while beans are scarce. The molasses and syrup markets are strong, with supplies comparatively scarce, and New Orleans tending to show an advance. The tea market is quiet, with low grade Indians and Ceylons dearer as a result of the increased tea duty and not available locally at the present time. Coffee continues steady with the exception of Rios, which are still exceptionally high, with very little trade doing. The spice market is quiet, with a slight advance reported in cloves and another expected in ginger. The only feature in foreign dried fruits is the unfavorable report that has come to hand concerning the coming crop of Oregon prunes.

### CANNED GOODS.

Trade in canned goods continues steady, with firm prices ruling, the tendency being, if anything, toward a quieter market. Corn and peas are particularly firm and in brisk demand. There is also a big demand for canned fruits and preserves. Stocks of canned lobsters are almost exhausted, and the new supply will not arrive until next month. Beans in 2-lb. sizes are practically exhausted. A new variety of waxed beans, put up in 1 1-2-lb. tins, has appeared on the market. These goods come in cases of 100 tins, and are put up like French goods. A novelty in the canned goods market is California ripe olives, which are seen this week for the first time. The flavor of the ripe olive is somewhat similar to that of the green article, only it has an additional rich nutty flavor and the fruit is full of olive oil. We quote the following prices:

Apples, 3's.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2's.....	0 90
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50
Beans, 2's.....	0 90
Beans, 3's.....	1 10
Corn, 2's.....	1 20

Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 97 1/2
Pears, 2's.....	1 45
" 3's.....	1 90
Pineapples, 1 1/2's.....	1 50
" 2's.....	1 80
" 3's.....	2 25
Peaches, 2's.....	1 55
" 3's.....	2 45
Plums, green gages, 2's.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3's.....	0 95
" gallon.....	2 50
Rhubarb, 3's.....	1 80
Raspberries, 2's.....	1 40
Strawberries, 2's.....	1 40
Succotash, 2's.....	1 00
Tomatoes, 3's.....	1 12
Lobster, tails.....	3 35
" 1-lb. flats.....	3 50
" 1/2-lb. flats.....	1 90
Mackerel.....	1 00
Salmon, sockeye, Fraser.....	1 75
" Northern.....	1 15
" Cohoes.....	0 95
Sardines, Sportsman 1's.....	0 15
" 1/2's.....	0 23
" Portugese 1's.....	0 08
" P. & C. 1's.....	0 25
" P. & C. 1/2's.....	0 35
" Domestic, 1's.....	0 03 1/2
" 1/2's.....	0 09
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Kipperred herrings, domestic.....	1 45
" imported.....	1 55
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 45

### SUGAR.

The sugar market has put on further strength during the past week, and there have been considerable sales of raw sugars at prices recording an advance of fully 3-32. At the close of the week the Arbuckle refinery purchased from 125,000 to 140,000 bags of Cubans on a basis of 2 1-2c for 95 test, which is equivalent to a duty-paid price of \$3.87 for 96 test. Following this large business, the market has assumed a quieter phase, although the firmness is fully maintained. Refiners are naturally indifferent buyers, especially of near-by sugars, but sellers are not pressing sugar for sales, and are holding for a further 1-16c advance. Business would be possible at 2 1-2c, e and f, for basis 95, but at this there are no sellers. We hear of sales in Cuba to dealers there at prices equal to 2 5-8c, e. and f., New York, for basis 96, and it seems as if these prices would be realized in the near future.

Europe has made further advances, and 88 per cent. beet is now quoted at 9s 3 3-4d for both May-June shipment. It is believed that U. S. refiners will soon have to enter European markets in proportion as available supplies of Cubans become more restricted, in which event the market will move to a still higher level. Refiners' requirements for meltings until October 1 are estimated at 840,000 tons, and of this probably 365,000 tons will be from Cuba, 335,000 tons from the Sandwich Islands, Porto Rico, the Philippines, the West Indies and jobbers. To these estimated receipts of 700,000 tons add total stock in U. S. four ports, May 12, of 201,988 tons, thus giving an estimated supply of 901,988 tons. Refiners' working stock on October 1 should be at least 150,000 tons, which would leave a

balance available of 751,988 tons; this deducted from estimated requirements would leave a deficiency of 88,012 tons to be obtained principally from Java and Europe. These figures are culled from Willett's & Gray's weekly circular of May 12, and those of Cuban estimates are based on total production of 1,130,000 tons. Should the crop turn out short of this, the above deficiency will have to be correspondingly increased. By some it is believed that this year's Cuban crop will barely exceed that of last year, which was 998,878 tons.

There is a very strong undertone to the market, and indications are favorable to sellers. Receipts at U. S. Atlantic ports for the week ending May 12 were 52,669 tons, with meltings 39,000 tons, leaving a total stock in all hands of 201,988 tons. Combined stocks of United States and Cuba for the same week show a decrease, as compared with the corresponding week last year, of 203,573 tons, and there are further indications that the Cuban campaign is being rapidly brought to a close, fifteen central factories having closed down during the week under review, making a total of forty-two centrals which have ceased operations for the season.

Combined stocks of Europe and America at latest uneven dates were 3,245,988 tons, a decrease of 192,280 tons, as compared with the same time last year.

The refined market has responded to the strength of raws and on Monday, May 15, all American refiners advanced prices 5c per hundred pounds; this was anticipated by Canadian refiners, who advanced the list on the previous Saturday afternoon, and we revise quotations accordingly. There is a general desire for anticipated requirements, and in view of the outlook, this would seem to be only wise.

Paris lumps, in 50-lb. boxes.....	5 08
" in 100-lb.....	4 98
St. Lawrence granulated.....	4 43
Redpath's granulated.....	4 43
Acadia granulated.....	4 38
Berlin granulated.....	4 33
Domestic beet, granulated, 1902.....	4 13
Phoenix.....	4 33
Bright coffee.....	4 23
Bright yellow.....	4 18
No. 3 yellow.....	4 13
No. 2.....	3 93
No. 1.....	3 83
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

### SYRUPS AND MOLASSES.

The syrup and molasses market is in a peculiar position this week. There is very little New Orleans molasses on the market, and the usual West Indian stocks have not arrived, leaving supplies of West Indian which might serve as a substitute for the time being very scarce. Prices quoted on New Orleans are firm, and another advance is predicted in the early future. One or two sales of New Orleans are reported on the street for the week under review, the test, however, barring their im-

portation on a big scale. With New Orleans molasses in such small compass in the local markets for any considerable time the price of cheaper biscuit products is certain to become enhanced. We quote the following prices:

Syrups—	
Dark	0 30 0 32
Medium	0 35 0 37
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02 1/2
" 1/2 bbls "	0 03
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. "	0 90
" 2-lb. tins (in 2 doz. cases) per case	1 90
" 5-lb. " (in 1 " )	2 35
" 10-lb. " (in 1/2 " )	2 25
" 20-lb. " (in 1/4 " )	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" 1/2 bbls "	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts.	0 27 1/2
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
1/2-gal. " " "	5 60
Qts. " " "	6 00

TEAS.

The tea market continues steady and quiet at firm prices, low grade teas being particularly firm. All teas are in fair demand and fairly good volume. No low priced Indians or Ceylons are to be bought at the present time, the lowest price being 16c.

Latest London reports say that sales for Indians have passed with fair demand and little change to note. Up to 7d the recent advance was well maintained, but above this price there was some irregularity and an easier market. Pekoes from 7d to 7 1-2d were in comparatively large supply and mostly tended in buyers' favor, as did broken Pekoes from 8 to 9d. Fine tippy lines of this grade, however, kept firm. The position continues to gain in strength, stocks of all black tea now standing at 78,000,000 lbs., no less than 9,000,000 lbs. below what it was a year ago.

Telegrams from Calcutta say entries for export to the United Kingdom for April were 111,000 lbs., whereas during the same month in 1903 they were 243,000 lbs. Immediate crop prospects on the whole are reported fair, but April has mostly cleared with poor outturn.

In Ceylon, bidding has been strong, with prices generally showing a hardening tendency for common to fair kinds, while for standard and finest, rather dearer rates were paid. Medium Pekoes sold especially well, but broken Pekoes ruled rather irregularly. The average price was 8d per lb., as against 7 3-4d in 1903.

Colombo telegrams give shipments to Great Britain during April at 9,500,000 lbs. and estimates for the current month at 10,000,000 to 10,500,000 lbs. In May last the exports amounted to 10,250,000 lbs.

Clearances of all teas from London warehouses on which duty had been paid were: April 1-30, 1904, 19,970,746 lbs., as against 18,580,197 lbs. a year ago.

Regarding the possible effect of the increased duty on tea, according to London reports, there can be little doubt

that the necessary higher retail costs will act as a check on, or even cause a reduction in, the rate of increase of consumption shown in recent years, because this will be the first observed advance in retail prices during modern times. However, if producers show moderation in plucking and the outlets other than the United Kingdom continue to expand as of late, there should be little fear of any fall in the average public sale value of tea in London markets.

An uncertain element in the position is the tendency recently shown to revert to the use of China tea. The general consuming public have ceased to care for China tea, which cannot under ordinary circumstances now form a large percentage of blends. Its presence, however, in the country in any serious volume could not fail to have a lowering effect upon prices of Indian and Ceylon teas. Our quotations are as follows:

Congou—half-chests, Kaisow Moning	0 12 0 60
caddies, Peking	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchongs	0 17 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 22 0 30
Pekoe Souchong	0 18 0 25
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, 1/2-chests, firsts	0 28 0 32
" seconds	0 18 0 19
" half-boxes, firsts	0 38 0 32
Japan—1/2 chests, finest May pickings	0 33 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

COFFEES.

The coffee market continues steady at firm prices, with the exception of Rios. Prices quoted in primary markets are higher than New York quotations and as a result trade is very slow. The world's visible supply of coffee has increased materially within the past few weeks, there being now sufficient Rio, Maracaibo and Santos in sight to last twelve months, which would seem to indicate that the price of Rios must become easier. Speculators are largely responsible for the present situation of Rios, but the opinion is expressed that much further bulling the market will be at their risk. We quote the following prices:

Green Rios, No. 7	Per lb. 0 08 1/2
" " No. 6	0 08 1/2
" " No. 5	0 08 1/2
" " No. 4	0 08 1/2
" " No. 3	0 09 0 06
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The rice and tapioca market continues healthy at quotation prices. The season for rice shipments is almost here, which may have some effect on the

market. Tapioca is reported to be easier. We quote the following prices:

Rice, stand. B.	Per lb. 0 03 1/2	Tapioca, staple	Per lb. 0 03 1/2
Patna	0 06 0 06 1/2	" double goat	0 04
Japan	0 06 0 07	Carolina rice	0 04
Sago	0 03 1/2 0 04		

SPICES.

The spice market continues quiet and has eased somewhat since last week. A slight advance is reported in cloves. An advance in ginger is expected. Our quotations are as follows:

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

Foreign Dried Fruits.

The foreign dried fruit market is quiet and last week's prices continue unchanged. Advices from Oregon State say that the crops of Italian prunes have been almost entirely destroyed, with the exception of those grown in upland orchards. The yield is likely to be reduced to a very small minimum. Most of the growers place the estimate at one-quarter the regular crop. Our quotations are as follows:

PRUNES.			
100-110s	Per lb. 0 04 0 04 1/2	60-70s	Per lb. 0 06 1/2 0 07
90-100s	0 05 0 05 1/2	50-60s	0 07 0 07 1/2
80-90s	0 05 1/2 0 05 1/2	40-50s	0 07 1/2 0 08
70-80s	0 06 0 06 1/2	30-40s	0 08 1/2 0 08 1/2

CANDIED PEELS.

Lemon	Per lb. 0 10 0 12 1/2	Citron	Per lb. 0 15 0 18
Orange	0 11 0 13		

FIGS.

Tapnets	Per lb. 0 03 1/2	Elemes	Per lb. 0 09 0 20
Naturals	0 06 1/2 0 09 1/2		

APRICOTS.

Californian evaporated	Per lb. 0 12 1/2 0 15
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PEACHES.

Californian evaporated	Per lb. 0 08 1/2 0 12
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CURRENTS.

Fine Filiatras	Per lb. 0 04 1/2 up	Vostizzas	Per lb. 0 07 0 08
Patras	0 06 0 06 1/2		

RAISINS.

Valencia, fine off-stalk	Per lb. 0 04 0 06 1/2
" selected	0 07 0 07 1/2
" selected layers	0 07 1/2 0 08
Sultana	0 06 1/2 0 10
Californian seeded, 12-oz.	0 08 1/2 0 08
" 1-lb. boxes	0 10 1/2 0 11
" unseeded, 2-crown	0 08 0 08 1/2
" 3-crown	0 08 0 08 1/2
" 4-crown	0 09 0 10

DATES.

Hallowees	Per lb. 0 03 1/2 0 04	Fards	Per lb. 0 08 1/2 0 09
Sairs	0 03 1/2 0 03 1/2		

FOREIGN NUTS.

The demand for foreign nuts, especially peanuts, continues good. Spanish peanuts, which appeared on the market last week, have taken particularly well with the trade, the kernel being full and of fine flavor. We quote the following prices:

Peanuts, green, per lb.	0 10 0 11
" roasted	0 11 0 11
" Spanish, green, per lb.	0 08
" roasted	0 09
Almonds, Taragona, per lb.	0 12
Walnuts, Grenoble,	0 12
" Bordeaux,	0 12
Filberts, per lb.	0 09
Brazils	0 12
Cocanuts, Jamaica, per sack	4 25

Country Produce.

EGGS.

Receipts of eggs have been somewhat larger during the week, but not suffi-

Just a word about  
**“Bee” Brand Goods**

Our travellers are on the road with offers which should merit your attention.

“Bee” brand goods (Starch, Baking Powder, Borax, Coffee, etc.) are *Handsome* in appearance, *High Grade* in quality, and *Reasonable* in prices; good reasons all why every live grocer should sell them. Order through your jobber or direct from—

*Read This—Cut it out, and if you have not yet received one of our Handsome Hangers drop us a postcard and we will mail you one FREE.*

**SNOWDON, FORBES & CO.**  
**MONTREAL.**

First-Class Houses should have  
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Offices and Warehouses  
 Liverpool, England London, England  
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**Solicit Correspondence Regarding Hog  
 and Dairy Products, Canned and  
 Dried Fruits, Honey, Etc.,  
 and all other Can-  
 adian Pro-  
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**HOME BAKING POWDER**

—is a strictly **PURE** Baking  
 —Powder—no adulterant used

If you have a family trade that you value,  
 this **POWDER** will satisfy it in every case.

**Only put up in 2 sizes,  
 8 oz. and 16 oz.**

2-do. cases, 8 oz., @ \$2.40 doz.  
 1-do. " 16 oz., @ 4.75 "  
 1 to 5 cases, - 5 per cent. discount.  
 5 to 10 cases, - 10 per cent. discount.  
 F.O B. Montreal.

Agents wanted. Write for particulars.

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 MONTREAL.**

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"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto; Quaker Marmalade, \$1.70 per doz.

**McGregor - Harris Co.,**  
Limited  
33 Pearl St., TORONTO.

**TOBLER'S**  
**SWISS MILK CHOCOLATE**

is delicious. Try it.

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CANADIAN AGENTS.

**FISH AND OYSTERS**  
WHOLESALE.

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70 and 72 Front St. E., Toronto,

**BUTTER and EGGS**

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MANITOBA and LOWER PROVINCES.

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

cient to effect prices for the moment. The level is, however, less firm, and another week will doubtless see a falling off. Pickling is being carried on to a small extent in outlying districts, but local dealers will not risk it. The demand is brisk, but at last the supply appears to be outstripping it. Lower prices and pickling cannot be long delayed now. There is still little prospect of short stocks of pickled goods for the cold season. In New York, Chicago and a few other larger cities in the United States, eggs are much more plentiful than they were last year. April was reported very short, but the extra receipts of May have more than made up for it. The prices this week are 14 to 15c, with the former price more frequent than the latter.

APPLES.

A quiet market in evaporated apples is reported, with last week's prices unchanged. Our quotations are as follows:

Evaporated apples, per lb ..... 0 06½

MAPLE SUGAR AND SYRUP.

Trade in maple sugar and syrup continues quiet and steady. Last week's prices remain unchanged. We quote the following prices:

Maple sugar, 30-lb. boxes ..... Per lb. 08  
" syrup, wine gallon, per tin ..... 0 75  
" imperial gal. per tin ..... 0 90

BEANS.

The bean market is beginning to show some signs of life. As predicted in last week's report, beans have already become firmer, although the change is not sufficient as yet to alter quotations. We quote the following prices:

Beans, mixed, per bush ..... 1 40  
" prime, " ..... 1 50  
" hand-picked, per bush ..... 1 65 1 75  
" water-stained " ..... 1 00  
" Lima, per lb ..... 0 05½ 0 06½

HONEY

The honey market contains no new features for the week. Prices are unchanged and trade is quiet. Current reports regarding the shortage of the coming honey crop owing to the late Winter having killed off a large percentage of the bees, seem to have been well founded. We quote the following prices:

Honey, extracted clover, per lb ..... 0 06½ 0 07½  
" sections, per doz. .... 1 50 2 00

FISH.

The fish market is becoming more brisk as the season advances, with trout and white fish moving more freely than last week. Mackerel are down 3c in price, while lake trout are 3c easier. Although navigation has opened, supplies of fish from the upper lakes have not begun to come plentifully as yet. Lake herring are on the market for the first time this season. Our quotations are as follows:

Flounders, per lb ..... 0 06  
Halibut, " ..... 0 12  
Sea salmon, " ..... 0 18  
Whitefish, fresh caught, per lb ..... 0 12  
Haddock " per lb ..... 0 07  
Cod, steak " ..... 0 08  
Perch " ..... 0 06  
Mackerel, fresh, per fish ..... 0 22  
Trout, lake, per lb ..... 0 19  
Herring, lake, per lb ..... 0 05

Green Fruits.

There has been a brisk demand for green fruits of all descriptions, especially pines, bananas and strawberries, during the week under review. The orange trade has improved during the week, navels being now relied on largely, although desirable sizes are not to be had. Valencias are nearly out of the market; fruit dealers say stocks have not kept particularly well. Stocks of oranges from Verdilli and Messina, Italy, will arrive shortly for the Summer trade. Lemons are in good demand; stocks of November cut lemons will be on the market next week; the first fruit steamer from Mediterranean ports has arrived in Montreal and her cargo of lemons will be sold at auction on Saturday, May 21. These lemons are considered the best Summer lemons available, being cut regularly in November of every year, cured and stored. They are sorted and the finest quality is shipped the following May to America. There has been a marked advance in pineapples owing to increased demand and the fact that arrivals on the local market have been comparatively light during the week under review. Ruling prices for pines in New York are still higher. Florida tomatoes have also shown a considerable advance, the main reason being the fact that it is now between seasons, the Texas crop not having arrived as yet. Strawberries eased 2c during the week, but have again recovered their former strength, so that last week's quotations rule again this week. Our quotations are as follows:

California navels, per box ..... 2 75 3 50  
Messina lemons, new, 300's, per box ..... 2 75 3 00  
" 360's, per box ..... 2 25 2 50  
Valencia oranges, 420 case ..... 5 00 5 50  
Valencias, large, per case ..... 6 00 6 50  
Havana pineapples, per crate ..... 3 50 4 00  
Bananas, large bunches ..... 1 75 2 25  
Bananas, red, per bunch ..... 1 50 2 50  
Apples, per bbl ..... 3 00  
Almeria grapes, per keg ..... 7 00  
Florida tomatoes, per crate ..... 2 50 3 00  
Cranberries, Jersey, per bbl ..... 5 50  
" Budd's longkeepers ..... 7 00  
Limes, per box ..... 1 25  
Strawberries, North Carolina, quarts ..... 0 15 0 17

Vegetables.

The vegetable market has been quiet during the week under review. Potatoes are not so scarce as they were, farmers having been able to deliver supplies since the completion of seeding operations. Reports of stocks being used up in the country appear to have been slightly exaggerated, although the fact remains that potatoes are scarce. Canadian onions, red cabbage and beets are out of the market. Parsnips and carrots are now within very small compass. Greenhouse rhubarb has been largely supplanted by out-of-door stuff, and is easier in price. Asparagus and cucumbers are easier in price by 50c and 90c, respectively. Green cabbage and waxed beans are each 75c higher. A brisk demand for green stuff continues. The market for Bermuda and Egyptian onions is fair and quiet, dealers being pretty well stocked. Our quotations are as follows:

Cabbage, per doz. .... 0 75 1 00  
Potatoes, per bag ..... 1 25 1 35  
Potatoes, per bag, car lots ..... 1 00 1 15  
Egyptian onions, per sack ..... 3 00 3 25

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Bermuda onions, per bush crate	2 00
Bunch lettuce, per doz. bunches	0 30
Radishes, per doz. bunches	0 50
Mushrooms, per lb.	0 75
Mint, per doz. bunches	0 30
Parsley, " "	0 20
Sage, per doz.	0 15
Savoury, per doz.	0 15
Carrots, per bag	1 25
Parsnips, per bag	1 25
Artichokes, per bush	1 00
Yellow turnips, per bag	0 35
Leeks, per doz.	0 40
Rhubarb, outdoor, per bundle	0 25
Green onions, per doz.	0 10
Green house water cress, per doz.	0 25
Green cucumbers, per bush, hamper	2 50
Green cucumbers, per doz.	0 60
Asparagus, green house, per doz.	0 75
Asparagus, American, per box, (of 2 doz.)	1 50
Florida spinach, per bush, hamper	0 75
Florida new potatoes, per bbl.	1 50
Green peas, per bush	2 50
" cabbage, per case	3 00
" beans, per bush	1 75
Waxed beans, per bush	3 00

**Seeds.**

Now that Spring seeding is practically completed, quotations in clover and timothy are withdrawn from the market. This is an unusual season for corn, supplies suitable for seed stocks being scarce and likely to become exhausted earlier than usual. For this reason intending buyers will do well to stock up early. We quote the following prices on corn:

Corn, Dent varieties, per bu. of 56 lbs.	0 85	1 00
" Flint	1 15	1 25

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

The wheat market does not exhibit much change for the week, except that Manitoba wheat is higher, Manitoba No. 1 hard being 1c firmer; northern No. 1, 2 1-2c firmer, and northern No. 2, from 3 to 3 1-2c firmer. Oats are 1-2c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 97	0 97½
" " Northern No. 1 "	0 96	0 96½
" " No. 2 "	0 93	0 93½
Red, per bushel, on track Toronto	0 98	0 99
White " " " "	0 98	0 99
Barley " " " "	0 48	0 50
Oats " " " "	0 35½	0 36
Peas " " " "	0 69	0 70
Buckwheat " " " "	0 57	0 57
Rye, per bushel, " " " "	0 64	0 65

**FLOUR.**

The flour market has been brisk during the week under review, with last week's quotation prices unchanged. Wheat has advanced, but as yet the flour market is unaffected. We quote the following prices:

Manitoba wheat patents, per bbl.	4 75	5 00
Strong bakers " "	4 50	4 75
Ontario wheat patents " "	4 60	5 00
Straight roller " "	4 50	4 60

**BREAKFAST FOODS.**

The demand for breakfast foods continues healthy at quotation prices. Owing to the milder weather the demand for wheat cereals has increased. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " " in wood	4 75
" " " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" " " " in wood	4 00

**Hides, Skins and Wool.**

The market is lively this week. Sheepskins have gone up 10c, and pulled wools, super, have advanced 2c per lb. Other lines are unchanged. We quote:

**HIDES.**

No. 1 green, per lb.	0 08
" 2 " " " "	0 07
" 1 " steers, per lb.	0 08½
" 2 " " " "	0 07½
Cured, per lb.	0 08½

**CALFSKINS.**

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " " " "	0 09
" " " 1 15 to 20 lb " "	0 10
" " " 2 " " " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00
Lamb skins	0 30

**WOOL.**

Unwashed wool, per lb.	0 09½	0 10
Fleece wool, new clip, per lb.	0 16	0 16
Pulled wools, super, per lb.	0 18	0 20½
" " " extra " "	0 20	0 22

**QUEBEC MARKETS.**

Montreal, May 19, 1904.

**Groceries.**

IMPROVEMENT in all lines of groceries has been marked this week. Everything seems to be moving briskly. Some jobbers report, of course, that things are quiet, but all the big merchants are busy and collections have been good all over. The activity of sugar has featured groceries this week, it having advanced another 5c. A larger volume of goods is moving everywhere than last year at this time. There has been a heavy trade in canned goods for future delivery, with perhaps one exception, tomatoes. Spices are in good demand. Tea is quiet and firm. The coffee market in Brazil is reported slightly weaker. To the surprise of most people eggs advanced slightly yesterday and no doubt will remain firm until supplies increase. In dried fruits currants still hold the strong position indicated last week, and from abroad it has been learned there has been a decided advance for good sound fruits. In green fruits great interest is being taken in the two first auction sales of Mediterranean fruits, which take place Thursday and Friday, May 19 and 20. New potatoes are selling comparatively freely at \$7.50 a barrel, and asparagus is bringing \$1 for very small baskets. The trade in canned goods might be described as quiet. Jobbers have been making extra purchases, anticipating the Summer sea shore and country trade. The disposition would seem to exist amongst buyers to limit purchases to as small a quantity as possible. The scarcity of corn is still commanding considerable attention. In molasses lower prices may be expected. Of course all lower grades are governed by Barbadoes molasses. This crop seems to be in excess of former years; there is, however, a good distributing demand to wholesale houses. From abroad it is reported that lower grades of Muscovado molasses from the east end district of Porto Rico, which have generally come to Canada, are being pressed for sale in the U. S. Regarding coffee, there is a general opinion despite the alarming talk regarding the failure of the crop that very likely there will be plenty of coffee to supply the demand. However, coffee is going to be interesting. All kinds of fish are coming in freely, and prices have fallen considerably. Lake trout is in, and white fish, also dore, brook trout, and dressed bull-heads. Fresh halibut has dropped to 9c.

**SUGAR.**

Continued strength in the foreign markets for raw beet sugar, coupled with the advance in price for refined in New York, has strengthened prices locally, so much that refiners have marked 5c per hundred advance on all grades. A fair demand has been noted from all sources and a moderately active business is doing. This places extra granulated at \$4.35. We quote:

Granulated, bbls.	\$4 35
" " 1-bbls.	4 50
" " bags	4 50
Paris lump, boxes and bbls.	4 50
" " 1-bbls and 1½-bbls.	4 50
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 50
" " 25-lb. boxes	5 00
Powdered, bbls.	4 50
" " 50-lb. boxes	4 50
Phoenix	4 50
Bright coffee	4 50
" yellow	4 50
No. 3 yellow	4 50
No. 2 " "	3 85
No. 1 " bbls.	3 50
No. 1 " bags	3 50
Raw Trinidad	3 25
Trinidad crystals	3 35

**SYRUPS AND MOLASSES.**

The demand has been steady for syrups and molasses, and the prices of the past week have been maintained. Lower grades of the black strap order seem to be scarce, and as early arrivals are expected from Barbadoes, all grades may be expected to weaken. The crop at Barbadoes seems about 75 per cent. larger than that of last year, hence it is only reasonable to expect a weakening of prices. We quote:

Barbadoes, in puncheons	0 27
" " in barrels	0 29
" " in half-barrels	0 30
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02
" " 1-bbls.	0 02
" " 1-bbls.	0 03
" " 38-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
" " 1-bbls.	2 75
Kegs " "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 25
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

**COFFEE.**

Coffee is still interesting and the same uneasiness is felt in the market. From Brazil reports point to poor crops. Receipts at Santos are reported larger than anticipated. The last estimates of the next Java crops, as reported by Jas. Cook & Co., of London, England, are as follows: "Government (Java) 66,000 piculs; (Liberian) 15,000 piculs, private (Java) 132,000 piculs; private (Liberian) 120,000 piculs." Reports show that at Rio and Santos stocks are a trifle larger than at the same date last year, and are daily showing a decrease. In Europe stocks seem to be about equal to the same date last year. Deliveries have been small for about three months past. Experts report that buyers will be wise who have a full stock of good roasting coffee bought before the crop of 1904-05 arrives, and the probabilities are that such stock will be found very desirable property. We quote:

Good cucutas	0 10	0 10
Choice " "	0 11	0 11
Jamaica coffee	0 10	0 11
Java	0 18	0 22
Mocha	0 16	0 17
Rio	0 08	0 08

**TEA.**

Tea is steady and quiet, but interesting. Little trade has been done in an

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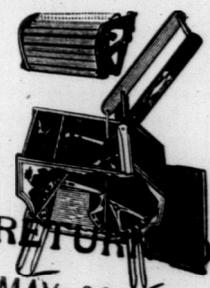
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invoice way, yet there has been a constant demand from wholesale grocers and tea jobbers for small purchases for immediate requirements. The consumption throughout the country is steady in almost every section, and stocks held are not large. The general feeling is that there is a healthy outlook for tea. The cables from Japan and China point out that prices will be normal, and the war is not likely to affect the shipments of tea. Indian teas still remain with a strong tone, although no definite quotable change can be reported for any particular grade. Ceylons are strongly in sympathy with the position of Indian teas, with a slightly weaker tendency; yet the low stocks reported from abroad of Ceylon tea would indicate a very strong position. Shipments from Colombo are still on a very moderate scale and deliveries are said to be in excess of the imports. We quote:

Good to medium Japans.....	0 18	0 24
Fine to choice Japans.....	0 25	0 35
Ceylon greens.....	0 16	0 20
Indian greens.....	0 18	0 30
Japan style China congoes.....	0 10	0 10
Pealeaf and Pinhead Gumpowders.....	0 23	0 40
Coarse to good Gumpowders.....	0 13	0 22
Ceylon blacks.....	0 14	0 30
Indian ".....	0 12	0 20

### CANNED GOODS.

Not the slightest notable change has taken place in canned goods, and the demand remains steady. Buyers are cautiously looking after old stocks in order to get them cleared out in time for the new. The stock of cheap peas is rapidly diminishing. Salmon is still maintaining its strong position, and occupies a large interest in the trade. With the best consuming months in the year yet before us, it is likely that present prices, while high, will be maintained. The damage to the asparagus beds in California seems to have been helped out in some way, and an easier feeling exists, notwithstanding there is still a heavy shortage in the pack, and prices will rule high. The damage was largely confined to one operator, who is reported to have stated that he hopes to make a pro rata delivery on his contracts. Outside of the lower grades of canned peaches, California fruits remain quiet. We quote:

Tomatoes.....	1 15
Corn.....	1 15
Peas.....	0 87 1 50
String beans.....	0 85 0 90
Strawberries, preserved.....	1 40 1 60
Succotash.....	1 00
Blueberries.....	1 10
Raspberries.....	1 40
Lawsonberries, 2s.....	1 50
Raspberries, black.....	1 40
Gooseberries.....	1 60
Pears, 2s.....	1 52 1 60
" 3s.....	2 00 2 20
Peaches, 2s.....	1 63 1 75
" 3s.....	2 57 2 75
Plums, Lombard 2s.....	1 35
" Green Gage, 2s.....	1 40
Cherries, red pitted, 2s.....	2 30
Baked beans, 3s.....	1 00
3-lb. apples.....	0 90
Gallon apples.....	2 20
2-lb sliced pineapples.....	2 00 2 10
Grated pineapples.....	2 40
Singapore whole pineapples.....	2 40
Pumpkins, per doz.....	0 30
Spinach.....	1 00
Sugar beets.....	0 90 1 40
Salmon, pink.....	0 90 1 00
" spring.....	1 40
" Rivers Inlet red sockeye.....	1 50
" Fraser River red sockeye.....	1 50 1 70
Lobsters, talls.....	3 45
" 1-lb. flats.....	4 00
" 1-lb. flats.....	2 25
Canadian Sardines, 1s.....	3 65 4 00
California asparagus.....	4 50 5 00
Asparagustips.....	3 50 3 75

### Foreign Dried Fruits.

Decided interest has been manifest in currants, and a first-rate volume of business has been done at full quotation fig-

ures. The market is firm at the offered basis, with an upward tendency, without pressure from any quarter. The market in Greece has again advanced through the week, and advices from that quarter indicate the probability of higher figures. The statistical position of currants is decidedly favorable.

Messrs. Watt, Scott & Goodacre in their weekly resume report: Currants—This article retains its prominence in the list of dried fruits, the strong position indicated last week being confirmed by an advance of 1s 6d per cwt. for good fruit. Sultanias—The absence of demand has for the present arrested the upward tendency of prices; crop reports still come forward confirming the probability of a small yield. Shelled Walnuts—Continue steady at the advance, notwithstanding the approaching hot weather has curtailed orders for importation. Almonds—The better grades of shelled valencias are now exhausted in first hands, and stocks on this side being light should strengthen the position. Filberts—Remain as last reported—absence of demand with prices steady. Dates—Although the London market has stiffened, holders have not changed their prices here. It is somewhat remarkable that the consumption has not been stimulated with prices probably the lowest on record. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06	0 06 1/2
Selected, per lb.		0 07
Layers	0 07 1/2	0 07 3/4

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 3/4
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CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters		2 00
"Royal Buckingham Clusters," 1-boxes		1 00
"Excelsior Windsor Clusters," 1/2-boxes	4 25	
" "	1 25	

CALIFORNIAN RAISINS.

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

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 08
50-60s.		0 07 1/2
60-70s.		0 06 1/2
70-80s.		0 06
80-90s.		0 05 1/2
90-100s.		0 05
Oregon Prunes (Italian style) 40-50s.		0 08
" " " 50-60s.		0 07 1/2
Oregon prunes (French style), 60-70s.		0 06 1/2
" " " 90-100s.		0 04 1/2
" " " 100-120s.		0 04

CURRANTS.

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

SULTANA RAISINS.

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

Green Fruits.

Green fruits have been comparatively quiet, owing to the anticipation of the big foreign fruit sales at the end of the week. The steamer Fremont whose cargo comprises 68,000 packages of fruit, both lemons and oranges, will be

# THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

## Clark's Pork and Beans in Chili Sauce

proves this line one of the

## GREATEST BARGAINS ON RECORD.

# "MONTSERRAT"

## LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7 1/4 per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto



## CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

# EPPS'S

GRATEFUL. COMFORTING.

IN 1/2-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



This design a guarantee of quality.

## THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT.

Samples and prices for the asking.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

sold on Friday. It is likely the steamer Jacóna, having 60,000 packages, will also have her cargo disposed of on the same day. Naturally there is considerable interest being taken in these sales, as a large number of American buyers will be present. Cranberries are no longer in the market, and sweet potatoes are no longer available. New potatoes are quite a luxury at \$7.50 a bbl., but seem to be in good demand. Cabbages are selling freely from \$2.50 to \$3 a crate. Strawberries are remaining firm at 16c to 20c. Peanuts have gone up in price slightly. We quote:

Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	2 75 4 50
Pineapples, 24 to case.....	3 75 4 00
30 to case.....	3 50
Bananas.....	1 50 0 25
Egyptian onions, per lb.....	0 02 1/2
Hermida onions, crates.....	1 00
New Messina lemons 300 s.....	2 75
360 s.....	2 50
California navels.....	3 00 3 25
Florida tomatoes, per crate.....	2 70 3 00
Cucumbers, per doz.....	0 50
Spinach, bbl.....	3 25
Asparagus, per basket.....	1 00
Radishes, per doz.....	0 15
Strawberries, qts.....	0 16 0 20
Peanuts, Bon Tons.....	0 12
Sun brand.....	0 11
Diamond G brand.....	0 09 1/2
Coon brand.....	0 07 1/2
New Brazils.....	0 13 1/2
New potatoes, per bbl.....	7 50
Cabbage, per crate.....	2 50 3 00
Mushrooms, per lb.....	0 60

**Fish.**

Fresh fish are coming in in large quantities now, and from Lake Superior white fish and trout have arrived in splendid order, and they have been selling freely at 8 1/2c. Fresh mackerel sold freely at 10c; brook trout at 18c; the dressed bull-heads bringing 8c freely. The closed season for dore was over on Sunday last, and large quantities have come forward, the demand being active at 8 1/2c. Fresh haddock has dropped half a cent a pound, and halibut is selling at 9c. Next week fresh Gaspe salmon is due and is looked forward to with great interest by the trade. Lobsters are in good demand at 10c. We quote:

Haddies.....	0 07 1/2
Smoked herring, per box.....	0 15
Fresh haddock, per lb.....	0 04
Pike, " round.....	0 07
Halibut, fresh, per lb.....	0 09
Gaspe salmon, frozen, per lb.....	0 15
Fresh B. C. salmon.....	0 16 0 17
Fresh steak cod.....	0 05
Lake trout, per lb.....	0 08 1/2
Whitefish.....	0 08 1/2
Dore.....	0 85
Fresh mackerel.....	0 10
Lobsters.....	0 18
Dressed bullheads.....	0 08
No. 1 Labrador herring in 20-lb. pails.....	0 75 0 85
No. 1 Herring, Labrador, per bbl.....	4 75
half bbl.....	2 75 3 00
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring.....	6 50
per keg.....	0 95
Holland herring, per keg.....	0 65 0 75
No. 1 green codfish, new, per 200 lb.....	7 00
No. 2 green cod, bbls. 200.....	5 00
No. 1 large green codfish, new, per 200 lb.....	7 50
Green pollock, bbls. 200.....	4 00
Salt mackerel, pail of 20 lbs.....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06 1/2
fish.....	0 05
loose, in 25 lb. boxes.....	0 04 1/2
Boneless fish, in crates 12 5-lb. boxes.....	0 05
Pure Georges cod, 40 lbs.....	0 75
Skinless cod, cases 100 lb.....	15 00
B. C. salmon, choice red, per bbl.....	8 00
B. C. salmon, 1-bbl.....	1 40
Marshall's kippered herring, per doz.....	1 00
Canadian 1/4 sardines, per 100.....	3 75 4 00
Canned oysters, No. 1 size, per doz.....	1 30
Canned oysters, No. 2 size, per doz.....	2 25
Standard bulk oysters, per gal.....	1 50
Selects.....	1 75

**Country Produce.**

**EGGS.**

Eggs advanced in price half a cent yesterday, no doubt in sympathy with the strong prices being paid in the country. Then there was a slight decrease in the receipts, the number of

cases being 1,961 on Monday. The demand for local consumption was very good all week, and an active trade was done at 15 1/2c for first-class stock, 11c per doz. for second.

**BEANS.**

Improvement seems to have forsaken beans altogether, and quiet but steady describes the market. Sales of choice primes have been made in a jobbing way from \$1.45 to \$1.50 a bushel, and primes at \$1.40, while car lots of choice primes were quoted at \$1.40 and primes at \$1.35.

**HONEY.**

Honey remains the same, with prices unchanged. White clover is quoted at 13 1/2 to 14c. Extracted white clover remains at 8 1/2 to 9c in 10 lb. tins, and 7 to 7 1/2 in 300 lb. kegs. Buckwheat remains at 6 and 7c.

**POTATOES.**

A good trade has been done in potatoes, and the market remains steady at 95c to \$1 a bag, ex track, and in a jobbing way at \$1.05 to \$1.10 ex store.

**MAPLE PRODUCTS.**

There has been some demand for maple goods during the week with steady prices. We quote:

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

**Flour and Feed.**

**FLOUR.**

The drop in flour reported last week, has been firmly maintained, although the western millers have been reported to have cut prices still more. The big millers do not expect that flour will remain low very long, and are not selling any more than immediate requirements of customers demand. Considerable quantities are being exported, but these cargoes were no doubt purchased at the advanced prices which existed some time ago. We quote:

Manitoba spring wheat patents.....	5 10
strong bakers.....	4 90
Winter wheat patents.....	5 10 5 25
Straight rollers.....	4 85 5 00
Extra.....	3 80 3 90
Straight rollers, bags.....	2 30 2 35

**FEED.**

The feed market remains unchanged, the demand has been steady and trade is comparatively brisk, although naturally the increase of grass fodder in the country places has decreased the demand for dried food. We quote:

Ontario bran, in bulk.....	19 00
shorts.....	21 00
Manitoba bran, in bags.....	19 00 20 00
shorts.....	21 00
Mouillie.....	26 00 28 00

**OATMEAL.**

There seems to be a limited demand still for oats and oatmeal, and the market is quiet. We quote:

Fine oatmeal, bags.....	2 06
Standard oatmeal, bags.....	2 30
Granulated.....	2 30
Rolled oats, bags.....	2 55
bbls.....	5 30

**HIDES.**

Hides are still strong in tone and the market has an upward tendency. We quote:

No. 1 beef hides.....	0 03 0 08 1/2
No. 2 ".....	0 07 0 07 1/2
No. 3 ".....	0 06 0 06 1/2
Lambskins.....	0 75
No. 1 calfskins.....	0 11

**NEW BRUNSWICK MARKETS.**

St. John, N.B., May 18, 1904.  
Office of The Canadian Grocer,

THE annual meeting of the New Brunswick Wholesale Grocers' Guild was held this week and the following officers elected: A. H. F. Randolph, of A. F. Randolph & Sons, Fredericton, president; Andrew Malcolm, St. John, vice-president; Geo. E. Barbour, St. John, secretary; A. I. Teed, St. Stephen; J. Harris, Moncton; W. C. Cross, of Hall & Fairweather, and S. Jones, of Jones & Schofield, St. John, additional members of the executive committee.

Business is active, though in some lines market is depressed, and there are those who are looking for low prices. The three weak lines are flour, California raisins and cheese. In flour, Ontario grades seem more firm than Manitobas. Cheese has proved weak, quite a few old being carried over. Eggs have also fallen off very quickly in price. On the other hand, sugar continues to move upwards. Molasses is firmer and advances in regard to rice, which has been so low, point to higher figures. Quite large stocks are held.

The Toronto fire has been not without its effect here, our insurance agents having advanced rates and demanded improvements in our water service and fire department. While the advance is considered excessive and has resulted in a reduction of insurance in tariff and increased insurance in non-tariff companies, the action will have some good effect. It is expected we will have at least two chemical fire engines, something needed for a long time, and already the city has taken steps to get expert opinion on its water supply and distribution.

**Oil**—This is rather a quiet time. In burning oil a large cargo was landed from a tank steamer last week; there is but a light demand. Lubricatings are not as active; prices are quite firm. In paint oils, linseeds, while unchanged, are easy. Turpentine tends to higher prices. Fish oils are a light stock, but prices are rather easier.

**Salt**—Upwards of ten thousand bags of Liverpool salt were landed ex the Manchester steamer this week. The next regular steamer will arrive in about four weeks. Lower prices are always quoted ex steamer. The quantity of fine salt imported is not large. Canadian salt supplying the demand. Shipments are being received much more promptly than last year.

**Canned Goods**—There is little to report. Salmon, while firmer, is unchanged and a fair stock is held. It looks as if the trade would have vegetables enough to carry them through. The stock of fruit is not large, but the Consolidated seems able to supply any needs. In pineapples, Singapore is quite largely sold. Oysters are very



“Force-thoughts”

BY SUNNY JIM

VI.

**T**HERE'S one thought that does me more good than all the others that ever came to me. It is this: there's only one thing to be done at a time.

Nothing new about this, but think what it means when things pile up ahead and one begins to think there's more to do than can be done—and begins to hurry, which is next to the worst thing in the world, and to worry, which *is* the worst thing.

“One thing at a time” takes all the tangles out of a day's work, all the perplexity out of a day's thought, and puts into the day's living that self-confidence that is worth everything else.

It properly begins when you get up in the morning and it keeps you from trying to solve seven of the day's difficulties while tying your cravat—which is a bad thing, for the seven remain unsolved and the cravat carries all day the same kink in it that mars your temper.

Begin with your breakfast—make it a “FORCE” breakfast and treat it with the respect due to the one thing you are doing *at that time*.

The rest of the day you'll find it easier to Be Sunny.

*Sunny Jim*

BUFFALO, U S A.

(To be continued.)

*I still have some celluloid buttons bearing my photograph and my motto,*

“BE SUNNY.”

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

A Message from  
**JOHN MACKINTOSH**

“The Toffee King of England”

I appeal to the readers of THE CANADIAN GROCER who I know are the best buyers of high-grade goods in the country. I want to say that my Old English Candy

**MACKINTOSH'S  
TOFFEE**

is the most delicious and best candy made—pure as the crystal springs. **THIS OLD ENGLISH CANDY** has made me famous the world over. I am called the **TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once

**CHARLES GYDE**

20-22 St. Francois Xavier St., - MONTREAL.

**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.

**OUR BAKERY DEPARTMENT**, operated in connection with our mills, offers the trade a complete assortment of cakes, biscuits and tarts.

**W. Moore & Sons**  
MEAFORD, ONT. - CANADA

firm. Lobsters are quite high. Meats and domestic fish are unchanged.

**Green Fruit**—Dealers are very busy. Valencia and California oranges have to be quite largely repacked. Prices are rather higher. Lemons are low. In bananas the quality received is good; prices are firm. Pines are light sellers. Strawberries arriving are not in very good condition. Native rhubarb is now received and prices are lower.

**Dried Fruit**—The cut in raisins found our dealers with fair stocks, though seeded were rather light supply. Dealers are not buyers, however, preferring to work off present stock. Prunes keep low, with a fair sale; large sizes never sold so cheap before. Apricots and peaches show light business. Evaporated apples are firm, with small sales. Currants are firm. Dates are low. Onions are rather easier; quality this season is but fair. Peanuts keep high. Shelled walnuts are very low.

**Sugar**—No change is noted this week. Holders are making a fair profit, something expected for a long time. Foreign sugar has been quite freely received. Those who handle it receive the protection of the guild without it costing them anything.

**Molasses**—Some very nice Barbadoes is being offered at low prices. In Porto Rico, except the stock held by one house, the supply of new goods is light. Price is rather firmer. The situation is watched with interest. Prices that have been quoted are below present stock, and some are finding difficulty to fill orders taken.

**Fish**—Fresh fish are having more attention. Gaspereaux are, so far, below average catch. Shad are offered, but as yet the supply is light. A few salmon are seen; the price is still high. No salmon brought in are better than St. John harbor salmon. Dry fish are scarce, and full prices are asked. In pickled herring there is no business and few fish. Smoked herring are scarce and very high. Very nice smoked Gaspereaux are offered.

**Flour, Feed and Meal**—The price of Manitoba is again lower. Ontario brands keep firm and business is light. Feed is quite firm. Oats are rather higher. Oatmeal is unchanged; the price is thought to be too high. Cornmeal is unchanged. Beans are dull at a rather lower price. Barley shows a light sale. Split peas are still high, and a very light stock is held. In seeds, dealers are trying to clean up stocks.

**MANITOBA MARKETS.**

Winnipeg, May 17, 1904.

**T**RADE throughout the country continues rather quiet but better prospects are anticipated in the near future. All around business in the city is reported by the jobbers as being quite satisfactory under the prevailing conditions.

**Sugar**—The market holds Montreal granulated unchanged, quoting it at \$4.90 in barrels and \$4.70 in sacks, and yellows at \$4.25. But we may look for

an advance, as Wallaceburg sugar has advanced 5c and is now quoted at \$4.85 in barrels and \$4.75 in sacks.

**Canned Fruits**—The market is now firm. Pineapples are quoted 2 lb. whole at \$3.75 a case of two dozen, 1 1/4 lb. sliced at \$3.75 a case of two dozen, 1 1/2 lb. sliced \$7.20 a case of four dozen, and 1 3/4 lbs. grated \$7.60 a case of four dozen.

**Evaporated and Dried Fruits**—All lines are firm with the exception of California apricots, which have advanced quarter of a cent, and evaporated peaches and pears are higher. Peaches have advanced 3c to 1 1/4c a lb. Oregon prunes, large sizes, are still very cheap, 70 to 80 at 5 1/4c, 60 to 70 at 6c, 50 to 60 at 6 1/4c, and 40 to 50 at 6 3/4c.

**Green Fruits**—The market is firm. Pineapples are quoted at \$5 a case, Florida tomatoes at \$4 a case, oranges \$3 to \$3.50 a case, California lemons \$4 to \$4.50 a case, cucumbers \$2 a dozen, rhubarb at 5c a lb. Bananas are still very scarce and are being quoted at \$3 to \$3.50 a bunch, XX are quoted at \$4 a barrel and XXX at \$5 a barrel.

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

**Flour**—The market is much easier. Sacks at \$2.65, and 5 lb. sacks at \$2.85.

**Peanuts**—The market remains firm as yet, but an advance is expected as the stocks throughout the U. S. are very light and the new crop will not be in before the 1st of November.

**Eggs**—The egg market is somewhat easier than it was last week and eggs are now jobbing at 14c.

**Provisions**—The market in cured meats and lard continues firm. Our quotations are as follows:

Hams, per lb .....	0 13 1/2
Shoulders, per lb .....	0 08 3/4
Picnic hams per lb .....	0 09
Breakfast bellies, per lb .....	0 13 1/2
Breakfast backs, per lb .....	0 11 1/2
Large spice rolls, per lb .....	0 10 1/2
Long dry clear, per lb .....	0 09
Lard, 50-lb. pails .....	5 20
" 20 " " .....	2 15
" 10 " in cases .....	6 50
" 3-lb. tins .....	6 65
" 5 " " .....	6 60
" Compound, in 20-lb pails .....	1 75

**Butter**—The demand for butter is good, but stock is coming in very slowly. We quote the following prices:

Creamery, per lb .....	0 25
Butter, in tubs .....	0 15 0 16

**STORING GASOLINE.**

**G**ASOLINE from some cause or another has obtained a reputation as one of the most dangerous of oils. Investigation will show to the unprejudiced mind that this is partially undeserved. Gasoline, however, is very volatile and it is imperatively necessary that it be stored immediately in a perfectly air-tight receptacle.

It is claimed that gasoline will evaporate from a wooden barrel or ordinary tank at the rate of 50 per cent. per month. This is all logs, not to mention the attendant danger of fire, for it must be conceded that when unconfined, gasoline is highly inflammable and extreme caution must be used in storing

it. Gasoline storage to-day has been brought to the highest possible degree of efficiency, both as regards safety and convenience, as well as economy and cleanliness.

The firm of S. F. Bowser & Co., of Fort Wayne, Indiana, U. S., have for the past 19 years devoted their time and energy to developing the best and latest ideas in tank construction. The long distance outfit, which they are offering to automobilists is not, therefore, an experiment, since they have built pumps of this description for a number of years. Appreciating the growing demand for safe and convenient gasoline storage, they have perfected a long distance gasoline storage outfit, and covered it with an iron-clad guarantee. Simple and durable in construction, it provides, without doubt, the most convenient and satisfactory system ever devised for providing storage for gasoline. The attractive little booklet, "Roll of Honor," shows that the Bowser long distance outfit has been installed in all parts of the country, which in itself is an evidence that it complies with the most rigid requirements regarding the storing of gasoline.

The tank is made of heavy sheet steel and is designed to be buried in the ground any desired distance from the building. It is riveted and soldered, and then finished with three coats of asphaltum, which, combined with the galvanizing, makes the outfit rust proof, and it will last practically a lifetime.

The pump is designed to be located at the most convenient point on the store floor and connects with the tank by piping. The pump is entirely of metal and pumps and measures a gallon, half gallon or quart as desired into the customer's can without the use of measures or funnels.

The outfit is shown in Messrs. Bowser & Co.'s ad., which appears on page 146 of this issue. They state they will be pleased to send catalogue and full information free to any merchants who handle gasoline.

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

In this issue of Grocer appears a full-page advertisement for W. H. Dunn, Montreal. His string of agencies is one of the best in Canada controlled by one person. The total capital of the manufacturers he represents is approximately two hundred and sixty millions. He informs The Grocer that he could accept one more good agency, and would prefer a progressive foreign manufacturer. He has no room for dormant agencies.

# MATTHEWS'

## Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

Popular Pickles for

Particular People are

# ROWAT'S

Recognized as the leading Imported Pickle in the Canadian Trade

**Because** The consumers get their money's worth—  
**and they sell.**

Stock ROWAT'S next time if you have not done so yet.

Agents for Ontario, Quebec, Manitoba and Northwest Territories,

**SNOWDON, FORBES & CO., Montreal**

F. H. TIPPET,  
St. John, N.B.

F. H. WARREN,  
Halifax, N.S.

C. E. JARVIS & CO.,  
Vancouver, B.C.

**TRADING STAMPS MUST GO.**

APPARENTLY the blow has fallen on trading stamps in Montreal. At the meeting of the City Council on Monday, an amended by-law prohibiting their use was passed, and will go into effect as soon as the Mayor signs it. It has been explained already in *The Grocer*, that on May 1 a former by-law on this subject, adopted a year ago, was to have gone into effect, but owing to some slight flaw, technically, it was found to be defective in two or three points. The old by-law would have infringed on the individual rights of merchants and others to use stamps, if they wish to do so at their own expense. All is covered by the new by-law, which stops the organized distribution of such stamps, not by a merchant to customer, but by merchants to other merchants, in return for certain considerations. The text of the new by-law is as follows:

"Section 1.—No person, firm or corporation in the City of Montreal shall give, sell, distribute or receive any trading stamps or coupons, nor shall any person employ similar means nor resort to similar devices, which may be construed as equivalent to or as having the same effect as the said trading stamps or coupons.

"Section 2.—No person, firm, company or corporation shall, in the said City of Montreal, carry on or pursue the trade of such stamps or coupons, or other similar devices, or their equivalent, or that which may be construed as having the same effect.

"Section 3.—The prohibitive provision contained in Sections 1 and 2 of said by-law No. 301 shall not apply in the City of Montreal, to any merchant or manufacturer who places in or upon packages of goods sold by him, or delivers to the purchaser of such goods, sold or manufactured, tickets or coupons to be redeemed by such merchant or manufacturer, either in money or merchandise.

"Section 4.—Any person infringing any of the prohibitive provisions contained in Sections 1 and 2 of said by-law No. 301, shall be liable to a fine not exceeding twenty dollars (\$20.), and in default of payment, to imprisonment for a term not exceeding three months.

"Section 5.—This by-law shall be considered as forming part of said by-

law No. 301 to all intents and purposes."

Mr. James E. Wilder, proprietor of the Traders' Advertising Co. Green Cash Receipts, being interviewed, stated that the action of the City Council in amending the by-law would in no way interfere with continuing business, and that conditions now in Montreal were the same as they were in the City of Quebec a year ago, where the Traders' Advertising Co. have a branch. About a year ago the council of that city passed a by-law similar to the one passed by the council in Montreal. An injunction was at once served by the Traders' Advertising Co. to prevent the by-law from being enforced. The business has been carried on in Quebec the same as usual during the past year, and will be continued in Montreal until the highest courts of Canada decide against it. Several judgments of late have been rendered in the United States, and in every case they have been in favor of the trading stamp companies. The Act passed allows any person or company to give trading stamps or coupons, providing the party giving them redeems same himself. The only question to be decided by the courts is whether the third party has a right to redeem stamps given out by another. The Traders' Advertising Co. claim that any Act to prevent a third party from redeeming such stamps or coupons is null and void, and they claim it would be as reasonable to pass an Act prohibiting a bank from honoring a cheque drawn on them by another party.

An injunction was granted the Traders' Advertising Co. on Tuesday to prevent the enforcing of the new city by-law.

**CANADA AND AUSTRALIA.**

THE gradual development of reciprocal trade between Canada and Australia is instanced by the cargo of the steamer Aorangi which arrived in Vancouver a few days ago with the largest cargo of Australian produce ever imported into Canada. One item alone was over 5,000 cases of onions, for which there exists at present an excellent market, both for British Columbia trade and for shipment to the Yukon. The Aorangi also brought 300 boxes of Australian butter, 20 crates frozen rabbits, 25 barrels cocoanut oil, 32 bags green coffee, and 200 boxes Australian grapes.



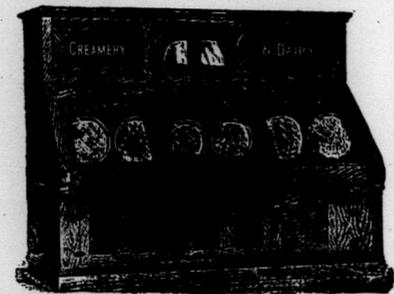
**ROW'S GUM**  
in Lumps,  
5c. Pkgs.,  
in 1c. Stick,  
in 5c. Bars.

ROW & CO., Morristown, N. Y., and Brockville, Ont.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters  
**'WELLINGTON' KNIFE POLISH**

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MANUFACTURERS OF  
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**Wellington Mills, London, England**

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

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

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**COTTON CLOTHES LINES**

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

For sale by all Wholesale Dealers  
See that you get them.

MANUFACTURERS' AGENTS AND BROKERS.

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**W. G. PATRICK & CO.,**

AGENTS AND IMPORTERS,  
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Grocery Brokers and  
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Established 1885

CALGARY.

**CALGARY**

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods to us. We will  
Reship and Distribute them for you.

Our large track Warehouse where  
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also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the  
Wholesalers from Winnipeg to the  
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Correspondence Solicited.

**NICHOLSON, BAIN & JOHNSTON**

Wholesale Commission Merchants and Brokers.  
CALGARY, ALBERTA.

**STRONG DURABLE LIGHT**



THE BEST MADE  
FOSTER'S  
STANDARD  
POT

**POROUS AND CHEAP**

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

**TAYLOR & PRINGLE CO.,**

Limited,  
OWEN SOUND,

Manufacturers of

Queen Quality Pickles,  
Bulk Pickles,  
Pure Tomato Catsups.

Our Goods have a reputation.  
MADE IN CANADA.

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GENERAL AGENT AND  
COMMISSION MERCHANT,  
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**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.  
Consign Your Cars to Us.

**PRICE, CHAMBERS & CO.**

SUCCESSORS TO  
CAMERON, GORDON & CO.  
Wholesale Commission Agents  
WINNIPEG.

**EASTERN MANUFACTURERS**

-AND-  
SHIPPERS.

All **EYES** are  
turned on

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**WE**

Represent some of the leading houses in

**CANADA and the U.S.**  
INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

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**THE WILSON COMMISSION CO, Limited**

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If you have any snaps let us hear from you.

**To Manufacturers' Agents**

THE CANADIAN GROCER has en-  
quiries from time to time from manu-  
facturers and others wanting repre-  
sentatives in the leading business  
centres here and abroad.

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

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

CONDENSED OR "WANT"  
ADVERTISEMENTS

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

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

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

BUSINESS CHANCES.

**A**T a decided bargain—The Paisley Pork  
Factory can be purchased before May  
22nd; factory is well equipped, and situ-  
ated in the best pea-growing district in  
America. Address D. N. McIntyre, Paisley.

**B**OOT and Shoe Business—On Dundas  
street, London; best location, rent  
very low; will sell at a bargain. C. D.  
Johnston, 198 Dundas street, London.

**M**ANUFACTURERS or packers of  
specialties suitable for Italian ware-  
houses, grocers, etc., desirous of placing  
their goods on the Irish market should  
communicate with N. MORROW, 16 Kansas  
Ave., Belfast. 17tf

TRAVELLERS WANTED.

**E**XPERIENCED grocery traveller wanted;  
must have connection in Perth, Huron  
and Bruce. Apply Box 131, CANADIAN  
GROCER, Toronto. 20

TO CANADIAN EXPORTERS.

**A**N ENGLISHMAN, thoroughly acquainted  
with the grocery and provision trade,  
who has recently retired from business, is  
open to represent Canadian exporters in  
Bristol on a commission basis; highest  
references. Address Box 130, CANADIAN  
GROCER, Toronto. 28

SITUATIONS VACANT.

**A** FIRST-CLASS peeler. The Mooney  
Biscuit & Candy Co., Limited, Strat-  
ford, Ont. f

**B**AKER—Good all-round man; day work;  
state wages expected. Apply at once  
to R. Weber, Harriston. f

**B**AKER—Second hand. Apply to J. Ward-  
en, Gravenhurst, Ont. f

**B**AKER—Improver—State experience and  
wages expected, with board; an extra  
chance to learn. Apply Box 366, Stouffville,  
Ont. t

**B**AKER—With one year's experience—  
Machine made doughs. J. P. Archi-  
bald, Ingersoll. f

FOR SALE.

**S**ALT—Carlots—Write for prices and  
samples; We are not in the combina-  
tion. The Canada Flour Mills Co., Ltd.,  
Chatham, Ont. f

## OUR SPECIAL OFFERS OF HIGHEST STANDARD CANNED GOODS

are now **Greater Bargains** than ever. Our stocks in general are usually not easily exhausted, and in the following lines they are yet substantial, notwithstanding the large quantities we have already sold of them:

### HICKMOTT'S GOLDON CROWN ASPARAGUS,

2½-lb. square tins, cases 2 doz. . . . . \$3.50 per doz.

### LOGGIE'S EAGLE BRAND BLUEBERRIES,

2-lb. tins, cases 2 doz. . . . . 1.00 per doz.

### SIMCOE LYNN VALLEY BRAND

	Canners' Net Prices to the Wholesale Trade.	Our Prices to the Retail Trade.	
Preserved Apples . . . . .	3 -lb. cases 2 doz. <b>\$1.32</b> <sup>3</sup> / <sub>4</sub>	<b>\$1.25</b>	per doz.
Preserved Grapes . . . . .	2 -lb. cases 2 doz. <b>1.32</b> <sup>3</sup> / <sub>4</sub>	<b>1 25</b>	"
Preserved Grapes . . . . .	2½-lb. cases 2 doz. <b>1.66</b> <sup>1</sup> / <sub>2</sub>	<b>1.57</b> <sup>1</sup> / <sub>2</sub>	"
Yellow Peaches . . . . .	3 -lb. cases 2 doz. <b>2.45</b> <sup>1</sup> / <sub>4</sub>	<b>2 35</b>	"
Bartlett Pears . . . . .	2½-lb. cases 2 doz. <b>1.84</b> <sup>1</sup> / <sub>2</sub>	<b>1.75</b>	"
Bartlett Pears . . . . .	3 -lb. cases 2 doz. <b>1.98</b>	<b>1.90</b>	"
Standard Pears . . . . .	gall. cases ½ doz. <b>3.30</b> <sup>3</sup> / <sub>4</sub>	<b>3 15</b>	"
Pine Apples, Sliced . . . . .	2 -lb. cases 2 doz. <b>2.11</b> <sup>1</sup> / <sub>2</sub>	<b>2.00</b>	"
Pine Apples, Whole . . . . .	3 -lb. cases 2 doz. <b>2.47</b> <sup>1</sup> / <sub>2</sub>	<b>2.35</b>	"
Pine Apples, Grated . . . . .	2 -lb. cases 2 doz. <b>2.36</b> <sup>1</sup> / <sub>4</sub>	<b>2.25</b>	"
Lombard Plums, Heavy Syrup . . . . .	2 -lb. cases 2 doz. <b>1.21</b> <sup>1</sup> / <sub>2</sub>	<b>1.15</b>	"
Lombard Plums, Heavy Syrup . . . . .	2½-lb. cases 2 doz. <b>1.46</b> <sup>1</sup> / <sub>4</sub>	<b>1.35</b>	"
Strawberries in Heavy Syrup . . . . .	2 -lb. cases 2 doz. <b>1.32</b> <sup>3</sup> / <sub>4</sub>	<b>1 25</b>	"
Strawberries, Preserved . . . . .	2 -lb. cases 2 doz. <b>1.50</b> <sup>3</sup> / <sub>4</sub>	<b>1.40</b>	"
Standard Strawberries . . . . .	gall. cases ½ doz. <b>4.72</b> <sup>1</sup> / <sub>2</sub>	<b>4.50</b>	"
Beets, Sliced . . . . .	2 -lb. cases 2 doz. <b>.81</b>	<b>.60</b>	"
Beets, Whole . . . . .	2 -lb. cases 2 doz. <b>.81</b>	<b>.60</b>	"
Beets, Whole . . . . .	3 -lb. cases 2 doz. <b>.90</b>	<b>.70</b>	"
Onions, Select Tables . . . . .	2 -lb. cases 2 doz. <b>1.25</b>	<b>1.25</b>	"
Parsnips, Select Table . . . . .	2 -lb. cases 2 doz. <b>.81</b>	<b>.75</b>	"
Spinach, Select Table . . . . .	2 -lb. cases 2 doz. <b>1.26</b>	<b>1.25</b>	"
Turnips, Select Table . . . . .	3 -lb. cases 2 doz. <b>.90</b>	<b>.75</b>	"
Succotash, Log Cabin . . . . .	2 -lb. cases 2 doz. <b>1.12</b> <sup>1</sup> / <sub>2</sub>	<b>1.00</b>	"

TERMS.—F. O. B. MONTREAL, NET 30 DAYS, OR 1 PER CENT. 10 DAYS.

# Hudon, Hebert & Cie.

## MONTREAL.

# FREIGHTS AND CHARTERS

WITH ocean navigation open only one week, and lake navigation about the same time, the activity in freights generally is just beginning. Little sail tonnage has been reported for the early season in Montreal. Shippers seem to be looking for tonnage for long voyages in the lumber trade, and it is reported that terms are not attractive to vessel owners and suitable vessels offer sparingly. Very few charters have been reported this

## FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool.....	6d.	9d.
London.....	7½ d.	9d.
Glasgow.....	7½ to 9d.	9d.
Avonmouth.....	1/	1/
Manchester.....	9d.	....
Hamburg.....	1/	....
Antwerp.....	1/	....
Leith.....	1¼	....
Dublin.....	1¾	1/3
Belfast.....	1/6	1¼
Cardiff.....	1/3	....
Rotterdam.....	1/3	....

Large quantities of grain have been chartered at Fort William to Montreal on barges at 5c a bushel. A number of lake boats have also been chartered to carry grain to Parry Sound, and thence by rail to Montreal at 5½c per bushel.

Plenty of grain is in sight by the C. P. R. for their own steamers, as all grain space is booked for May.

There will be plenty of western American grain down shortly since the railways have settled the grain rate

## BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	....	10c.	10/	....	10/	....
Oilcake and cotton seed cake.....	"	5c.	6c.	5c.	9c.	....	10/	11/3	....	....	....	10/	10/	....	10/	....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	....	....	16/	10/	....	10/	10/	....	10/	....
Lard, beef, pork, tallow and oleo in barrels or tierces.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	....	16/	17/6	....	17/6	....
Lard in pails and other small packages.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16/	17/6	....	17/6	....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16/	17/6	....	17/6	....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16/	17/6	....	17/6	....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	....	30/	30/	....	30/	....
Cheese in crocks, in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	35/	35/	....	35/	....
Butter, in cases and kegs.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	35/	35/	....	35/	....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	....	20c.	12/6	....	12/6	....
Seeds, blue and other grass, in bags.....	"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Leather, black and other, in heavy bales and bundles.....	"	15/	21/	20/	20/	25/	....	....	25/	15/	....	30/	30/	....	30/	....
Leather, rough sole, and split, in rolls and bales.....	"	20/	31/6	25/	25/	25/	....	....	25/	20/	....	35/	35/	....	35/	....
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6	....	....	16/6	7/6	....	12/6	12/6	....	12/6	....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	....	....	17/6	8/	....	13/9	13/9	....	13/9	....
Heavy lumber—oak, elm, birch and maple.....	"	8c.	16c.	14c.	12/6	17/6	....	....	17/6	8/	....	15c.	13/9	....	13/9	....
Weight (coarse).....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	....	12/6	12/6	....	12/6	....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	....	....	17/6	7/6	....	12/6	12/6	....	12/6	....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	....	....	....	15/	....	15/	....
Measurement (coarse).....	40 cb. ft.	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	....	12/6	12/6	....	12/6	....
Measurement (fine).....	"	20/	21/	....	20/	20/	21/	21/	20/	20/	....	20/	20/	....	20/	....
Woodenware, etc.....	"	8/9	10/6	....	12/6	12/6	12/6	12/6	12/6	8/9	....	12/6	12/6	....	12/6	....
Furniture, etc.....	"	10/	13/1½	....	12/6	12/6	....	....	12/6	8/9	....	....	....	....	....	....
Implements etc.....	"	10/	10/6	....	12/6	12/6	....	....	12/6	10/	....	12/6	....	....	....	....
Eggs, in cases or barrels.....	"	....	....	....	....	15/	....	....	15/	....	....	....	....	....	....	....
Apples, flour.....	Barrel	....	3/	....	....	3/	....	....	3/	2/6	....	....	....	....	....	....
Apples and other green fruit, in boxes.....	40 cb. ft.	15/	15/9	15/9	17/6	20/	....	....	20/	12/6	....	....	17/6	....	17/6	....
Smalls, of less than ¼ ton wt. or msmt.....	each	10/	10/	10/	10/	10/	....	....	10/	10/	....	10/	10/	....	10/	....
Grain, in shipper's bags.....	Quart'r	....	....	....	....	3/	....	....	3/	....	....	....	....	....	....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

week in Montreal. Lake traffic, however, seems to be exciting considerable interest. Strong rates will be noticed by the table for general cargoes and timber.

### Charters.

British steamer Riplingham, 1649 tons, Montreal to London, with deals 35s.

British steamer Minnie, Philadelphia to Montreal, first week in June.

British schooner Margaret D., 299 tons, from Port Reading to Yarmouth, N. S., 85c.

### Inland Grain Charters.

Steamship Knawaka has been chartered for a cargo of 75,000 bushels of corn at Chicago, to go to New York via the St. Lawrence route. She has a charter from Norfolk, Va., and needed a cargo for ballast, and it will take her twenty-five days to make the journey.

war between Missouri River points and Chicago. The present rate, 5c on wheat and 4c on other grain, will remain in effect until the new rates are checked off, and the latter will not go into effect until June 1.

The Robert Greig Co.'s White Swan Mills, Toronto, have been working nights lately in their spice, cocoanut and cereal departments, to keep up with the demands of business.

## Cardiff, a Port of Entry for Canadian Produce

By E. Biermann.

PEOPLE have often heard of the startling growth of ports and cities in the new world, but very few realize that in the Old Country there are examples of towns which, favored by natural position, have grown and developed with quite equal rapidity. Such a case is that of Cardiff.

The progress of this port during the past few years has been almost phenomenal, the percentage of increase both as regards trade and population being the largest in the United Kingdom. The exports during 1903 reached the enormous total of over 20 million tons. The registered tonnage of vessels cleared was over 8,000,000, thus placing Cardiff first in the world for foreign exports.

Unfortunately the imports of Cardiff have not, up to now, kept pace with the exports, having, so to speak, been overlooked in the general rush and expansion of the latter. However, as soon as the natural advantages of position and the great facilities which the port offers are sufficiently known and recognized, they are bound to attract a large share of the imports to the United Kingdom.

During the last few years Cardiff has been well alive to the importance of fostering an import trade. In the years 1902-3 this question has been seriously considered, and a deputation waited on Lord Strathcona for the purpose of pointing out the exceptional advantages possessed by Cardiff as a port of destination for a Canadian service of fast steamers. We have, already, the Lord line of steamers, with a fortnightly service between Montreal and Cardiff in the Summer season, and between Baltimore and Cardiff in the Winter. Whenever this service is not available, goods for Cardiff may be shipped at through rates via Avonmouth or Liverpool.

The facilities for doing an import trade at Cardiff are all that can be desired. Specially constructed transit warehouses, capable of storing any quantity of goods, are erected at every dock. Extensive cold storage is also provided alongside the Roath dock for meat and other perishable merchandise. The charges for storage and handling goods are low. The dues on vessels and cargo are as light as at any other port in the Kingdom.

The population of South Wales and Monmouthshire — the immediate and natural ground for Cardiff's trade—according to the last census return taken in 1901, was 1,546,100. Adding the average rate of increase since that year, it is estimated that Cardiff has a population of close on 1,700,000 within a radius of about 30 miles. At least eighty per cent. of that population is engaged in coal mining, iron and tinsmith making, and kindred industries, and is solely dependent, as regards food-stuffs, on imported supplies.

The Bute dock authorities are now erecting a low water pier at Cardiff, and another will shortly be erected at Weston - Super - Mare (Somersetshire). This will enable Cardiff to supply a further large population in the south-west of England, bringing up the total within the 30 miles radius, to close upon 2½ millions.

From its geographical position Cardiff is, moreover, the natural ocean port for Birmingham, the Midlands generally, and also the intervening counties. Taking Montreal as the exporting point, we find the distances compare as follows: Montreal to Birmingham, via Cardiff, 2,875 miles; Montreal to Birmingham, via Liverpool, 2,906 miles. The railway rates to the Midlands are in favor of Cardiff by something like two or three shillings per ton.

Taking all these points into consideration, there is a further population of several millions, to whom Cardiff can rightly claim to be the ocean port and the natural centre of distribution.

Seeing that the port was ripe for a large development of the fruit and produce trade, some 18 months ago the experiment of importing large quantities of fruit direct to Cardiff, and selling it by auction, as is done in other landing ports, was tried. This experiment has proved so successful that to-day thousands of packages of goods are sold where formerly not hundreds could be sold. Last season a single firm found no difficulty in distributing 2,000 to 3,000 barrels of apples weekly in the immediate neighborhood of Cardiff. There is also a good outlet at Cardiff for a fair quantity of Californian apples, pears, and other fruits, as well as grain and produce generally.

### GROCERS AT HORSE SHOW.

AT the Montreal Horse Show, held last week, a special class for retail grocers' delivery horses and wagons was an interesting feature, and nine competitors entered the contest. The turn-outs were the regular delivery horses and wagons employed by the various merchants competing, and all of them were certainly a credit to the proprietors. Competition in some respects was keen and the three judges who, by the way, were New Yorkers, spoke creditably of all. Their decision resulted as follows:

Class 12.—Horses, property of retail grocers, to be shown in single harness and delivery wagons as used in local deliveries; horses to count 50 per cent., cart and equipment 50 per cent.; horses to be owned and in use by exhibitor at time of entry. First prize, \$25; second prize, \$15; third prize, \$10. The entries were:

Belle, b.m., 15.2, 5 years; exhibited by W. J. Brown, Montreal.

Dolly, r.m., 16, 5 years; exhibited by T. K. T. Stone, Montreal.

French Topsy, blk.m., 16, 7 years; exhibited by Ewan Bros., Montreal.

Tom, b.g., 15.0 3-4, 7 years; exhibited by J. B. Vanier Frere, Montreal.

Frank, b.g., 16, 7 years; exhibited by L. N. Ostigny, Montreal.

Prince, gr.g., 15.0 3-4, 9 years; exhibited by John Robertson & Son, Montreal.

Piton, blk.g., 15.0 1-2, 7 years; exhibited by Beauvais, Lalonde & Cie., Montreal.

Billy, b.g., 16, 8 years; exhibited by N. Chartrand, Montreal.

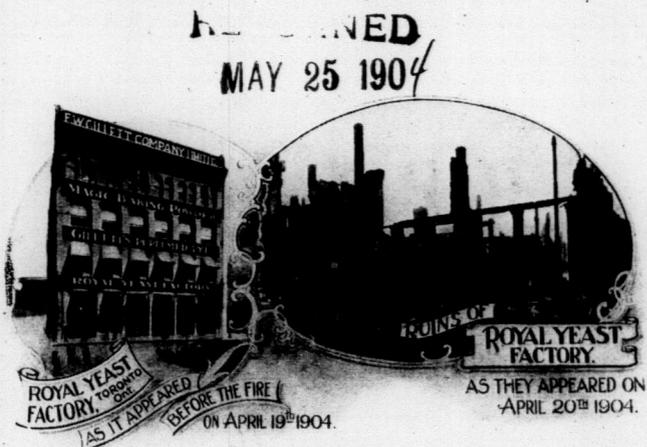
Kate, br.m., 15.3, 8 years; exhibited by Ald. N. Lapointe.

Belle .....	1
French Topsy .....	2
Dolly .....	3
Prince .....	4

The winning turn-out was Belle, owned by Mr. W. J. Brown, St. Catherine street, with Ewan Bros.' French Topsy second, T. K. T. Stone's Dolly third, and John Robertson & Son's Prince fourth.

Ald. N. Lapointe and Mr. N. Chartrand, president of the Retail Grocers' Association, had two decidedly creditable entries; in fact, all grocers entering deserve honorable mention for their turn-outs.

The arrangement for this special prize for retail grocers was largely due to the efforts of Mr. S. D. Stewart, Montreal representative for Heinz Co., Ltd., Pittsburg. In former years grocers' horses and turn-outs were bunched with the general delivery horse class, but through Mr. Stewart's efforts a separate class was provided this year. It is needless to say that his efforts were duly appreciated by the interested trade.



# GROCCERS!

Shortly after the big fire here, in which our factory was destroyed, we purchased the finest factory building for our business in the Dominion (see cut), and when we get our plant into operation, **Gillett's Goods** will be made on a larger scale than ever before. In the meantime, we are making special efforts to keep you supplied with **Royal Yeast, Gillett's Lye, Magic Baking Powder, etc.** To do this we are running

- 2 STEAM ENGINES
- 2 GAS ENGINES
- 3 ELECTRIC MOTORS

and our business is located in THREE different buildings, but we have telephone communication between the three, and in this way everything is running along very smoothly. There is no necessity for substituting **inferior goods** for the well-known articles made by this Company. **REFUSE SUBSTITUTES.** They will not please your customers and this will mean trouble for you

**E. W. Gillett Company Limited**  
TORONTO, ONT.

# Martin Bros.

OATMEAL MILLERS and  
GRAIN  
**EXPORTERS.**

MOUNT FOREST, ONTARIO, CANADA.

James Mungal & Co.,  
Shipping and General Commission Merchants.

23 High St., San Fernando, Trinidad, B. W. I.

## H. R. P. NARIK & CO.

Commission Agents  
17 Fenchurch St., E.C., - LONDON, ENG.

Shippers desiring to sell Eggs and Provisions on the London Market, are invited to write us for particulars. We have exceptional facilities for profitable selling.

REFERENCES GIVEN

# First New Japan Teas and Coffees

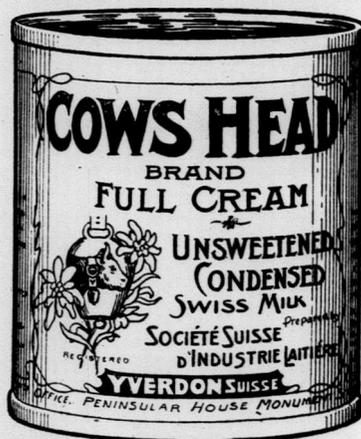
We have the first New Season Japan to arrive in Canada this year. Samples now to hand and the teas will arrive in a few days—also special values in last season's Japans. Write for samples. Best values offered anywhere.

## James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St

MONTREAL.



# "COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS,

C. E. COLSON & SON, - Montreal.

# SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

## S. H. EWING & SONS,

HEAD OFFICE : 96-104 King St., Montreal,  
Bell Tel., Main 65. Merchants 522.

BRANCH : 59-61 Front St. E., Toronto.  
Phone Main 1961.

# A LEADING OTTAWA WHOLESALE GROCERY FIRM

THE growth of Ottawa within the last decade has been equalled by very few Canadian cities. It is not many years since Ottawa was spoken of only as a lumbering centre; now with its seventy thousand population it has become one of the greatest industrial centres in the Dominion. Ap-

The success of this firm is an illustration of what honesty, push and perseverance can do in this great Canada of ours. It ought also to prove a great incentive to the young man behind the counter to aim for the top and not be content until he has reached it. Both members of the firm started life without a penny.

connection with the business extending for a period of thirty years. He is considered one of the best wholesale grocers in Canada, and has certainly proven himself to be so—for his old employers at least. During the last quarter of a century he directed the affairs of three different grocery and wine firms, all of



Mr. A. E. Provost.

A. E. Provost was born about 38 years ago. He received his education at the Brothers school in Ottawa. In 1879 he entered the employment of the Citizen office and served his time as a typesetter, a business which he followed for six years. He studied stenography and for 20 years acted as assistant to M. A. Horton, Hansard reporter. In 1883 he formed a partnership with his brother, C. J. Provost, and bought out the retail grocery business of C. J. C. O'Keefe. Of this business they made an unqualified success, and Mr. Provost has often since remarked that there is no school for the prospective wholesaler like the retail counter—the best place to learn the wants of the public.

A. Allard, though still a young man, having been born in 1858, was educated in Brothers' Commercial Academy. He is called one of the elders of the grocery trade in the capital, his



Mr. A. Allard.

whom became wealthy. He is an untiring worker, quick to decide, and firm in his decisions.

preciating the phenomenal and healthy growth of their city and the need of an up-to-date and progressive grocery firm, the subjects of this sketch, Provost & Allard, opened up business at the corner of Sussex and Murray streets. The growth of their business was so rapid that in less than six months they had to remove to their present premises, which are now beginning to be too small for their present increasing business. Plans are being prepared for the enlarging of the warehouses, which it is expected will be completed by the coming Fall.

Provost & Allard carry one of the best assorted stocks of fancy groceries in eastern Canada. They also handle a great variety of smallwares, pipes, cutlery, novelties and grocers' sundries of all kinds. A representative of the house is going abroad next June and will spend a couple of months visiting the principal manufacturing centres in England, France and Germany, selecting and buying goods.



Warehouse of Provost & Allard, wholesale grocers, Ottawa, Ont.

RETURNED  
OCT 16 190  
trial  
41  
71

RETURNED  
OCT 16 190  
trial  
book 41  
71

RETURNED  
OCT 16 1905  
Sold to Provost Allard  
Sent to Montreal  
41  
71

## THE INTRODUCER OF CEYLON TEA IN AMERICA.

HEREWITH is a portrait of the gentleman who practically "made" Ceylon teas in America, Mr. William McKenzie. This gentleman was a successful coffee and latterly a tea planter for thirty-five years in the Island of Ceylon. In 1894 Mr. McKenzie accepted the position of commissioner from the Ceylon Planters' Association to represent them in America, and to use his efforts to bring the tea product of that island to the notice of the people of Canada and the United States.

The planters believed that it was only necessary for the public to try Ceylon teas to be convinced of their superior merit, but to bring about such a trial was and is one of the great problems

In 1899 the first green teas were made in Ceylon, through the repeated requests of Mr. McKenzie, as over half the consumption of tea in Canada and the United States is green tea. In that year less than 50,000 lbs. came to Canada,—the total export of the island in green tea. Last year there were 15,000,000 lbs. of Ceylon and India green teas exported to Canada and the United States. An attempt is now being made to produce teas of a similar character to Formosa Oolong, as 20,000,000 lbs. of those teas are consumed in the United States. If those are produced as successfully as the black and greens have been, there is no doubt that Mr. McKenzie will find a way of bringing them before the public just as he has the black and green teas of Ceylon, in which case his mission will have been accomplished.

Friends of The Grocer will be glad to know that Mr. McKenzie considers this paper has been the most valuable means he had in developing the demand for Ceylons. He took a full page and talked the merits of Ceylon teas for many months to the grocery trade only. When they became familiar with the tea he began a campaign to the consumer through other newspapers, but still maintained strong page advertisements in The Grocer, which was the only trade newspaper used in Canada. So strong was this campaign in The Grocer that within five months after it began a large wholesale house which was extensively advertising a packet of "pure China, Japan and India tea," withdrew all their blocks and advertised "Ceylon tea" exclusively.

It was recently pointed out by one of the best informed men on the tea situation that when Mr. McKenzie began his campaign Ceylons were as low as 2<sup>3</sup>/<sub>4</sub>d on the London market for low grown teas, and to-day they are getting 7d. The improvement is entirely due to the campaign inaugurated and so successfully and energetically carried on by Mr. McKenzie.

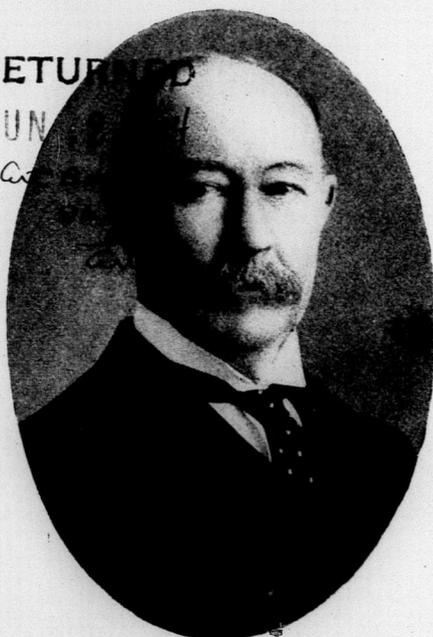
**MR. J. ALEXANDER GORDON,  
MONTREAL.**

THE GROCER takes pleasure in presenting to its readers in this issue a portrait of Mr. J. Alexander Gordon, of J. Alex. Gordon & Co., brokers and commission merchants, Montreal.

Mr. Gordon has been established since 1877, on his own account, under the above firm name, having been for sev-

eral years previous a member of the firm of Hart, Gordon & Co. Before entering the latter firm he was associated with his father, Mr. James Gordon, who was the first commercial broker in Montreal. The firm of J. Alex. Gordon & Co. are to-day the oldest and one of the most prominent brokerage and commission houses in connection with the grocery trade, in Montreal.

They are selling agents for the St. Lawrence Sugar Refining Co., and for the Canadian Consolidated Cannery Co. Among the many firms represented by them may also be mentioned: Juan Ferehen & Co., Denia, Spain, dried fruits; P. A. Burlimi, London and Patras; Armsby & Co., California, dried fruits; Gordon, Grant & Co., Trinidad, sugar; Leacock & Co., Barbadoes, mo-

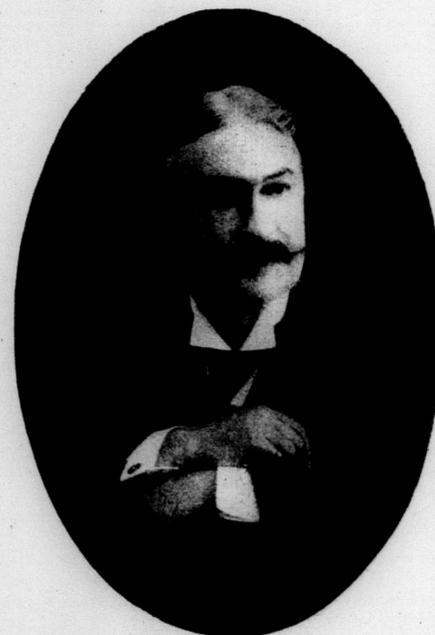


Mr. Wm. McKenzie.

before any firm or company desiring to market their goods.

When Mr. McKenzie first arrived in Canada, in 1895, practically all the black tea consumed came from China. Of the many packets on the Canadian market, only one contained Ceylon tea, and this was a very small affair. Many Canadians in fact had never heard of Ceylon tea. The revolution that has taken place in the tea trade in the ten years that have elapsed shows how well the work was done.

Last year Canada imported a trifle less than a million pounds of China Congou, which will decrease this year. In fact the importation of that tea has sunk from twelve million pounds to a few hundred thousand, and Ceylon tea has taken its place.



Mr. J. Alexander Gordon.

lasses. As tea brokers, J. Alex. Gordon & Co. are representatives of some of the leading houses in Ceylon, India, China and Japan, as well as of several large London tea houses. In salmon, they are agents for a number of the largest packers and best known brands of the Pacific coast.

Mr. Cecil T. Gordon is associated with his brother in the representation of the various agencies, and the interests of the different firms represented are looked after in the most careful and satisfactory manner. The reputation established by the Messrs. Gordon in their dealings with the trade is of the highest, and a very large business is transacted annually.

**SANITARY BREAD.**

THE subject of bread, its adulteration, system of marking it to protect the maker, and the chances of short weight, is at present occupying a great deal of attention. A short time ago The Grocer contained a short article on the question of sanitation in connection with the placing of stickers on bread. Alderman Dagenais, who, by the way, is a doctor, practicing in a very thickly populated ward in the city of Montreal, has strenuously taken up this matter of bread stickers, and it is now before the Health Committee of the City Council of Montreal.

In all movements of this kind, it is interesting to compare history in other older and larger cities. London, England, is at present agitated over a similar bread difficulty. In London the Public Control Committee of the County Council has been endeavoring to propose the repeal of the Bread Act of 1822. It is suggested that a more modern measure should be drafted,—a measure similar to that in force in Montreal perhaps, which provides that all bread except fancy bread, should be sold in loaves of 1, 2, 4, or 6 lbs., and that the weight of the loaf should be impressed upon it in large figures. The measure would also impose a penalty for selling short weight loaves, unless it were proved that the deficiency came from the fact that they had been kept for 48 hours. It is also proposed that the inspector of weights and measures should have power to test the weight of loaves, either when on sale in the shop, or in the course of delivery.

The same reason which brought this agitation about in London is common in all Canadian cities. It is this: A considerable quantity of bread is retailed in small shops, many of which sell articles which do not improve the flavor of bread, such as paraffine oil, disinfectants, and vermin-killers. Take shops of this nature in a city like Montreal, where thousands of loaves are sold per day, and it is only reasonable to believe that plenty of bread arrives at the homes of the people in a very unsatisfactory condition. We have seen bread in shop windows in Montreal in the midst of all kinds of goods, and frequently the boy, or the woman, or the man, serving the oil, the rat poison, or the candles does not think it worth his or her while to wash the hands before serving the bacon, butter, cheese or bread.

A similar difficulty to that in London has arisen in Montreal, as the council would like to regulate the delivery of bread and, if possible, to accentuate the necessity of personal cleanliness of the deliverer; further to prevent it from ex-

posure to dust and dirt in the course of delivery. Who has not seen the dirty-handed bakery driver seize a loaf of bread from his cart and throw it carelessly against a musty, old, dirty coat, and thus carry it to the customer? It has always seemed remarkable that people who have once seen this kind of thing can continue to deal with such a baker, for it is a very fair argument that a person who is dirty about one thing is most likely unclean about others.

In what condition the bake-house of such a baker must be would be hard to define. Several remedies have been suggested—one is to wrap tissue paper about the loaves. But then we must go further than that, for the original lack of cleanliness is where the harm is done, viz., in the dough, in the mixing of the yeast, and in the flour. Everything should be most rigidly clean.

The question of adulteration is a vital one. In England the old alum evil has been stamped out, but can the same be said in Montreal? The laws are strict regarding adulteration in the Province of Quebec, but there is no doubt they are not enforced as rigidly as in the Old Country. Then, to be reasonable on the other side, it is a difficult matter to regulate purity when baking powder and

other ingredients, for which the baker is not responsible, have to be used.

The question of weight is a difficult one to regulate, and it is the opinion of very capable bakers that you cannot make a loaf of an exact weight to a certainty, if it is made crusty. In Scotland, the two pound loaf is strongly stamped, but there the crust is only at the top and bottom, and the bread is more steamed than baked. In Montreal the nasty practice of pasting stickers on loaves is something unpardonable. Why should there be stickers on bread? The whole mass of users of bread have made no demand for any such designation, and the city council are at present discussing the advisability of using little perforating stamps instead.

However, on enquiry it all comes back upon the grocer, and it is not the intention to hurt the feelings of the retail grocer by attacking stickers, for we understand it is the grocer who demanded the sticker, or at least something of the kind, in order that he might be protected from the law against short weight among bakers.

**SITUATION WANTED.**

BY young married man as grocery salesman. Ten years' experience. Best of references. Address Box K, THE CANADIAN GROCER, Toronto. (21)

**The Canadian Vinegar Company**

**HIGH-GRADE VINEGARS**

Under Excise Supervision  
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

**MONTREAL.**

We grow everything we ship, so write or wire us when you want fresh choice stock of **EARLY CUCUMBERS, TOMATOES or MUSK MELONS.** Also finest **PEACHES, SWEET CHERRIES AND PLUMS.**

**HILBORN & McLACHLAN,**  
Peachbluff Farm, LEAMINGTON, ONT.

**REFRIGERATORS.**



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

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

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

**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.**

**Arriving Almost Daily-**

**Fancy Ripe BANANAS PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.**

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.  
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS.

Mail or phone your orders.

**Hugh Walker & Son, - Guelph, Ont.**

## PERSONAL MENTION.

Mr. J. L. Bowes, of the J. A. McLean Produce Co., Toronto, has gone to England on business for his firm. He sailed from New York on the ss. Carpathian.

Mr. John Sloan, of John Sloan & Co., wholesale grocers, Toronto, has gone on a two months' trip to Europe. During his absence the business is being conducted by Mr. Frank Sloan.

Mr. C. H. Hinman, of the Postum Cereal Co., manufacturers of grape nuts and Postum cereal coffee, Battle Creek, Mich., has been in Toronto for the past two weeks calling on the wholesale and retail trades.

Mr. Suggitt, the secretary of the Leeds, Eng., Retail Grocers' Association, is about to visit Canada with the object of investigating Canadian mercantile methods and looking up new ideas in the grocery trade.

Mr. C. L. Farnworth, the energetic representative of Dalley's blacking, of Hamilton, Ontario, was a welcome caller at The Grocer office in Montreal last week. He is hustling for a good article, and his territory, which is east of Belleville, is certainly well covered.

Mr. Wm. Mooney, manager of the city order department of the Mooney Biscuit & Candy Co.'s branch at Winnipeg, has been laid up for the past two weeks with a severe attack of quinsy, but is now around again attending to his duties as well as ever.

Mr. Geo. Mann, Montreal manager of the Salada Tea Co., has been confined in the general hospital, undergoing an operation to his eyes. The Grocer is pleased to learn that he is recovering rapidly and will be out in a few days.

Mr. H. W. Bender, the genial New York representative of MacLaren Cheese Co., Toronto, has had a very extensive trip, having visited Chicago, St. Paul, Butte, Spokane, Seattle, Tacoma, Portland, San Francisco, Los Angeles, Salt Lake City, Denver, Omaha, Kansas City, Detroit and Pittsburg in the interests of his firm. Mr. Bender says the demand for his company's products is large and constantly growing, a circumstance that speaks volumes for their excellence.

Mr. Norman McLeod, of McLeod & Co., Calcutta, paid a visit to Toronto the past week. He speaks very favorably for the future of Indian teas, stating that the demand is steadily increasing every year, and that the plantations are now on a paying basis. He expects to see teas a little higher. New markets are being constantly found. Russia, four years ago, practically bought no tea from India, and to-day it is one

of the best customers, showing the great popularity of teas grown in India.

Mr. Norman McLeod, of McLeod & Co., Calcutta, was a visitor to the trade of Montreal during the past week, in the interest of Indian teas. The firm of which Mr. McLeod is a member, are owners of several large tea estates in India, and are large exporters. Besides the tea industry, they do an enormous business in jute, and Mr. McLeod has closed some very large contracts with several Montreal business houses. Messrs. S. H. Ewing & Sons are Canadian representatives for McLeod & Co., and Mr. W. H. Halford introduced Mr. McLeod to the trade.

Mr. Arthur J. Hodgson, of Hodgson Bros., formerly president of the Board of Trade, Montreal, and a member of one of the largest dairy produce firms in the city, has just returned from a trip abroad, where he went as a delegate to the Chambers of Commerce in Great Britain. He believes that a royal commission composed of men from the British Islands and from the self-governing dependencies of the Empire, should be appointed to enquire into the fiscal question, and that such a step, if backed by the Canadian Parliament, would contribute in a very great degree towards the realization of an imperial policy, the consideration of which has so occupied the British mind during the past year. He said the business men of Great Britain had their eye on Canada, and he knew of no less than four large manufacturing concerns who had expressed their intention to establish plants in Canada. He also stated that he was informed from various sources that the Duke of Sutherland was very likely to be the next Governor-General of Canada.

Mr. John Lorimer, of Lorimer & Co., wholesale druggists, Britannia Row, Essex road, London N., called at the office of The Grocer this week. Mr. Lorimer is a keen, careful Scotchman, who is a member of one of the largest firms of its kind in London. The title, wholesale druggist, does not fully explain the importance of their business to the grocery trade. They are manufacturers, and while Mr. Lorimer is here visiting Canada on a health restoring trip, he is busily engaged in promoting trade. The Grocer was very glad to acquaint the visitor with some of the most reliable and responsible agents in Montreal, who would likely handle their specialties in this country. Their firm sell baking powder, flavoring essences, Worcestershire sauce, rennet essences, relishes of various kinds, condiments, vinegar essences, quinine wines, malt extracts, and in fact an amazing variety of grocers' sundries which could be

easily carried by any general store in the Dominion. The name of the new agency will probably be announced next week.

## 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.

Jas. Rutherford & Co., Montreal, report having the first shipment of Japan teas to arrive by first steamer.

A. F. MacLaren Imperial Cheese Co., Toronto, who are now agents for the sale of Bendsdorp's Royal Dutch Cocoa in Onatrio and the west, have been meeting with wonderful success in the development of the sale of this world famous article. They are having a large shipment come forward by one of the first boats arriving at Montreal and will be glad to get into touch with any buyers who are wishing to stock Bendsdorp's Royal Dutch Cocoa.

Dawson & Co., Toronto, report the arrival of a car of pineapples, also of a car of Messina blood and oval oranges.

McWilliam & Everist, Toronto, have received a direct shipment of pineapples from Jamaica this week.

Balfour & Co., Hamilton, report a very heavy Spring business in the Northwest Territories and British Columbia in "Tartan" fruits and vegetables. This shows that "Tartan" brand is a winner wherever known.

Balfour & Co., Hamilton, report very large Spring business throughout the Northwest Territories and British Columbia. J. A. Henderson, who succeeded the late W. B. Croy, having left the western trip to take a partnership with Bickle & Greening, brokers, Hamilton, the rounds in the west will be made by Sinclair Balfour, Jr., son of the head of the firm.

## NOTES.

Geo. Foster & Sons, wholesale grocers, Brantford, are building new offices in the front portion of their warehouse on Colborne street.

J. Burns, grocer, Brantford, has recently doubled the size of his store at 32 Dalhousie street. His grocery establishment is now one of the largest in the city.

J. W. Bickle & Greening, brokers and commission merchants, Hamilton, have located in new quarters at 62 King William street, where they will have exceptionally good storage facilities.

**ONTARIO WHOLESALE GROCERS' GUILD MEETS.**

AFTER a year's existence the Ontario Grocers' Guild held its first annual meeting in Toronto on May 17. The guild exists for the purpose of remedying grievances in the trade and for social objects, and at the meeting in the Board of Trade a resolution expressing great satisfaction at the work accomplished during the year was passed.

Among those present were: George Bristol, J. F. Eby, William Logan, James Ince, Frank Sloan, J. I. Davidson, Arthur Pafford, F. W. Humphrey, Thomas Kinnear, and Hugh Blain of Toronto; H. Y. Telfer, J. M. Dillon, John Marr and John Garvey, Collingwood; A. Olive, Brantford; M. Carson, Kingston; G. Glasco, F. Osborne, P. W. Steele, James Watt, Jas. Somerville and H. C. Beckett, Hamilton; H. McLaughlin, Owen Sound; T. B. Escott and S. Sreaton, London; J. F. Smythe, Windsor. Messrs. H. N. Bate and F. J. Castle & Co., of Ottawa, were not able to be represented, and forwarded regrets.

The meeting discussed the relationship of manufacturers and brokers to the wholesale grocery trade, and appointed a committee to deal with some complaints. It was recommended that all houses represented in the guild should allow their travelers two weeks holiday in August, and a plan to withdraw all travelers from the road for at least a week during the Christmas season was also discussed. At the close of the meeting the following officers were elected: President, George E. Bristol, Toronto; vice-presidents, T. B. Escott, London, and W. G. Craig, Kingston. Mr. H. C. Beckett of Hamilton will advise the association concerning the changes in freight rates on goods. The next meeting of the guild will be held in Toronto.

**PEACH CROP IN ESSEX COUNTY.**

IN March grave fears were entertained that the peach orchards of Essex County, Ontario, had been wholly destroyed. If this fear had proved well grounded, it would have meant disaster for a most important industry in Southwestern Ontario. Some five years ago Essex peach orchards, which had just reached full bearing age, were wiped out by the freezing cold winter, accompanied by bare ground.

This year, a second plantation should give its first full crop, and if another wipeout had occurred, the result would have been more serious than can well be imagined. But fears formed in March have proved at least partially groundless. Essex orchards have not been completely destroyed, although very serious damage has been done. The state of affairs is fully described in a report received from J. L. Hilborn, the well-known fruit grower of Leamington: "So far as our own orchard is concerned, trees under three years old appear to be in good condition, as a rule, but the bearing trees are killed far worse than I had thought for, until the warm weather proved how serious the damage was. We still expect to have quite a lot of peaches, but the greater number of our bearing trees are dead. The majority of the peach trees in this part of Essex County, at least, are undoubtedly dead."

**A FLOOD OF CHEESES.**

Some prominent cheese exporters who have just returned from England had copies of some verses which aptly describe the situation abroad supplied to them.

**OH CHEESES!**

I wish they wouldn't ship 'em:  
They are coming every day;  
I'd pay a half a cent a pound,  
If they'd only stay away.

There are cheeses on the sidewalk,  
And cheeses in the door,  
Cheeses on the stairway,  
And cheeses on the floor;  
I suppose they'll keep on coming, as  
long as they well please,  
But I'm getting mighty tired of the  
blooming smell of cheese.

I really cannot sell 'em  
They are coming in too thick,  
And every time I think of cheese  
It makes me simply sick.

There are cheeses in the office,  
And cheeses on the scales;  
Cheeses in the basement,  
In boxes, sacks and bales.  
I wish that I could bribe them not to  
send in any more,  
For I can't help thinking of 'em and  
It makes me very sore.

I wish that I could use 'em  
For grindstones and for wheels,  
I know that this will make you laugh,  
But you don't know how it feels—

To have cheeses all around you,  
Think cheeses in your sleep,  
Taste cheeses when you eat your meals—  
It's enough to make you weep.

**TOURIST TRADE.**

NOW that Canada is being sought more and more by tourists the world over the material benefit to be reaped by Canadians from catering to tourist trade is becoming an increasingly attractive item.

Almost invariably tourists leave a lot of money in the country, as one proof of which one has only to instance the large number of prosperous Summer resorts in Canada whose only reason for existence is their Summer population. Perhaps the biggest share of the spoils under ordinary circumstances goes to grocers throughout the country. Such being the case, the wideawake grocer will welcome to his locality the greatest possible number of tourists for the longest possible time.

One of the most efficacious means of attracting tourists to a country is to induce its farmers and citizens to make their farms and individual establishments as attractive as possible, to perfect the roads and improve the general appearance of the country.

Talk to the farmer along this line, if persevered in, will ultimately bring money and lots of it into the grocers' pockets. Happy man is he if he can persuade his country customers of the truth of the statement that of all the branches of industry which the farmer can combine with farming, probably there is none more profitable than the keeping of Summer boarders. It is a spot cash trade with good profits and quick returns. When the ground is ready, the good seed must be sown in the way of suggestions as to the best ways and means of catering direct to the wants and tastes of tourists once they are attracted to the country.

The Grocer is in receipt of an attractive little brochure gotten out by D. R. Jack for distribution among the farmers of the Province of New Brunswick. Mr. Jack is a member of the Executive Committee of the New Brunswick Tourist Association, an organization for the promotion of tourist travel throughout the province which has for some years carried on a very successful campaign.

In his little booklet Mr. Jack gives a large number of valuable hints as to the best ways for the farmer to cater to the wants of the tourist, just the sort of suggestions the grocer should make to his customers in endeavoring to further tourist trade to their mutual advantage.

## YOKOHAMA BOARD OF TRADE.

THE following are extracts from the latest report of the Foreign Board of Trade, Yokohama, Japan:

The tea season of 1903 was notable for the high prices paid for both first and second crop leaf, but more particularly for first crop, this higher range of prices having been made possible by the removal of the duty in the United States. First arrivals of the new leaf appeared on the market a few days earlier than in the previous year, and these were eagerly bought up by speculators (or a speculator) and shipped by the first steamer with the object, apparently, of placing the shipper in the position of being the only holder of new teas on the other side during the few days' interval between deliveries of the first and second steamers; the result of this policy was that first arrivals on this market varied in price from yen 12.00 to yen 20.00 per picul over the rate of the previous season.

It was, of course, impossible for sellers to maintain these prices, but holders in the interior were undoubtedly encouraged by them to demand more for their teas than they would otherwise have been willing to accept, and when the market settled down to regular business, prices were still yen 10.00 to yen 12.00 per picul over the previous year, and were maintained at this figure practically for the whole of the first crop.

The quality of the first crop pickings was about up to the average, the market ruled very steady, and by the end of June settlements at this port were about piculs 20,000 more than at the same point of the previous season.

Arrivals of the second crop were disappointing in quality; the liquor at first drew unusually dark, but later arrivals showed an improvement in this respect. The leaf, however, was dry and had the appearance of being roughly prepared. Prices for second crop leaf ruled from yen 4.00 to yen 7.00 per picul higher than the previous season, but later on, pickings in the lower grades more nearly approximated the prices ruling in 1902.

Total settlements for the year at this port were about piculs 195,000, against piculs 180,000 for the previous year.

The favorable conditions ruling on American markets in 1902 encouraged the increase of small firing establishments in the interior, and it is estimated that about piculs 55,000 to piculs 60,000 were fired in Shizuoka Ken during this season. This business was divided between about thirty firms of varying importance, and the most of the

teas were shipped direct to America, but some found purchasers among the foreign firms of this port or were shipped under their names. In the normal course of things the season under review must have proved anything but encouraging to small native consignors, but the late enquiry consequent on the outbreak of war may have helped out those who were able to wait long enough.

## A HINT TO THE HENS.

THE United States department of agriculture has recently been working on the problem of cheapening the price of eggs in Winter, says a Vancouver exchange. The solution depends on inducing the hen to moult early and lay eggs during the Winter instead of taking a rest during the colder months. The experts in the department claim to have discovered a secret that will prove of value to chicken raisers and consumers of eggs. The idea is to force early moulting by judicious feeding, so that the new plumage of the hen will be grown before cold weather begins. The hen must have her new Winter and Spring suit before she will get down to the practical business of laying eggs.

The tests that were made in Rhode Island by the Government experts were conducted about as follows: Along in August chickens were put on a light diet. Food was withheld except in small quantities, which quickly reduced the weight of the fowls and stopped their laying. This starving process was kept up for about a fortnight and then the hens were fed liberally on mush, beef scraps, corn, wheat and oats, rations that were rich in nitrogenous matter and that promoted the growth of muscle and feathers. In thirty days after the test began the Rhode Island Reds had a complete coat of new feathers and within a week more half of them had begun to lay eggs regularly, while the hens that had not been subjected to this treatment were just beginning to moult and egg production had decreased materially. White Leghorns were a little slower in coming round with their new feathers and fresh eggs, but otherwise the results were the same.

## CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an illustrated list of rebuilt printing presses, paper cutters and miscellaneous machinery, issued by the Toronto Type Foundry

Company of Toronto, Montreal, Halifax and Winnipeg.

## WHITE SWAN PRODUCTS AT WORLD'S FAIR.

The Dominion Government Commissioners who visited Toronto recently in connection with the preparation of the Government's exhibit at the St. Louis World's Fair, selected Greig's White Swan Breakfast Food, White Swan Barley Crisps and White Swan Self-Rising Buckwheat Flour as the most representative goods of their class, and ordered quite a large lot to be sent to St. Louis to form part of the Government's exhibit of Canadian products.

## RUSSIA A SMALL SOAP USER.

Russia, according to the official census, has 558 soap factories. The consumption of soap in Russia is estimated at 1 1-3 pounds per capita annually, compared to 13 1-4 pounds in the United States. This small consumption of soap is due largely to the high price of raw materials which makes soap an expensive article, while at the same time the import duties limit the use of foreign soaps to a comparatively small amount. Vegetable fats are also subject to considerable import duty, so that Russian soaps are made almost entirely of tallow and grease. The only vegetable oil used in anything like notable quantities is coprah oil.

## THE COMING ALMOND CROP.

INFORMATION that has come to hand concerning the coming almond crop is vague and uncertain as yet. Judging by the amount of bloom borne by the trees, however, a most abundant crop might have been expected, there having been a greater amount of flowers than has been seen for many years. These early prospects were soon spoiled, for, owing to the continued drought experienced last Winter a very large proportion of the blossom and young fruit fell from the trees.

Notwithstanding this damage, the crop would still have been equal to that of last year had it not been for a great deal of unusually cold and wet weather experienced in the countries of growth during the last month. According to some reports this has caused considerable damage to the immature fruit, and it is stated that as a result the yield of the new crop will be about twenty to twenty-five per cent. less than that of last season.

# Petrolia Packing Company Limited

## Pork Packers and Lard Refiners

Curers of "Lambton Brand"

of WILTSHIRE SIDES, LONG RIBS, CUMBERLANDS, AND "PURITY BRAND" OF LARD.

### PETROLIA, CANADA

Agents for Great Britain  
R. & W. DAVIDSON  
9 Virginia St, GLASGOW; and 49 Tooley St, LONDON

# SUMMER COTTAGES

fully furnished, if required, half a mile from St. John City Railway Co.'s tracks.

Sea Bathing, comfortable and picturesque cottages, and every convenience.

No mosquitoes or black flies.

Rent from \$50 to \$150.

Write to-day for particulars.

**D. R. JACK**  
ST. JOHN, N. B.

## Quotations for Proprietary Articles.

Quotation on staple articles prepared by our own staff will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 19, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.		Per doz.
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....	\$4 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 ".....	0 80	
" 12, in 6 ".....	0 70	
" 3, in 4 ".....	0 45	
Pound tins, 3 doz. in case.....	3 00	
12-oz. tins, ".....	2 40	
5-lb. ".....	14 00	
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case.....	\$2 00	
1-lb. tins, 3 ".....	1 25	
1-lb. tins, 4 ".....	0 75	

IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2-lb.	10 40
1 doz.....	5-lb.	19 50

MAGIC BAKING POWDER.		
Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 85
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2-lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6-oz.	Per case
1 ".....	12 ".....	\$4 85
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.		
Size.	5 doz. in case.....	\$0 40
" 4 ".....		0 75
" 3 ".....		1 25
" 2 ".....		2 25

OCEAN MILLS.		
Size.	5 doz. in case.....	\$0 45
Ocean Baking Powder, 1 lb., 4 doz. ....		90
Ocean Baking Powder, 1 lb., 3 doz. ....		1 25
Ocean Borax, 1-lb. packages, 4 doz. ....		40
Ocean Cornstarch, 40 pks. in a case. ....		78

ROYAL BAKING POWDER CO.		
Size.	Per Doz.	
Royal—Dime.....	\$1 00	
" 1 lb. ....	1 60	
" 6 oz. ....	2 25	
" 1 lb. ....	2 90	
" 12 oz. ....	4 50	
" 1 lb. ....	5 75	
" 3 lb. ....	15 50	
" 5 lb. ....	25 50	
Cleveland's—Dime.....		
" 1 lb. ....	\$1 00	
" 6 oz. ....	1 50	
" 1 lb. ....	2 20	
" 1 lb. ....	2 80	
" 12 oz. ....	4 25	
" 1 lb. ....	5 50	
" 3 lb. ....	15 00	
" 5 lb. ....	25 00	

"VIENNA" BAKING POWDER.		
Size.	Per doz.	
1-lb. tins, 4 doz in box.....	\$2 25	
1-lb. tins, 4 doz in box.....	1 25	
1-lb. tins, 4 doz in box.....	75	

BEE BAKING POWDER.		
Size.	Per doz.	
1-lb. tins, cases 4 doz, per doz.....	\$2 25	

HOME BAKING POWDER, CO., MONTREAL.		
Size.	Per doz.	
2 doz. case 1 lb. ....	\$2 40	
1 " 1 lb. ....	4 75	
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER		
Size.	Per doz.	
Cases of 48-5c. tins.....	\$0 45	
" 48-10c. tins.....	0 75	
" 24-25c. tins.....	2 25	
" 48-25c. tins.....	2 25	

Blue.		
Size.	Per doz.	
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, 1 gross box.....	2 00	
Nixey's "Cervus," in squares, per lb. ....	0 16	
" in bags, per gross.....	1 25	
" in pepper boxes, according to size.....	0 02 0 10	



J. M. DOUGLAS & CO.—Laundry Blues.		
Size.	Per doz.	
"Blueol"—10-lb. boxes containing 50 pks., 4 squares each.....	per lb. 15c	
"Sapphire"—14-lb. boxes, 1-lb. pks. per lb. ....	12 1/2	
"Union"—14-lb. boxes, assorted, 1 1/2-lb. pks. per lb. ....		

Black Lead.		
Size.	Per doz.	
Reckitt's, per box.....	\$1 15	
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.		



JAMES DOME BLACK LEAD.		
Size.	Per gross	
6a size.....	\$2 40	
2a size.....	2 50	

Borax.		
Size.	Per doz.	
"Bee" brand, 5 oz., cases, 40 pks. ....	1 40	
" 10 oz., cases, 48 ".....	3 25	
" 16 oz., cases, 48 ".....	4 25	
EAGLE BORAX.		
Cases of 5-doz. 5c. packages.....	\$0 40	
" 5-doz. 10c. ....	0 85	

Brooms.		
Size.	Per doz.	
UNITED FACTORIES, LIMITED.		
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70	
" " " B, 4 ".....	4 40	
" " " C, 3 strings.....	4 10	
" " " D, 3 ".....	3 85	
" " " F, 3 ".....	3 55	
" " " G, 3 ".....	3 20	
" " " I, 3 ".....	2 85	

Cereals.		
Size.	Per doz.	
Wheat OS, 2-lb. pks., per pkg.....	0 08	
" 7-lb. cotton bags, per bag.....	0 13 1/2	
Quaker Oats, 2-lb. pks., per case.....	3 30	
Tillson's Oats, 2-lb. pks., per case.....	0 00	

Chocolates and Cocos.		
THE COWAN CO., LIMITED.		
Size.	Per doz.	
Cocoa—		
Hygienic, 1-lb. tins.....	per doz. \$6 75	
" 1-lb. tins.....	3 50	
" 1-lb. tins.....	2 00	
" fancy tins.....	0 85	
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. ....	0 50	
Perfection, 1-lb. tins, per doz.....	2 40	
Cocoa Essence, sweet, 1-lb. tins, per doz.....		





If there were made better  
Jams than  
**Southwell's**  
we would have them?

We would like to send you a price list.

**FRANK MAGOR & CO.,**

CANADIAN  
AGENTS,

403 St. Paul St., MONTREAL.

## What You Don't Know

about getting up good grocery advertisements is supplied in our book

100

**Good Grocery Ads**

FOR

**One Dollar.**

Worth more than \$1.00 to most men. Send for a copy.

**THE CANADIAN GROCER,  
TORONTO.**

Allison's Coupon Pass Book.  
\$1.00 to 3.00 books ..... 3 cents each  
5.00 books ..... 4 " "  
10.00 " ..... 5 " "  
15.00 " ..... 6 " "  
20.00 " ..... 7 " "  
25.00 " ..... 8 " "  
30.00 " ..... 12 " "

**Cane's Clothes Pins.**  
UNITED FACTORIES, LIMITED.  
Clothes pins (full count), 5 gross in case, per case ..... \$0.62  
doz. packages (12 to a case) ..... 0.75  
5 doz. packages (12 to a case) ..... 0.95

**Cleaner.**  
BRUNSWICK'S EASYBRIGHT  
4-oz. cans \$ 0.90  
6-oz. " 1.35  
10-oz. " 1.85  
Quart " 3.75  
Gallon " 10.00  
Wholesale Agents,  
The Davidson & Hay, Limited, Toronto.

**Food.**  
Per doz.  
Robinson's patent barley 1-lb. tins ..... \$1.25  
" " " 1-lb. tins ..... 2.25  
" " groats 1-lb. tins ..... 1.25  
" " " 1-lb. tins ..... 2.25

**Gelatine.**  
Per gross.  
Knox's No. 1 sparkling ..... \$15.00  
Per doz.  
" " " 6 doz., at ..... \$1.30z.  
" No. 3 acidulated, at ..... \$1.50

**Jams and Jellies.**  
SOUTHWELL'S GOODS. Per doz.  
Frank Magor & Co., Agents.  
Orange marmalade ..... \$1.50  
Clear jelly marmalade ..... 1.80  
Strawberry W. F. Jam ..... 2.00  
Raspberry " " ..... 2.00  
Apricot " " ..... 1.75  
Black currant " " ..... 1.85  
Other jams ..... \$1.55  
Red currant jelly ..... 2.75

**T. UPTON & CO.**  
Pure Fruit Jams—  
1-lb. glass jars, 2 doz. in case, per doz. \$0.95  
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0.06 1/2  
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb. 0.06  
7, 14 and 30-lb. wood pails, ..... 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

**BRAND & CO.**  
Brand's calf's foot ..... \$3.50  
Real turtle jelly ..... 7.75

**Licorice.**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper ..... \$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 ..... 2.00  
Licorice lozenges, 5-lb. glass jars ..... 1.75  
" " 20 1/2-lb. cans ..... 1.50  
" Purity " licorice 10 sticks ..... 1.45  
" " 100 sticks ..... 0.73  
Dulce large cent sticks, 100 in box ..... ..

**Lye (Concentrated).**  
GILLETT'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3.70  
3 cases ..... 3.60  
5 cases or more ..... 3.50

**Matches.**  
UNITED FACTORIES, LIMITED. Per case.  
Surelight (Parlor) ..... \$3.50  
Flashlight (Parlor) ..... 5.75  
Kodak (Sulphur) ..... 3.80

**WALKERVILLE MATCH CO.**  
Parlor— 1 case, 5 cases.  
Imperial ..... \$5.75 \$5.50  
Best ..... 3.50 3.25  
Crown ..... 1.70 1.60  
Maple Leaf ..... 1.90 1.80  
Knights ..... 4.75 4.50  
Sulphur—  
Club ..... 3.90 3.70

**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., 1-lb. tins ..... per doz. \$1.40  
" " " 1-lb. tins ..... 2.50  
" " " 1-lb. tins ..... 5.00  
Durham 4-lb. jar ..... per jar. 0.75  
" " " 1-lb. jar ..... 0.25  
F.D., 1-lb. tins ..... per doz. 0.85  
" " " 1-lb. tins ..... 1.45

**E. D. MARCEAU, Montreal.**  
"Condor," 12-lb. boxes—  
1-lb. tins ..... per lb. \$0  
" " " 1-lb. tins ..... 0.35  
" " " 1-lb. tins ..... 0.32 1/2  
4-lb. jars ..... per jar 0.35  
1-lb. jars ..... 0.35  
Old Crow, 12-lb. boxes—  
1-lb. tins ..... per lb. 0.25  
" " " 1-lb. tins ..... 0.23  
" " " 1-lb. tins ..... 0.22 1/2  
4-lb. jars ..... per jar 0.70  
1-lb. jars ..... 0.25



**Orange Meat.**  
Cases, 36 15c. packages ..... \$4.50  
5 case lots ..... 4.40  
(Freight paid.)  
Cases, 20 25c. packages ..... 4.00  
5 case lots ..... 4.00  
(Freight paid.)

**Orange Marmalade.**  
THE BEY, BLAIN CO., LIMITED.  
"Anchor" brand 1-lb. glass ..... \$1.50  
" " quart gem jars ..... 3.40

**T. UPTON & CO.**  
1-lb. glass jars, 2 doz. case ..... per doz. \$0.95  
Home-made, in 1-lb. glass jars " ..... 1.50  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0.06

**Pickles.**  
STEPHENS'.  
A. F. Tippet & Co., Agents.  
Cement stoppers (pints) ..... per doz. \$2.30  
Corked ..... 1.90

**Soda.**  
COW BRAND.  
DWIGHT'S BAKING SODA  
Case of 1-lb. containing 60 pkgs., per box, \$3.00.  
Case of 1/2-lb. (containing 120 pkgs. per box, \$3.00).  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3.00.  
Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3.00.

**EMPIRE BRAND.**  
Brunner, Mond & Co.  
Case 120 1/2-lb. pkts. (60 lb.), per case, \$2.70.  
Case 96 10-oz. pkts. (60 lb. case, \$2.80.  
"MAGIC" BRAND.

**BEE BRAND.**  
Per case.  
No. 1, cases, 60 1-lb. packages ..... \$2.75  
No. 2, " " 120 1/2-lb. " ..... 2.75  
No. 3, " " 30 1-lb. " ..... 2.75  
" " " 60 1/2-lb. " ..... 2.75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2.85  
5 cases ..... 2.75

**Soap and Soap Powders.**  
A. F. TIPPET & CO., Agents.  
Maypole soap, colors ..... per gross \$10.20  
" " black ..... 15.30  
Oriole soap ..... 10.20  
Gloriola soap ..... 13.00  
Straw hat polish ..... 10.20

**BABBITT'S.**  
Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per box. 5 boxes, freight paid and a half box free.  
Babbitt's "Best" soap, 100 bars, \$4.10 per box.  
Potash or Lye, bxs., each 2 doz., \$2 per box.  
WM. H. DUNN, AGENT.

Two Lines That Lead.

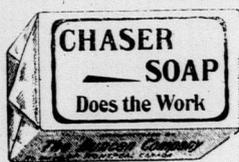
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. Hill, Evans & Co. (Worcester, Eng), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. cartor.	\$ 0 06
No. 1 " 3-lb.	0 06
Canada laundry, 6-lb. draw-lid boxes.	0 05
Silver gloss, 6-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal.	0 06 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, bbls. and kegs.	0 05 1/2
Benson's enamel, per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06 1/2
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08 1/2
"Bee" brand, cases, 4 packages.	5 00

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 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case.	0 07 1/2
6-lb. enameled tin canisters, 8 in case.	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
---------------------------------	------------

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 06 1/2

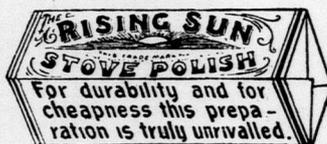
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 300-lb. bbl.	0 05 1/2
" 100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07 1/2
1-lb. fancy, 30 lb.	0 07 1/2
" large lumps, 100-lb kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Alron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.  
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Per gross.

Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



WM. H. DUNN, AGENT.



pr. dz.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	2 25
20 " " " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND.	
Per case.	
1 gal. tins, square, 6 in case	\$4 40
1 gal. tins, round, 12 in case	4 50
1 gal. tins, round, 24 in case	4 60

SALADA



Teas.

SALADA CEYLON.

Wholesale.	Retail.
Brown Label, 1's	\$0 20 \$0 25
Blue Label, 1's and 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1's	0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
1-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.

60 1-lb.	\$0 35
30 1-lb.	0 36
120 1-lb.	0 36



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's	\$0 18 1/2 \$0 25
Blue Label, 1/2's	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's	0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" III 80-lb. boxes	\$0 35
EMD AAA Japan, 40 lb "at.	0 36
AA 40	0 34
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb.	0 32 1/2
" V 80-lb.	0 30
" XXXX 80-lb. boxes	0 25
" XXX 80-lb.	0 26
" XXX 80-lb.	0 23 1/2
" XX 80-lb.	0 20
" XX 30-lb.	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	2 24

Black Teas—"Nectar" in lead packets

Green Label, 1/2's, 1/4's and 1's	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 32 1/2
" Blue, 1-lb.	0 42 1/2
" Maroon, 1-lb.	0 50
" Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1/2's, 1/4's and 1's, 60-lb. cases	retail 0 25 at 0 20
Grey Label, 1/2's, 1/4's and 1's, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1/2's and 1's, 60-lb. cases	retail 0 35 at 0 26
Blue Label, 1/2's, 1/4's and 1's, 60-lb. cases	retail 0 40 at 0 30
Red Label, 1/2's, 1/4's and 1's, 60-lb. cases	retail 0 60 at 0 34
White Label, 1/2's, 1/4's and 1's, 60-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17 1/2

LIPTON'S TEA (in packages).

1 lbs & Sold	
Color of 1/2 lbs. & 1/4 lbs. for	
Label.	per per lb. lb.
Ceylon-India, Ex. ch't A Yellow 45	47 70
" " B Red	40 43 40
" No. 1 O Pink	35 37 50
" 3 O Orange	38 40
" 3 O L. Blue	32 30
" 4 O L. Green	30

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2, 5s. and 10s.

Amber, 8s. and 3s.	\$0 80
Stag, bars, 10oz.	0 43
Bobs, 5s. and 11s.	0 44
10oz. bars, 6s.	0 44
Currency, 12 oz. bars, 12s.	0 47
6s. and 12s.	0 47
Old Fox, narrow, 12s.	0 47
Snowhite, 14oz. b's, sp'd'd	0 51
Pay Roll, 7s. and 6s.	0 52
Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 50
Condor, pure distilled.	0 25
Old Crow.	0 50
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals.	\$5 45 \$10 95
casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 5 40

Washing Powder.

FAIRBANK'S GOLD DUST

Five cases assorted—	
24 25c. packages	\$4 86
100 lb.	7 20
100 5c.	3 00
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.	
Washboards, Victor	\$1 25
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	0 95
" Pony	3 10
Diamond King (glass)	10 50
Tubs, No. 0	8 50
" 1	7 50
" 2	7 80
" 3	8 50
Falls, No. 1, 2 hoops	1 75
" "	1 50

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 00
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 25

INDEX TO ADVERTISERS.

Table listing various advertisers and their page numbers, including Accountants and Auditors, Acme Can Works, Adams, E. E., and others.

Table listing various advertisers and their page numbers, including Grain, Rolla L., Co., Crow, F. S., Cullen, Orrian Clyde, and others.

Table listing various advertisers and their page numbers, including Japan Teas, Keen, Robinson & Co., Kingston "Gleaner", and others.

Table listing various advertisers and their page numbers, including Pure Gold Mfg. Co., Quance Bros., Queen City Oil Co., and others.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors. Barber, Henry, & Co., Toronto. Bailey, Wm., Toronto. Hoskins, David, Toronto.

Ammonia. Harvey, John G., Todmorden, Ont.

Baking Powder. Chivers & Sons, Histon, Cambridge, Eng. Gillett, E. W., Co., Toronto. Greig, Robert, Co., Toronto.

Barristers, Solicitors, etc. Atwater, Ducloux & Chauvin, Montreal. Beatty, Blackstock, Fasken & Riddell, Toronto.

Baskets. Oakville Basket Co., Oakville, Ont.

Bird Seed. Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc. Browne & Wells, Toronto. Canadian Swiss Trading Co., Montreal.

Mooney Biscuit & Candy Co., Stratford. Mott & Co., John P., Halifax, N.S. National Food Co., Niagara Falls, N.Y.

Blue and Black Lead. James Dome - W. G. A. Lambe & Co., Toronto. Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc. Meakins & Sons, Montreal and Hamilton. United Factories, Toronto.

Cans and Canisters. Acme Can Works, Montreal. Dominion Canister Co., Dundas, Ont.

Canned Goods. Anglo-British Columbia Packing Co., Vancouver, B.C. Balfour & Co., Hamilton, Ont.

Cash Registers. Hallwood Cash Register Co., Toronto. National Cash Register Co., Dayton, O.

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

Cheating Gum. Row & Co., Brockville, Ont. Somerville, C. R., London, Ont.

Cigars, Tobaccos, Etc. American Tobacco Co., Montreal. Empire Tobacco Co., Montreal.

Clothes Lines. Hamilton Cotton Co., Hamilton.

Cocoa Nut. Downey, W. P., Montreal. Greig, Robt., Co., Toronto.

Cocos and Chocolates. Baker, Walter, & Co., Dorchester, Mass. Canadian Swiss Trading Co., Montreal.

Coffee Essence. Bromley's - W. G. Patrick & Co., Toronto.

Commission Merchants - Canadian. Clarke & Macdonald, Halifax, Can. Bickle, John W., & Greening, Hamilton.

Commission Merchants - Foreign. Boyd, T. L., & Co., London, Eng. Foreign Fruit & Produce Co., London, Eng.

Commission Merchants - Foreign. Fultons Limited, London, Eng. Grant, Gordon & Co., Trinidad, B.W.I.

Commission Merchants - Foreign. Hall, R. C., & Co., London, E.C. Little, George, Manchester, Eng.

Commission Merchants - Foreign. Mathie & McWilliam, Glasgow, Scotland. McDonald, Gordon & Co., London, Eng.

Hopkins, John, St. John, N.B. Lambe, W. G. A., & Co., Toronto. Millman, W. H., & Sons, Toronto, Ont.

Commission Merchants - Foreign. Musson, Geo., & Co., Toronto, Ont. Nicholson, Bain, Winnipeg.

Commission Merchants - Foreign. Nicholson, Bain & Johnston, Calgary. Patrick, W. G., & Co., Toronto.

Commission Merchants - Foreign. Price, Chambers & Co., Winnipeg Man. Rutherford, Marshall Co., Toronto.

Commission Merchants - Foreign. Ryan, Wm., Co., Toronto. Saucier, Arthur, Montreal.

Commission Merchants - Foreign. Tippet, A. P. & Co., Montreal & Toronto. Thomas, J. P., Quebec, P.Q.

Commission Merchants - Foreign. Watt, J. L., & Scott, Toronto. White & Co., Toronto.

Commission Merchants - Foreign. Wilson Commission Co., Brandon, Man.

Commission Merchants - Foreign. Boyd, T. L., & Co., London, Eng. Foreign Fruit & Produce Co., London, Eng.

Commission Merchants - Foreign. Computing Scales. Computing Scale Co. of Canada, Toronto. Wilson, C., & Son, Toronto.

CLASSIFIED LIST OF ADVERTISEMENTS (Continued)

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

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

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

**Dairy Produce and Provisions**

Boyd, T. L. & Co., London, Eng.  
Canadian Cannery Limited, Hamilton.  
Canadian Preserved Butter Co., Montreal.  
Davies, Wm., Co., Toronto, Ont.  
Dominion Packing Co., Charlottetown.  
Eby, Blain Co., Toronto.  
Fearman, F. W. Co., Hamilton.  
Griffin & Culverwell, Bristol, Eng.  
Hambidge, J. B., Aylmer, Ont.  
Harriston Pork Packing Co., Harriston, Ont.  
Jackson, J. B., Simcoe, Ont.  
Little George, Manchester, Eng.  
Marshall, Jas., Aberdeen, Scotland.  
Matthews, Geo. Co., Brantford, Hull, Peterboro.  
Maclaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Moore, J. D. Co., St. Marys, Ont.  
Petrolia Packing Co., Petrolia, Ont.  
Park, Blackwell Co., Toronto.  
Rags Bros. & Co., Liverpool, Eng.  
Rattray, D., & Sons, Montreal.  
Scott & Hogg, Peterboro, Ont.  
White & Co., Toronto.  
Whyte Packing Co., Stratford, Ont.  
Wilson, D. D., & Co., Seaforth, Ont.

**Educational.**  
Belleville Business College, Belleville.  
Canadian Coll. College, Toronto.  
St. Margaret's College, Toronto.  
Western Business College, Toronto.  
Willis Business College, Ottawa.

**Engravers.**  
Smith, Geo. J., New York.

**Financial Institutions.**  
Bradstreet Co.  
British-American Assurance Co., Toronto.  
Canadian Bank of Commerce, Toronto.  
Confederation Life, Toronto.  
Grant, Gordon & Co., Trinidad, B.W.I.  
London Guarantee and Accident Co., Toronto.  
Metropolitan Bank, Toronto.  
Western Assurance Co., Toronto.

**Fish.**  
Anglo-British Columbia Packing Co., Vancouver, B.C.  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Todd, J. H., & Son, Toronto.

**Fly Paper.**  
Thum, O. & W., Co., Grand Rapids, Mich.  
Wilson, Archdale, Hamilton, Ont.

**Fruits—Dried, Green, and Nuts.**  
Adams, E. E., Leamington, Ont.  
Davidson & Hay, Toronto.  
Dixon Bros., Hamilton, Ont.  
Fraser, J. D., Leamington, Ont.  
Gibb, W. A., & Co., Hamilton.  
Hall, R. C., & Co., London, Eng.  
Hilborn & McLachlin, Leamington, Ont.  
Husband Bros. & Co., Toronto.  
Lang, R. S., Exeter, Ont.  
McIlhargey, C., Stratford, Ont.  
McWilliam & Everist, Toronto.  
Simpson, R. & J. H., Co., Guelph.  
Tippet, A. P., & Co., Montreal.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

**Gelatine.**  
Canadian Gelatine Co., Toronto.  
Cox, G. & J.

**Grain, Flours and Cereals.**  
Brampton Milling Co., Brampton, Ont.  
Bickle, John W., & Greening, Hamilton.  
Cameron, Shipley & Co., Collingwood, Ont.  
Canada Flour Mills Co., Chatham, Ont.  
Carter, G., Son & Co., St. Marys, Ont.  
Crow, F. S., Chatham, Ont.  
Force Food Co., Buffalo, N.Y.  
Frontenac Cereal Co., Toronto.  
Greig, Robt., Toronto.  
Lake Huron & Manitoba Milling Co., Goderich, Ont.  
Mack, Wm., Cornwall, Ont.  
Mackay, John, Bowmanville, Ont.  
Marshall, James, Aberdeen, Scotland.  
Martin Bros., Mount Forest, Ont.  
McCann, Wm., & Co., Toronto.  
McFall, A. A., Bolton, Ont.  
McIntosh, P., & Son, Toronto.  
Moore, W., & Sons, Meaford, Ont.  
McKillop, John G., West Lorne, Ont.  
Napoli Macaroni Co., Toronto.  
Quance Bros., Delhi, Ont.  
Shirk & Snider, Bridgeport, Ont.  
Stringer, J. B., & Co., Chatham, Ont.  
Stuart Bros., Mitchell, Ont.  
Taylor, T. H. Co., Chatham, Ont.  
Urquhart, D., Hensall, Ont.  
Wilson, Jas., & Sons, Fergus, Ont.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Beland, B. O., Montreal.  
Capstan Mfg. Co., Toronto.  
Chaput, L., Fils & Cie., Montreal.  
Davidson & Hay, Toronto.  
Eckardt, H. P., & Co., Toronto.  
Eby, Blain Co., Toronto.  
Foley, Lock & Larson, Winnipeg, Man.  
Hudson, Hebert & Cie., Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Laporte, Martin & Cie., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Major, S. J., Ottawa.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Robertson, Geo., & Son., Kingston, Ont.  
Simpson, R. & J. H., Co., Guelph.  
Snowdon, Forbes & Co., Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Adamson, J. T., & Co., Montreal.  
Coles Mfg. Co., Philadelphia, Pa.  
Cox, Wm., Hamilton, Ont.  
Eby, Blain Co., Toronto.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Grocers' Engineering Co., London, Eng.

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

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

**Interior Store Fixtures, Trucks, Etc.**  
Auer Light Co., Montreal.  
Luxfer Prism Co., Toronto.  
Slingsby, H. C., Montreal.

**Jams, Jellies, Etc.**  
Chivers & Sons, Histon, Cambridge, Eng.  
Greig, Jas. R., Montreal.  
"Nonpareil" Jellies—Rose & Lafamme, Montreal.  
"Ozo" Co., Montreal.  
Pure Gold Mfg. Co., Toronto.  
Southwell's—Frank Magor & Co., Montreal.  
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

**Ledgers and Office Systems,**  
Briggs Ledger System Co., Toronto.  
Cram, Rolla L., Ottawa.  
Hart & Riddell, Toronto.  
Weese, G. A., & Son, Toronto.

**Lubricant.**  
Cole, G. W. Co., New York.

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

**Manufacturers of Grocers' Specialties.**  
Greig, Robert, Co., Toronto.  
Pure Gold Mfg. Co., Toronto.

**Matches.**  
Walkerville Match Co., Walkerville, Ont.

**Mince Meat.**  
Wetley, J. H., St. Catharines.

**Office Furniture.**  
Tees & Co., Montreal.

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bosser, S. F., & Co., Fort Wayne, Ind.

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter, Crume Co., Toronto.

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

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

**Pickles, Sauces, Relishes, Etc.**  
American Coffee & Spice Co., Toronto.  
Batty & Co., London, Eng.  
Bayle, Geo. A., St. Louis, Mo.  
Capstan Mfg. Co., Toronto.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Downey, W. P., Montreal.  
Eby, Blain & Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Flett's—Rose & Lafamme, Montreal.  
Horton-Cato Mfg. Co., Windsor, Ont.  
Laing's, Dr.—W. G. Patrick & Co., Toronto.  
Lea & Perrins—J. M. Douglas & Co., Montreal.  
Leggett, Francis H. & Co., New York.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
Patterson's—Rose & Lafamme, Montreal.  
Snowdon, Forbes & Co., Montreal.  
Taylor & Pringle, Owen Sound.

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

**Polishes—Shoe.**  
Alpha Chemical Co., Berlin, Ont.  
Dalley, F. E., Co., Hamilton.

**Polishes—Stove.**  
Alpha Chemical Co., Berlin, Ont.  
Morse Bros., Canton, Mass.  
Prescott's—W. H. Dunn, Montreal and Toronto.

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Foster Pottery Co., Hamilton, Ont.

**Poultry Food.**  
Greig, Robert, Co., Toronto.  
Myers Royal Spice Co., Niagara Falls, Ont.

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

**Safes.**  
Taylor, J. & J., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Patrick, W. G., & Co., Toronto.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

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

**Soap.**  
Calvert, F. C., & Co., Manchester, Eng.  
Duncan Co., Montreal.  
Metropolitan Soap Co., Toronto.

**Soap Powder.**  
Babbitt's—W. H. Dunn, Montreal and Toronto.  
Duncan Company, Montreal.

**Sodas—All Kinds.**  
Winn & Holland, Montreal.

**Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
Maiden, J. H., Montreal.  
Ocean Mills, Montreal.  
St. Lawrence Starch Co., Port Credit.

**Soda—Baking.**  
Dwight, John, & Co., Toronto.

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Metallic Roofing Co., Toronto.

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Canada Maple Exchange, Montreal.  
Canadian Sugar Refining Co., Montreal.  
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Imperial Maple Syrup—Rose & Lafamme, Montreal.  
Wallaceburg Sugar Co., Wallaceburg, Ont.

**Summer Beverages.**  
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Chivers & Sons, Histon, Cambridge, Eng.  
Downey, W. P., Montreal.  
Evans & Sons, Montreal and Toronto.  
Simson Bros. Co., Halifax.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chaput, L., Fils & Cie., Montreal.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Dutch Chemical Works, Amsterdam, Holland.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Estabrooks, T. H., St. John, N.B.  
Ewing, S. H. & A. S., Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt., Co., Toronto.  
Hudson, Hebert & Cie., Montreal.  
Japan Tea Traders' Ass'n.  
Kinnear, T., & Co., Toronto.  
Lipton, Thomas J., New York.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Pure Gold Mfg. Co., Toronto.  
Ram Lal's Tea—Jas. Turner & Co., Hamilton, and Rose & Lafamme, Montreal, agents.  
Rutherford, Jas., & Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.  
Wood, Thos., & Co., Montreal.

**Typewriters.**  
Canadian Oliver Typewriter Co., Montreal.

**Vinegars.**  
Canadian Vinegar Co., Montreal.  
Grimble & Co., London, Eng.  
Hill, Evans & Co., Worcester, Eng.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Wilson, W. H., Co., Tilsburg.

**Warehousing.**  
Cameron, Gordon & Co., Winnipeg.

**Washing Compound.**  
Alpha Chemical Co., Berlin, Ont.  
Douglas, J. M., & Co., Montreal.  
Fairbank, N. K., Co., Montreal.  
Keen's—Frank Magor & Co., Montreal.

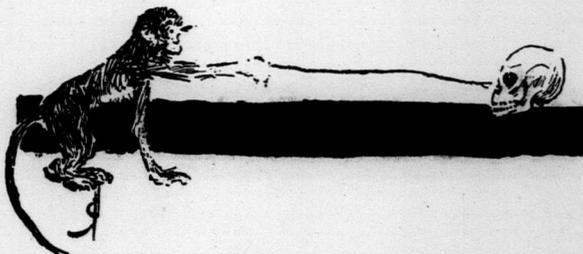
**Washing Machines.**  
Wortman & Ward Co., London, Ont.

**Woodenware.**  
Acme Can Works, Montreal.  
United Factories, Toronto.  
Woods, Walter, & Co., Hamilton.

**Wines and Liquors.**  
Amalgamated Distillers Co., London and Glasgow.  
Beland, B. O., Montreal.  
Chaput, L., Fils & Cie, Montreal.  
Hamilton, J. S., & Co., Brantford, Ont.  
Hudson, Hebert & Cie, Montreal.  
Laporte, Martin & Cie., Montreal.  
Major, S. J., Ottawa.

**Wrapping Paper, Etc.**  
Canada Paper Co., Toronto.  
Douglas & Ratcliff, Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.



# STARCH

—is one of your most important articles,  
—in fact a grocery store without Starch  
—would be like a ship without a  
—rudder. Every store in this  
—great Canada of ours knows  
—of the merits and selling  
—qualities of the

**EDWARDSBURG**  
**STARCHES**  
**BENSON'S** and  
**CORN STARCH**

For nearly **50** years these Starches have held the attention of the consumer and the dealer,—they are **TO-DAY** the recognized standards of all Starches,—they will do for you what their sale has done for thousands,—make money.

*For the Laundry:*  
*Edwardsburg Silver Gloss.*

*For the Kitchen:*  
*Benson's Corn Starch.*

**Edwardsburg Starch Co., Limited**

**ESTABLISHED 1858.**

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

# WM. CLARK OF MEATS

PACKER AND PORTER CO.

CHATELAIN  
HAMS  
TONGUES  
MONTREAL

CLARK  
CONCENTRATED  
ONSSOMM  
MONTREAL

PRIME  
JX TONGUE

ENGLISH  
BRAY

SAUSAGE  
MEAT  
W. CLARK

SLICED  
SMOKED BE  
W. CLARK

CLARK'S  
BEEF LOAF

CLARK'S  
CORNED  
BEEF

BONELESS  
PIGS FEET  
W. CLARK

CLARK  
JELLIED  
HOCKS

PORK  
& BEANS  
CHILI  
SAUCE

BOILED  
MUTTON

WILLIE BRIGHTYES MET A GROCER  
OPENING UP HIS STORE  
SAID 'BRIGHTYES' TO THE GROCER  
"I'M HERE TO GET SOME MORE"  
SAID THE GROCER TO LITTLE BRIGHTYES  
"AH! - YOU LIKE GOOD THINGS TO EAT"  
YES, SIR, INDEED," SAID WILLIE  
"I DO JUST LOVE, - CLARK'S MEAT."

## MONTREAL