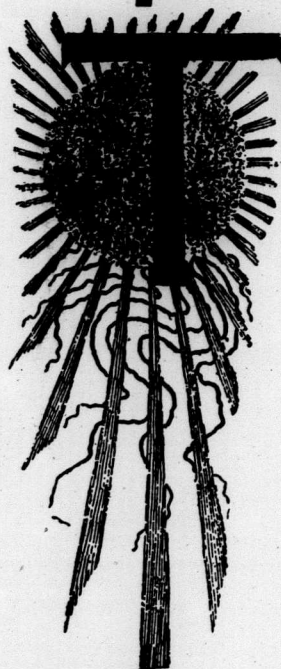


**PAGES
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THE TRUTH Of the Matter!

Quality counts, and there is no use trying to dodge the question. If you build on "Quality" you build on a rock foundation; if you build on "Price" your structure will fall with the first hard blow. It pays to be honest and true to yourself as well as to your trade. *It pays to make "Quality" your watchword.*

Let's look the matter squarely and fairly in the face and be satisfied with moderate profits—satisfied to build on the strong foundation rather than the shifting one. Stop for a moment and think of the truth of the matter—*the truth in a nutshell is "Quality."*

Wheat Marrow

is a Cereal Food whose quality has been tried, tested, trusted. Its sales have been far beyond the fondest expectations of the makers.

Quicker and more easily prepared for the table than any other. Sterilized. A mental and physical strengthener. Easy to digest—equally good for infants, children and those of weak digestion as for well folks.

Stephens' Pickles.

Crisp, sound, piquant, appetizing. Packed in absolutely pure Malt Vinegar—brewed by The Messrs. Stephens. Always the same reliable quality—tried, tested, trusted.

Packed in bottles with very showy labels. The outside of the bottle is as attractive as the inside. Quick, steady sellers. That's "the truth of the matter."

Codou's Genuine French

Macaroni, Vermicelli and Fancy Paste.

Nothing better is made anywhere. Made only from finest Russian Wheat—at a model factory.

Sold by Leading Wholesalers.

A. P. TIPPET & CO., AGENTS,
MONTREAL, TORONTO.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

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

Correspondence and trade orders solicited.

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



QUALITY FIRST
Schepp's Coconut.

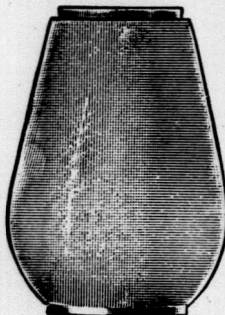
Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: **TORONTO, CAN.
NEW YORK.**

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



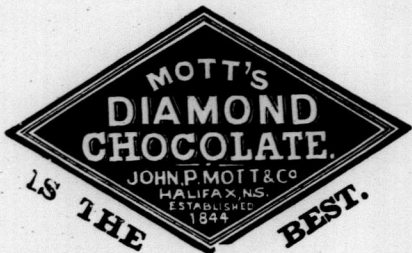
THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

TO THE RETAIL TRADE

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

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

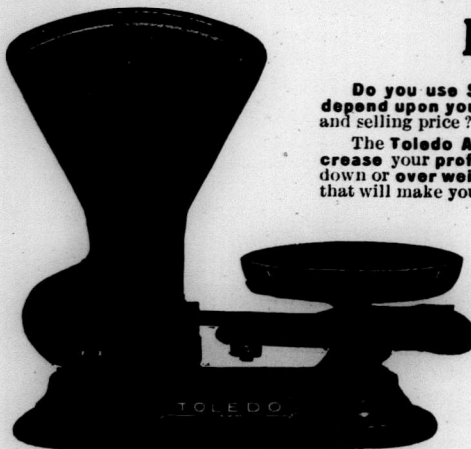
TARBOX BROS., Toronto, Canada.



For Sale Everywhere.

ASK FOR

MOTT'S.



MERCHANTS

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

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

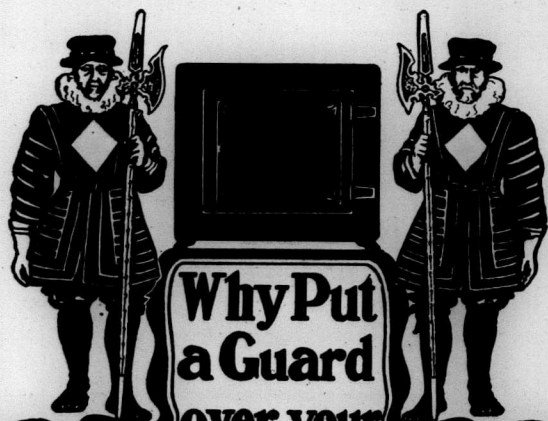
MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,

HAMILTON, ONT.

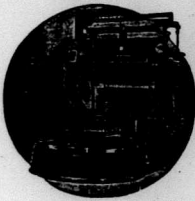
Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



**Why Put
a Guard
over your
Cash Drawer?**

AND NOT OVER YOUR BULK GOODS?

Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be tomorrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will



Save three Percent

A post card brings our 1903 catalogue. Ask Dept. M. for catalogue.

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

Would you like to sell your customers a nice, cool, refreshing drink during the warm weather?

OUR

**Lime Juice
Lime Juice Cordial
Raspberry Vinegar**

are hygienic drinks that sell especially well to people who know their quality.

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

124-128 Richmond St. West, TORONTO.



Hauling "Sovereign" Lime Juice from Plantation to Ship.

**We Control the Juice from
the Fruit to the Bottle.**

No other bottlers and refiners of Lime Juice in Canada can make such a claim. All Lime Juice bottled under our "**Sovereign**" brand is prepared under our supervision, and we can guarantee its absolute purity and strength. It costs about 50 per cent. less than

imported brands of equal quality. Ask your jobber for it. If he cannot supply you, write direct to us.

Simson Bros. Co. Limited

Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

It never pays,

to make a change
when your customers
are satisfied. This is especially
true with your **TEA** trade.

People are used to

Pure,
healthful,
unadulterated

JAPAN TEAS

All the talk about reduced
exportation is "moonshine"—

Japan's total crop last season was

 39,405,045 lbs.

and every pound was exported—that speaks for itself.

Japan Teas possess flavor, purity and invigorating ele-
ments, without deleterious stomach-ruining qualities.

BE WISE

STICK TO JAPAN TEAS.

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MO

THE
CO



THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS
is Cold Water **STARCH** **IVORINE** ASK TRAVELLERS THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

A DELICIOUS
TABLE REQUISITE

—the best product of its kind.
Tea Rose Drips is a pure cane
sugar syrup of delicious flavor,
put up into attractive sealed
cans, which prevents any loss
in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.

*Nonpareil
Jellies.*

Table Jellies of all flavors,
put up into convenient solidified
form.

Consumers want the best table
jellies. **Nonpareil Brand** are
the recognized "best." The
strongest and most natural fruit
flavors.

ROSE & LAFLAMME, Agents,
MONTREAL.

Your stability depends upon your reputation.

Your reputation depends upon the quality of your goods.

Therefore sell only

Pure CEYLON TEA

Black and Green

It will give you an unassailable reputation.

The large amount of essential oil preserved in the manufacture of CEYLON TEA makes it at once the most refreshing and invigorating tea on the market and one that gives universal satisfaction.

Therefore buy only

Pure CEYLON TEA

Black and Green

Is This Good Enough?

Men who are qualified to give an opinion and who are in a position to test and prove the accuracy of their views, have stated that

ST. LAWRENCE EXTRA GRANULATED

is the finest sugar possible to procure.

Carl Frederic Heebner, Ph. G., Phm. B., Dean of the Ontario College of Pharmacy, and the late Dr. Baker Edwards, Dominion Analyst, have both put themselves on record to this effect.

The St. Lawrence Sugar Refining Co.,
MONTREAL. Limited,



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.

Don't Stay Awake Nights

trying to think up a good, catchy ad. for the next day's paper.

Get a copy of "100 Good Ads. for a Grocery Store"—a book of advertising suggestion for grocers, recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER, and find therein suggestions for more than a year's supply of bright, effective ads.—allowing two ads. a week.

Helps you to do good advertising—get more business—make more money.

A great big dollar's worth for any grocer who ever gets his name in type.

Sent postpaid on receipt of a dollar bill, by

MacLean Publishing Company
TORONTO



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

BRITISH COLUMBIA SALMON.

Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

**Four Perfect Brands.
To Profit and Please.**

- The New Season packs are well to the front.
- To secure the best brands you must move quick.
- Up-to-date buyers are well a-head.

The British Columbia Packers' Association,
VANCOUVER, B. C.

Everybody

whether Liberal or Conservative,
white or black,
is anxious to increase his

“Bank Account”

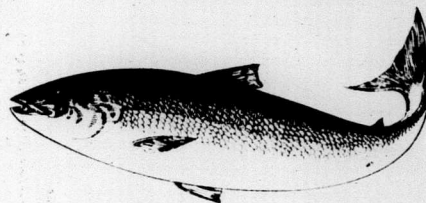
You can do it by investigating the
merits of

The “Perfection Canister”

Write us for information.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE SALMON



“Sovereign” and “Lynx”
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

IT'S A
FACT.

AURORA CEYLON JAPAN

PROVE
IT.

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

ASK OUR TRAVELLERS ABOUT IT.

ORDER A SAMPLE PACKAGE.

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

Wood's Primrose Ceylon Tea

TOO OBVIOUS FOR IMPOSITION.

There is no chance for deception with our "Primrose" Tea. The packages are unique and so characteristic that no competitor can substitute unawares another tea in its place.

We have so much confidence in the Teas that we give them a name and stand to it.

That name protects you and your customers.

We depend upon their excellence and uniformity for their present and future popularity and increasing sales.

And so can any Grocer who will send to us and let us help him introduce them.

THE CORRECT THING
FOR
ICED TEA.

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



REGISTERED.
Trade Mark.

SPECIAL VALUES...

COFFEE and SUGAR

DIRECT SHIPMENTS.

GROCCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

H. T. WILSON,
Sec.-Treas.

Telephone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.



General Agents and Wholesale Dealers
in Fancy and Staple Groceries.

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Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

It is a strange coincidence that July 22 saw the publication of the most favorable trade returns ever recorded in the history of Canada, and, at the same time, in the Commons, a spirited debate as to the evils of speculation in stocks, or stock gambling, as it is frequently and, too often, with justice, called.

It is a strange fact that the greater the general prosperity of a country the greater seems to be the temptation to wild speculation. It has been said that the general idea of "enough," is just twice as much as one has "from time to time," and, certainly, the number of men on this continent who have a certain definite amount fixed as the sum on which they are willing to retire, and, who, having attained it, do retire, is small indeed. We say "on this continent," for it is a fact, well known to close observers, that in England the opposite of this is the case. The English merchant frequently has his idea of "enough" definitely fixed; an amount not constantly changing and increasing, and when he has been fortunate enough to secure the desired sum, he betakes himself to his favorite pursuit, and thoroughly enjoys life for the remainder of his days—be they few or many.

Probably never before have there been so many people scattered all over Canada who are getting better off from day to day, and yet, certainly never before have we had so many madly anxious to become speedily rich. Given, then, the funds for first deposits, as we might describe margins, and this intense thirst for riches, we have stock speculation run mad. To no class of the community has the fever been harmless. The widely scattered area of successful Canadian enterprises is partly answerable for the wide spread character of the disease. In the Maritime Provinces the inhabitants had before them the rich coal properties of The Dominion Coal Co., and the great activity and apparent prosperity of the iron and steel industries at Sydney. Stock which sold freely at 15c. on the dollar, advanced rapidly to par, and even away beyond it. Rumors of large fortunes made in a year or two on the investment of comparatively small initial amounts, set the steady accumulators wild with desire to do likewise, as they

saw man after man among neighbors, who had never been looked upon as in their class in industrial circles, pass them in the race for gain. There could be but one result,—speculation, and speculation there was with a vengeance.

Striding with seven-league boots over 3,500 miles of Canadian territory, we find very similar conditions in The Crow's Nest Coal Co., of British Columbia. Once again the stores of nature, so long dormant and unknown, are being drawn upon by men whose enterprise has found them out, and once again the sight of fortunes grown big in a night has "got upon the nerves" of the "small" financier. In the middle land—the land of old Canada, Upper and Lower—the land where money, as yet, is most plentiful, the fact of no such great mineral deposits had no effect in stopping the craze or moderating the excitement, for, if the mines lay to the far east and the far west, "the miners," if we may thus describe the great capitalists who set these great operations afoot, found their homes in the great cities of the centre provinces. Agents with stock to sell for the various corporations, smooth-tongued as the walking vendor of books, spread far and wide the tale of wealth easily acquired, and the newspapers from day to day gave items, eagerly read along the same lines. There could be but one result. The man comfortably off, with a thousand or two of spare money, was told that he might double the same in a few days by buying on a ten point margin, and the "tip" came true just often enough to set all the intimates of the fortunate one doing likewise. So long as the stocks kept soaring, which for months upon months they did, all was well, but when the barometer began to fall, wide spread rain followed. The man who had made well from his "investment," had very naturally become an optimist, and was easily persuaded, the wish being father to the thought, that the drop was but a temporary flurry, to be succeeded by yet higher prices. He held serenely on then, till his profit had disappeared to the sound of the remorseless ticker; held on till his first margin had gone too, till his second and third had followed suit; till his home, from which years of patient toil and economy had cleared off the mortgage, was mortgaged once

more; held on till for very lack of funds he could hold on no longer, and then, perforce, let go, to find himself well advanced on the downward slope of the hill of life, and penniless. No wonder that minds became unhinged under such circumstances; that the waters have covered the troubles of some; that the bullet has sent others to find whether there be more tolerable conditions across the great divide.

* * *

Yet, to some extent at least, the rapid making of wealth is justified in a country such as Canada. We possess immense natural resources, as yet but little utilized; as yet, in fact, but little known or explored. Take, for example, the coal mines we have mentioned. While hidden away in the bowels of the earth these were no asset; discovered and worked they at once became worth millions. Nor can we fairly complain that those who have first adventured in these enterprises, which, in the initial stages, are always more or less risky, should reap a rich reward. Where they accumulate their wealth, Canada, as a whole, becomes the richer in the labor furnished to thousands of hardy miners, to hundreds of railway employes; and her revenues swell because of the increased consumption of goods by these men, on which duty, either import or excise, is paid. From these increased revenues come increased expenditures on useful public works; works not only furnishing employment to our laboring and manufacturing classes, but in their turn implementing the commerce of the country, so that the stream of prosperity flows wide and far over the land, enriching and refreshing, as does the famous Nile the lowlands of Egypt.

* * *

We would not wish to weary our readers by too great an array of figures, but we are in no fear of doing so by what we are about to quote, since they must fill every Canadian heart with honest pride, and with unbounded hope for the future.

Our fiscal year ended, of course, with June 30, since July 1 is our National birthday, and the figures given out by the Customs Department, while not final, are no doubt approximately correct. Think of little Canada, little in popula-

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.

tion if not in area, doing a foreign trade last year on the basis, of imports which actually entered into consumption and Canadian produce exported, of very nearly four hundred and fifty million dollars. When this has properly sunken into your mind, think another happy thought, to the effect that this shows an increase over the preceding year, a year that had been considered more prosperous, of nearly fifty millions of dollars. We are wont to look towards the United States as the country of great prosperity, and yet we are doing a foreign trade \$130,000,000 in excess of what that country did when its population was twenty millions, or bringing the comparison down to more recent times, we are trading with the outside world to the extent of \$81 per head, as against a per capita trade of the States of \$31 per head, in the year 1902.

It is encouraging to note that the prosperity is confined to no one or two of the main branches of Canadian industry, but that the advance is generally all along the line. In choosing a motto recently for the new commonwealth of the island continent "Advance Australia" was decided upon. It is pleasant to reflect that Canada has advanced, is advancing, and seems likely to continue to advance for some years more to come. We are not in this article engaged in an argument as to whether or not the present Government of the Old National Policy is responsible for the present splendid conditions, as good Canadians we are satisfied that they exist, and shall leave the discussion of the causes thereof to the politicians. It seems almost incredible that in seven short years our exports of domestic produce should have increased in round numbers from \$110,000,000 to \$211,500,000, and yet such the report shows to be the case. Analyzing this we find that exports of farm products have increased over last year to the tune of about \$18,000,000, and show a total increase for the past seven years from fifty million

and odd to one hundred and fourteen million and odd, and that exports of forest products have improved over last year by about four millions, and over seven years ago by nine millions. This is very large in proportion to the total exports, which this year reach \$36,386,015, and can be accounted for in part by the large development in the past few years of the pulp industry. When we realize that this great industry is still in its infancy, that countless thousands of acres have still to give up their spruce and countless water powers are still to be harnessed to grind it, that the world's consumption is constantly on the increase, and that the building of the new trans-continental road, no matter what may be its precise location, will make profitable production of this staple possible where now it is out of the question for want of transportation facilities, we can see that, not only the wheat fields of the west, but the timber fields of the older provinces will, in the next decade, see a development that will mean millions to Canadian revenues, both public and private.

Coming to the division of manufactured goods we find that here too there is satisfactory increase. Last year these totalled \$20,624,967, as against \$18,462,970 for the previous year, and as against \$9,365,384 for seven years ago.

The free list too, largely made up of raw material for manufactured goods, shows a heavy increase, amounting in 1903 to no less than \$88,000,000, or an increase of ten millions over the preceding year. Over a million tons of bituminous coal was imported in excess of the importations of seven years ago, and as this largely goes for fuel for manufacturing, it is a good evidence of the activity of this great Canadian line of industry. True, the importation of manufactured goods has also increased largely, giving a good text to Mr. Tarte and his friends for continued lectures on increased protection.

And this brings us back for a few closing words on the debate re stock gambling inaugurated by Mr. Bourassa. He, and others who supported his contentions, point to the fact that this form of speculation leads to the crusade for special aid in certain lines of industries which are not in fairness entitled to it. He takes, for example, the Dominion Iron and Steel Corporation, which according to his views was vastly over-capitalized. The speculative mania carries the price of the shares well up towards par, and then, as must invariably be the case where there is not real worth behind it, the reaction takes place; thousands are crippled, not a few ruined. Those who have been able to hold on at once clamor for increased protection, claiming that so great a Canadian industry must not, for the sake of Canada's credit, be allowed to go down. Pressure is thus brought upon the Government which it is well nigh impossible to resist, and burdens are laid upon the people at large to make up the losses of the imprudent speculator. Mr. Tarte, speaking along the same line, openly charged that Ministers of the Crown and many members of Parliament had gone recklessly into the stock business, and that, in some cases, personal holdings influenced their legislative views.

Finally Mr. Bourassa withdrew his resolution, saying that he had wished to call public attention to the extent of the evil, rather than to get legislation upon it this session, and that he hoped that by next year something might be thought out that would limit, if not eradicate, the evil.

CANADIAN POLISHES IN BRITAIN.

The F. F. Dalley Co., of Hamilton, are meeting with deserved success with their polishes in the British markets. The testimony from Sprout Bros., Glasgow, a firm who are not given to idle compliments, reproduced in the advertising pages of this week's "Grocer," is a gratifying tribute to Canadian enterprise.

THE CANADIAN GROCER

SEND US YOUR ORDERS.

They will receive our "personal care." We are the original **Quick Shippers.**

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

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

WRITE, WIRE, OR PHONE US FOR

TEAS, COFFEES, SUGARS,

or any goods you may require during travellers' holidays. We will give you special inducements for all such orders. Try us.

LUMSDEN BROS., Hamilton and Toronto.

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

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

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

BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE

NO COLORING

Our corn requires none of this.

Brooms for the home

Brooms for the church

Brooms for the warehouse

Brooms for the factory

Brooms for the mine

Each Broom examined when bunched.

Any culls discarded.

Prices low and profitable to the grocer.

JAMES TURNER & CO.,

Wholesale
Grocers,

Hamilton.


Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,
TORONTO




OUR JARS AND LABELS
ARE BEING IMITATED.

**MaLaren's
Imperial Cheese**

"Nothing Better"

**MaLaren's
Roquefort Cheese**

NEVER BECOMES
HARD OR DRY.



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

TWO HUNDRED AND FOUR CARLOADS OF FLIES.

We are informed that upon a very conservative calculation, the quantity of Wilson's Fly Pads shipped this year will kill the immense number of flies above mentioned.

At this rate, Wilson's Fly Pads will probably be responsible for the destruction of more flies than could be loaded into four hundred freight cars before the end of the present season.

PACKING GOODS FOR SOUTH AFRICA.

Mr. Yager, of The Cockshutt Plow Co., Brantford, has just returned from a two years' trip to Australia and South Africa. Speaking of the opportunities for Canadians extending business in South Africa he directed the attention of an Expositor reporter to the inclination of the people of South Africa to favor the colonies in preference to other nations. Canadian apples are greatly in demand, as also every kind of fruit. Hams and bacon would also find a ready sale, and all sorts of canned fruits sell well.

An important point Mr. Yager mentioned was the matter of shipping and packing. The negroes who handle the goods are grossly careless, and often cases are completely smashed. Mr. Yager advised that heavier packing cases be used and that they be heavily banded, so as to prevent cases from splitting.

GROCERS' WHOLESALE CO., LIMITED.

The annual meeting of The Grocers' Wholesale Co., Limited, of Hamilton, was held on Tuesday, July 21. A good representation was present. The financial statement presented to the shareholders was considered very satisfactory, business showing a very substantial increase over last year. The directors declared a seven per cent. dividend on paid up capital stock in addition to the dividend paid upon purchases in January last.

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Business Changes

ONTARIO.

J. H. HARE, of the firm of Hare, Beam & Hare, general merchants, Beamsville, has retired; W. C. Holmes has been admitted.

Julien Lalonde, general merchant, Routhier, has assigned.

D. Hunter & Co., grocers, Toronto, have sold out to C. J. Wright.

C. J. Halliday, general merchant, Chesley, has sustained a loss by fire.

McNamara & Treadway, grocers, Sudbury, have dissolved partnership.

Trevett & Wiggins, bakers and grocers, Chesley, have assigned to R. J. Lillico.

A. P. Yoe, grocer and crockery merchant, London, has sold out to N. F. Yoe.

A meeting of the creditors of the firm of Blair & Son, general merchants, Berwick, will be held on July 30.

QUEBEC.

Calixte Beaudry, general merchant, St. Nazaire, has assigned.

E. A. Rutherford, tea merchant, Granby, has been registered.

C. Fortier, grocer and liquor dealer, Montreal, has sold out.

L. H. Bissonnette, general merchant, St. Isidore, have assigned.

The assets of the general business of Victor Onract, Musleyville, are to be sold.

Grandbois & Paradis, general merchants, Gentilly, have dissolved partnership.

The assets of the grocery business of E. Labelle & Co., Montreal, have been sold.

H. Hudon & Co., general merchants, St. Angele, have sold stock at 70c. on the dollar.

Victor Boileau, grocer and liquor dealer, Montreal, has been succeeded by Nat. Latreille.

Lafontaine & Thiffault, general merchants, St. Adelphe de Champlain, have been registered.

J. Vermette, grocer, St. Romuald, has assigned; Alf. Lemieux has been appointed pro. guardian.

J. M. Laganier, general merchant, La Chevrotiere, has assigned; Lefavre & Taschereau are pro. guardians.

The assets of the general business of W. R. Crepault & Co., Kamouraska, are advertised to be sold on July 31.

NOVA SCOTIA.

Prosser Bros., general merchants, Kemptville, have been registered.

R. McGregor & Sons, grocers, New Glasgow, have dissolved partnership, dating from July 1.

THE CANADIAN GROCER

MANITOBA AND NORTHWEST TERRITORIES.

The Hazeldean Farmers' Elevator Co., Hazeldean, have been incorporated.

Henry Callin, general merchant, Manor, has sold out to Hamelin Bros. & Co.

BRITISH COLUMBIA.

Frank Spina, grocer, Ladysmith, has assigned to Mrs. Annie Ryder.

Hamon & Bisson, grocers, Rossland, have assigned to F. E. Empey.

Mary G. Vater, general merchant, Ladysmith, has gone out of business.

J. Currie, grocer, Trout Lake City, has sold out to Masterson & Griffiths.

Sorbein & Bonneau, confectioners and fruit dealers, Rossland, have been succeeded by Jerry Bonneau.

NOVA SCOTIA CROPS.

The Secretary of Agriculture for Nova Scotia reports as follows on Nova Scotia crops: Hay on upland is reported as 73 per cent. average; dyke marsh, 71 per cent; intervale, 86 per cent. He adds: "But from reliable sources of information I am of the opinion that since the returns were sent in there has been great growth made and the final result will be much better than the returns indicate. The same may be said of oats and grains reported 88 per cent., which will be fully 100." Potatoes and roots are reported 82 per cent. Apples are reported the best since 1896, when 430,000 barrels were exported. The estimate for this year is 400,000.

FRESH FRUIT FOR LONDON.

The first shipment of American fresh fruit to Europe for this season, and one of the largest single consignments ever sent across the Atlantic, was on board the liner St. Paul when she left New York for Southampton last week. The shipment consisted of nearly 10,000 boxes of pears, plums, cherries and peaches, which were rushed across at this early date to take advantage of the good prices sure to be obtained in the English market before the London season closes.

The fruit was all from California, and will make the 6,500-mile trip in record time. It travelled across the continent in a special refrigerator train eight cars of which were entirely occupied by the consignment. The fruit was reiced only once in its transcontinental journey at Chicago.

When the train reached Jersey City and the cars were transferred to floats and towed alongside the St. Paul at Pier 15, North River, the fruit, which was packed in square boxes, just as it is delivered at the markets in New York, was trans-

ferred to the refrigeration chambers on the ship. It will not be disturbed again until it reaches Southampton, when it will be transferred to a special train and carried to London. The whole journey will have occupied little more than two weeks.

In addition to the California fruit, the St. Paul also carried 100 barrels of New York State apples from the Hudson valley. This is the first transatlantic shipment of apples grown this season.

The above consignment was forwarded by Geo. R. Meeker, fruit exporter, New York.



"UPTON'S"
JAM
THE JAM
THAT IS JAM.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Cheese Situation.

THE following table showing the fluctuations of the cheese market in Canada cannot fail to be of interest to all dealers. We are indebted to Mr. I. S. Wotherspoon, of the Montreal Board of Trade for its compilation. The statistical position of the Canadian cheese market is always of interest to manufacturers, cheese boards and produce dealers, and the appended chart will undoubtedly be appreciated. It is clearly evident from a glance that the tendency of the market during the current year, with the exception of slight advances in February and a rebound in April, has been steadily downward, and from present indications, bottom does not seem to have been reached. It will also be noticed that prices are practically the same as last year at this period. The

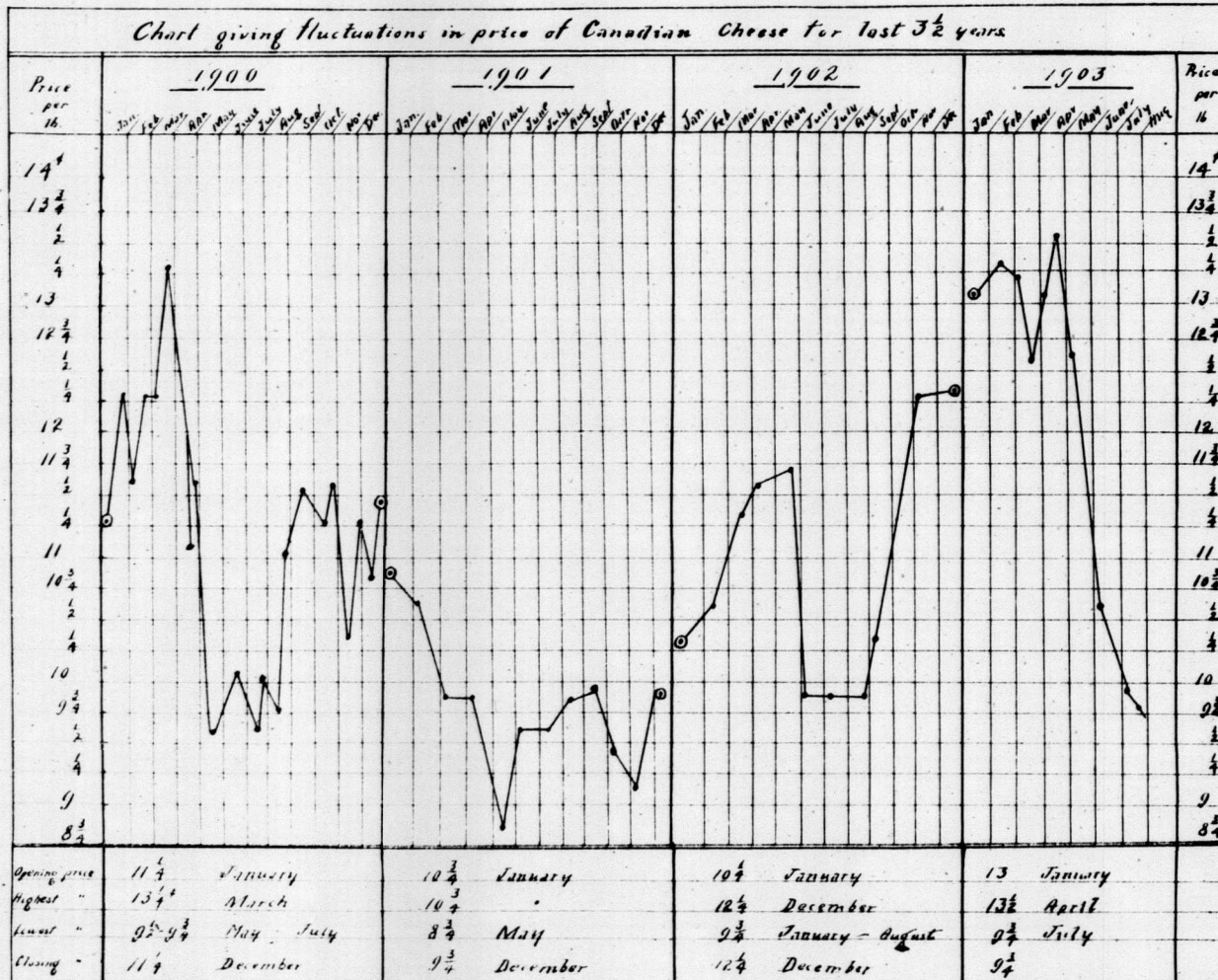
opening price in January, 1903, was the highest seen for years, and it was but natural to expect a decline,—though the drop from May to June was somewhat sharper than during similar period last year.

A Wonderful Egg Preservative.

THE preservation of eggs has always been a vital question for the produce trade, and many experiments have been tried, some with more successful results than others; but, if the invention of the eminent French chemist, M. Louis Parisot, is all that is claimed for it by its discoverer, the long-looked for result has at last been obtained. We await with pleasurable anticipation a practical demonstration in our own market. Mr. Parisot claims he has discovered a liquid which, he says, will keep

eggs quite fresh for a period of 12 years. If he can do it for one year he has fortune enough. Early last year he placed a large number of new laid eggs in this liquid, and he took the precaution to get a magistrate to witness the proceeding and to affix to the tank his official seal. At the expiration of 12 months the magistrate witnessed the opening of the tank, and the eggs were found in excellent condition. Four, which were selected haphazard from the tank, were at once boiled for eating, and were found to be in first-rate condition and of excellent flavor. Later on the inventor had another triumph. Some eggs which had been in the liquid for four months were successfully hatched, eight out of twelve which were placed under the hen proving fertile. M. Parisot states that he can preserve a thousand eggs with his preparation for the sum of 7½d.

Chart giving fluctuations in price of Canadian Cheese for last 3½ years



DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada

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

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

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

SEND FOR PRICE LISTS.

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

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

SHOULDERS

Some of our customers have never bought these, others have done so for years. They are sugar cured, just the same as Hams, and at much lower price. At this time of the year they fill the want for a good line of Smoked Meat at a low price. Let us send you a sample order.

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

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

REFRIGERATORS.



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

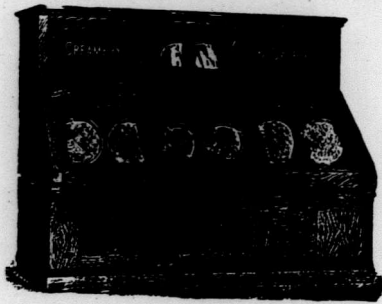
Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.



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

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St.

Montreal, Can.

Write for Illustrated Catalogue.



T=I=M=E

Time is money. Time checks save money. Get the best. We make all kinds of checks—bread, milk and trade checks. Everything in stamped metal checks and badges.

HAMILTON STAMP AND STENCIL WORKS
HAMILTON, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Hogs Scarce in Maritime Provinces.

SPEAKING of the business of packing hogs on a large scale, J. Fred Fraser, of Davis & Fraser, said to The Maritime Merchant: "There is no room for a very big concern in Halifax as it is impossible to get the necessary supply of hogs. The business is available all right, but the packers' raw material is lacking. Notwithstanding all that has been said and done to induce our farmers to go more largely into hog raising, I believe that instead of there being an increase of hogs the tendency is rather the other way. We intend to start a branch establishment on P. E. Island this season in order to be near our hog supply. We get the bulk of our hogs on the island, but even there very little increase is to be noted in the number of hogs available. At the present time live hogs are worth about \$5.75 per cwt., or, for packing purposes, about 7c. per lb. dressed. This has been a very good year for the farmer owing to the high prices, of which he got rather more benefit than the packer. Personally we have had a very good trade. There has been a steady demand for our output, which shows that people appreciate our goods."

The Small Danish Bacon Factories.

DENMARK is the home of the co-operative hog industry. M. P. Blom, chairman of the Association of Danish Co-operative Bacon Curers, states that the first Danish factory on this plan was started in 1887 at Horseno. There are now 27 of them. He attributes the success of this kind of plant in Denmark to the following causes: (1) The widespread practical education of the Danish farmer supported by the valuable lessons in trade combination which had been taught him in the development of the dairying industry. (2) The thoroughly systematic manner in which a national scheme for the improvement of the quality of the pigs of the country has been undertaken and maintained. (3) The rapidity with which the farmers of the country adapted their system of farming to the requirements of the bacon factories so as to secure uniformity in the size and quality of the swine. (4) The public spirit exhibited in all cases by the banking institutions of the country in financing the people's factories, and the co-operation in many instances of the municipal bodies in corporate towns, and of associations of merchants and traders to provide the capital necessary to erect and equip these factories. (5) The whole-hearted manner in which the Government assisted the industry by providing the constant advice of experts, by assisting the prosecution of inquiries in foreign countries, and by advancing subsidies to

steamship owners to ensure more regular and frequent transition of the produce to the English markets.

The average cost of a co-operative bacon factory killing and treating the products of 500 hogs per week is about \$60,000. This includes buildings, machinery, smoke house and complete refrigerator and pickling installation. Many of the Danish plants handle fewer than 10,000 hogs each per year. The main thing is to have the hogs come in fairly regular succession so as not to crowd at one time and be idle at another. There are 64,000 co-operators forming those small bacon factories. They turn out \$12,500,000 worth of products per annum.

Britain Excludes American Swine.

A new order has been issued by the British Board of Agriculture regulating the landing of animals from foreign countries, and to take effect on August 1. Canada is not affected, but the shipment of live swine from the United States is now prohibited.

Blow at Canadian Butter.

The butter bill, which is now passing through the British House of Commons, shows a preference to Ireland over the colonies. According to the provisions of the bill, all butters, including colonial butters, which contain over 16 per cent. water, will be penalized. Irish butter will, however, be allowed to contain 20 per cent. water, which gives the Irish dairy industry a decided advantage over that of Canada.

This preference which has been squeezed out of the Government by the Irish party, militates against Canadian butter. Ireland is hostile both to Canada's dairy and cattle trade.

Ruling re Cattle for Yukon.

The Agricultural Department have discontinued the inspection of Canadian cattle consigned from Canadian ports for the Klondike. It had been pointed out that though passing in bond through American territory they were simply in fact being sent from one Canadian port to another. After consultation with the Washington authorities the above ruling was made.

Canadian Produce in London.

A despatch from London under date of July 27 says: The demand for Canadian butter continues to advance, and advancing markets are anticipated for the next three months. The choicest salt butter is quoted at 92 and 94s. per cwt.

The demand for Canadian cheese is slow, attributed to the large amount of fodder cheese exported and sent out too green or in an uncured condition.

The tea situation will right itself. Once the people try the Red Label brand of

Blue Ribbon Ceylon Tea

they pay their forty cents a pound every time. 'Tis the quality tea of Canada.



MAGIC

TRADE  MARK

SODA

OR
SALERATUS
IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

London Prices Current.

Prices Current of Irish and Foreign Provisions, issued by Thomas Nesbitt & Co., London, Eng., on July 13, thus describes conditions:

Weather fine and warm after great heat. Business rules dull.

Butter.—Trade still very slow. Bacon.—Market is improving for all descriptions in fresh condition.

Hams.—Irish, slow; Canadian and American in better request.

Lard: Bladders, pails, etc., meet with a very poor demand.

Eggs.—Best wanted at full rates; other kinds in less request.

Cheese.—Sells but slowly at reduced values.

Half Year's Meat Bill.

John Bull's bill for the first six months of the year for imported cattle, etc., and meat, is as follows:

	1903.	1902.
Cattle, number.....	235,260	197,861
Sheep, number.....	176,209	160,099
Beef, cwt.....	1,978,653	1,937,472
Mutton, cwt.....	2,201,099	1,940,838
Pork, cwt.....	336,312	356,178

The monetary value of the foregoing imports is approximately £13,717,000. Of this colonial exports represent £4,177,600, and foreign countries £9,540,400.

THE PROVISION MARKETS.

TORONTO.

No change has been noted in cured meats or lard since last week. The demand for cured meats continues good and at the reduced quotations for lard the demand has brightened up. We quote:

Long clear bacon, per lb.....	8 10	80 10
Smoked breakfast bacon, per lb.....	0 14	0 15
Roll bacon, per lb.....	0 11	0 12
Medium hams, per lb.....	0 13	0 13 1/2
Large hams, per lb.....	0 12	0 12 1/2
Shoulder hams, per lb.....	0 10	0 11
Backs, per lb.....	0 14	0 15
Heavy mess pork, per bbl.....	21 00	21 25
Short cut, per bbl.....	22 00	22 50
Shoulder mess pork, per bbl.....	18 00	19 00
Lard, tierces, per lb.....	0 09	0 09 1/2
" tubs.....	0 09	0 10
" pails.....	0 10	0 10 1/2
" compounds, per lb.....	0 08	0 09 1/2
Dressed hogs, light weights, per 100 lb.....	7 50	7 75
" heavy.....	7 25	7 50
Plate beef, per 200 lb. bbl.....	12 50	12 50
Beef, hind quarters.....	7 00	9 00
" front quarters.....	5 00	6 00
" choice carcasses.....	6 00	7 25
" medium.....	5 50	6 50
" common.....	5 00	5 50
Mutton.....	7 00	9 00
Lamb.....	9 00	11 50
Veal.....	8 00	9 50

MONTREAL.

The price of barrel pork is somewhat lower than that of a week ago, and the feeling generally in the market is easy. Pure lard is also lower. There has been a fairly good demand for smoked meats, but no quotable changes are reported. We quote:

Heavy Canadian short cut mess pork.....	820 50	821 00
Light Canadian short cut clear pork.....	20 00	20 50
Canadian short cut back pork.....	19 50	20 00
American short cut clear pork.....	22 00	24 00
American fat back pork.....	24 00	25 00
Hams, per lb.....	0 13	0 11
Bacon, per lb.....	0 14	0 15
Extra plate beef, per bbl.....	14 50	15 00
Pure Canadian lard, in tubs, per lb.....	0 10	0 10 1/2
" " " pails, per lb.....	0 09	0 10
" " " cases, per lb.....	0 10	0 11 1/2
Fairbank's "Boar's Head" lard compound, 8c. tierce basis, with extras as follows:		
50-lb. tubs, over tierce.....	0 00	0 01
20-lb. wood pails, ".....	0 00	0 01
10-lb. tins, ".....	0 00	0 01
5-lb. tins, ".....	0 00	0 01
3-lb. tins, ".....	0 00	0 01

American can meats:	
1-lb. corn beef.....	1 60
2-lb. ".....	3 00
1-lb. lunch tongue.....	3 90
2-lb. ".....	10
2-lb. Ox-tongue.....	8 10
2-lb. ".....	10 40
3-lb. ".....	13 00

ST. JOHN, N.B.

Pork seems rather firm in price, and there is slightly improved demand, particularly for the better grades. Beef is unchanged in price; there is a very light sale. Lard is easy; in pure, quite a full stock is held; the sale has been very dull; refined lard is also easier, price going off a quarter this week. In fresh meats there is little sale except for lamb, which holds quite firm in price. Domestic beef is rather easier, but finds a rather slow sale; Western is unchanged. Veal remains unchanged in price, the sale is light. Mutton is very dull. Pork holds at quite full prices, but there is very little doing. We quote:

Mess pork, per bbl.....	821 00	822 00
Clear pork.....	19 00	22 00
Plate beef.....	13 50	15 00
Mess beef.....	12 00	13 00
Domestic beef, per lb.....	0 06	0 07
Western beef.....	0 08	0 09
Mutton.....	0 05	0 06
Veal.....	0 07	0 09
Lamb.....	0 09	0 10
Pork.....	0 07	0 08
Hams.....	0 14	0 15
Short rolls.....	0 12	0 13
Lard, pure, tubs.....	0 10	0 11
" " pails.....	0 11	0 11 1/2
" compound, tubs, per lb.....	0 09	0 09 1/2
" " pails.....	0 10	0 09 1/2
Fairbank's refined, tubs, per lb.....	0 09 1/2	0 09 1/2
" " pails.....	0 09 1/2	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—There have been very ample supplies of butter received this last week and the feeling is still easier than at last writing, although no change in quotations has been noted. The quality marketed is satisfactory and domestic demand is fair, but no improvement in export has occurred as yet. We quote:

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

CHEESE.—Prices have again eased off this last week and quotations are 1/4c. lower, and dealers report prices still too high here to show any profit for export on recent cables. The downward tendency which has marked the cheese market is graphically illustrated in the cut on a previous page. We quote:

Cheese, large, new.....	Per lb.	0 09 1/2	0 10
" twins, new.....	0 10	0 10 1/2	

MONTREAL.

BUTTER.—Conditions of the butter market, more especially in regard to creamery, have shown little more life this week, but, as usual, the country markets advanced more rapidly than the quotations received from England would warrant, and, as a result, the little demand which occurred, has already been checked. There has been no demand for dairy butter, practically not a package being sold this season to date within 1c. per lb. of the cost, which makes the market unsatisfactory. The prices on the local jobbing market are as follows:

Finest Eastern Township creamery.....	0 19	0 19 1/2
" Western.....	0 17 1/2	0 18
" dairy.....	0 14 1/2	0 15

The majority of the country boards during the past week have ranged from 18 1/4 to 18 3/4c.

CHEESE.—The depressed feeling in England is now having its effect upon the market. It has been expected for some time past, but owing to the shortage on the other side, it has been a little longer in coming. At the wharf Monday, sales of which practically represent the largest boards in Quebec district, cheese sold at 8 3/4c., Ontario boards ruling from 9 to 9 1/2c. The exporters state that it was practically impossible to secure business at even cost last week. The jobbing price is 10 to 10 1/2c.

ST. JOHN, N.B.

BUTTER.—The price of best stock shows little change, prices keeping quite high; but when it comes to common grades, prices are low, and stock moves off but slowly. Butter-makers lose much money by not having quality right.

EGGS.—There is a good steady sale at even prices. Market is rather firmer. Quite a few Prince Edward Island eggs are now offered; the quality is good.

CHEESE.—Market has gone off rather more freely than was expected. Prices are still quite high. For local business large cheese will not sell. We quote:

Butter, creamery prints, per lb.....	0 22	0 24
" creamery solids (fresh made), per lb.....	0 20	0 22
" prints.....	0 18	0 20
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 16	0 18
Eggs, new laid, per doz.....	0 16	0 18
case stock, per doz.....	0 14	0 15
Cheese, per lb.....	0 10	0 11

LONDON CHEESE MARKET.

Saturday afternoon 12 factories boarded at the London cheese market. The offerings were as follows:

	Boxes.
Avonbank.....	112
Blanshard and Nissouri.....	240
Ballymore.....	110
Dunbooyne.....	200
Utoxeter and Galabank.....	160
Belmont and Westminster.....	500
Kintore.....	200
Firby.....	170
Mapleton.....	200
Gladstone.....	250
Malahide.....	150
Proof Line.....	180
Total.....	2,472

The bids were 9 1/16, 9 1/8, 9 3/16 and 9 1/4c. Dunbooyne, Belmont and Westminster, Firby, Mapleton, Malahide and Proof Line all sold at 9 1/4c.

Provision Notes.

D. McIntyre paid \$5.50 per cwt. for live hogs at the London market on Monday last. He also shipped a load of cattle and a car of sheep to Toronto this week.

A PROSPEROUS FIRM.

John Dickie & Co., general merchants, of Pickering, are showing the marks of prosperity. Growing business has necessitated the enlargement of their premises. This was accompanied by extensive improvements, and now the firm can proudly point to one of the finest and best equipped country stores to be found. The firm also intend to instal an acetylene gas plant in the immediate future. Mr. Dickie reports the crops good in his district and business prospects very promising.

"BEST TEA I EVER HANDLED"

Lindsay, Ont., July 22nd, '03.

T. H. ESTABROOKS, ESQ.,
St. John, N. B.

Dear Sir:—

Enclosed you will please find order for \$25, invoice May 27th. Will kindly ship me *at once*, 1 Chest Japan Blend "A," same as last. The best tea I ever handled, and gives great satisfaction.

Please credit Mr. Norris with this order.

Yours truly,

P.S.—Am almost out, so please ship at once.

This is the tea that I referred to in an advertisement recently. I am receiving reports like this from the majority of merchants who handle it.

Japan Blend and Red Rose Tea are two teas that will help increase any merchant's tea business.

Inquiry by Postal Card will give you full particulars.

T. H. Estabrooks

Tea Importer and Blender

BRANCHES:

Toronto and Winnipeg.

St. John, N.B.

FOR TWO WEEKS

August 1st to August 15th

All our travellers will enjoy a well-earned vacation. They deserve it. Some of them will probably travel still in search of recreation---others will stay at home and have a better time smoking a "T D" on the kitchen stoop. We don't care, provided they all enjoy themselves.

During this vacation we propose to look after your requirements ourselves, and invite you to

**WRITE,
WIRE OR
'PHONE**

'PHONES:

Main 399
" 1399
" 1505

At **our** expense.

Your order will have **prompt** shipment and every market advantage that we can give it. All orders received will be credited to the sales of our representative on your territory.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO.

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NEXT WEEK— AND THE WEEK FOLLOWING

OUR TRAVELLERS WILL BE ON THEIR HOLIDAYS. DO NOT TAKE ANY CHANCES OF LOSING BUSINESS BY LETTING YOUR STOCKS RUN LOW, BUT

WRITE, WIRE OR 'PHONE US

AT OUR EXPENSE, FOR YOUR REQUIREMENTS. PROMPT SHIPMENT GUARANTEED.

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

EUROPEAN TRADE FOR CANADA.

Editor CANADIAN GROCER:

Sir,—Will you permit me to use the columns of your valuable paper to call attention to a number of lines in which I believe an excellent opportunity is offered for the extension of our trade with Germany, Belgium and Holland.

At the present time there appears to be a good opening for trade in fresh, dried and evaporated apples in Germany, where the latter pay a duty of \$1.25 per 110 pounds and the former enter duty free. It is true that an act has been passed imposing a duty on fresh fruit from Canada, but it has not been brought into force, and will only become operative by Imperial proclamation. Large quantities of evaporated apples from the United States are sold annually in Germany, and as the quality of the Canadian goods is admitted to be better, there is no reason why we should not be able to compete with the Americans.

In Holland only fancy evaporated apples are wanted. The duty is five per cent. ad valorem for both fresh and dried fruits.

Belgium will take considerable quantities of both dried and fresh fruits, particularly Spy, Baldwin and Greening ap-

ples in boxes. Fresh apples are free of duty, but 10 per cent. ad valorem is collected on dried and evaporated goods. Canadian cheddar cheese, if mild, will sell even in competition with the best Holland. It would bring about 20 cents per pound retail, leaving an ample margin for profit after paying freight and commission, and the duty, which is slightly over one cent per pound. It is particularly to be noted that only a mild cheese is wanted. Belgium takes annually 23,000,000 to 32,000,000 pounds of Dutch cheese, 6,500,000 pounds of Swiss Gruyere, and 2,100,000 pounds of fine cheese from France. Practically none is made in Belgium. Tinned meats, game, poultry, and tinned tomatoes are also in demand.

If Canadians are to secure a share of this trade they will have to get out and "hustle" for business. The merchants as well as the consumers of Belgium and Germany are very conservative in their tastes and methods;—a statement that we often hear but do not fully appreciate. Americans and Canadians will buy and test a new article simply because it is new, but with the European consumers the opposite is the case. The merchants over there have their trade established and are content. Why should they

change? We must show them that it would be to their advantage to do so. In this connection I desire to emphasize particularly the advisability of Canadian shippers sending over liberal samples of their food products for distribution. They will find it profitable to do so, and to quote prices freely. At first goods would have to be shipped on commission, but when a footing is gained, business can be done on a cash basis. It is, of course, necessary above all things that goods shipped shall be carefully packed and true to sample, as this is the only way to gain and hold the confidence of the merchants.

It may be mentioned that the Canadian agent in Belgium, Mr. D. Treau de Coeli, 75 Marche St. Jacques, Antwerp, will be glad to answer inquiries and to give all the assistance in his power to enable Canadian shippers to make satisfactory connections in that country. If liberally supplied with samples, he will see that these are properly stored and distributed to the best advantage, as occasion offers. Among the firms who may be consulted and who will handle consignments on a reasonable commission, might be mentioned Alfred B. Stefens, Hamburg, S. Luisenhof, Germany, and J. Tas. Ezn, and The North Atlantic Trading Co., both of Amsterdam, Holland.

W. A. MACKINNON,
Chief, Fruit Division, Department of
Agriculture.

Ottawa, July 23.

Travellers' Holidays

Write
'Phone
or
Wire

at our expense orders for prompt attention during Travellers' Holidays, August 3rd to 15th.

WARREN BROS. & CO., - - TORONTO

Windsor Salt.

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

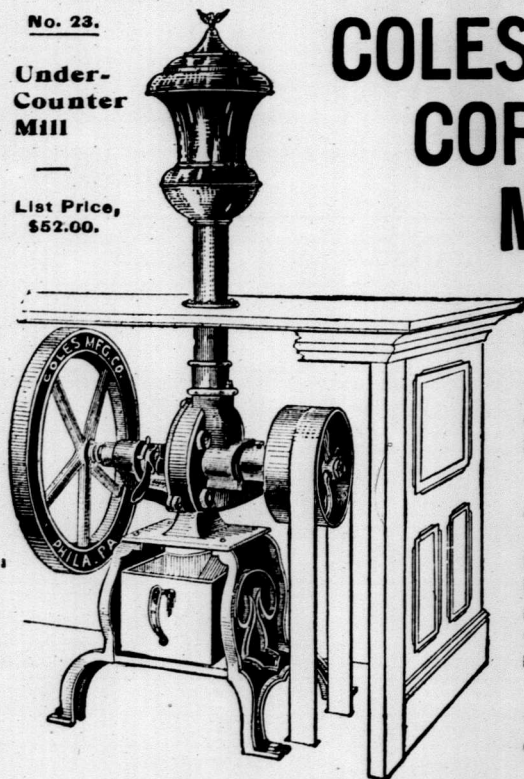
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



The following letter speaks for itself:

ESTABLISHED 1871

Memo from

SPROAT BROTHERS

185 Eglinton Street,

Glasgow, Scot., 9th July, 1903.

MESSRS. THE F. F. DALLEY CO., LIMITED,
Hamilton, Canada.

Gentlemen:—

We have handled the best of American and British Polishes, but, in our experience the "2 in 1" Shoe Polish which you make is absolutely the most perfect and undoubtedly is entitled to what you claim it to be, viz., **The World's Best Shoe Polish**, at every point of the compass.

We are,

Very truly yours,

SPROAT BROS.



P.S.—Waiting delivery of the other 10 gross on order.



THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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

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OPENINGS FOR CANADIAN EXPORTS.

THE opportunities for development in the Canadian export trade are only beginning to be realized. The marvellous development this trade has seen during the last decade has created a momentum which must be maintained and increased by unceasing vigilance.

Our export trade so far has been confined largely to the Empire and to the United States, but there is no reason why the circle of our commercial operations should not enlarge until our trade, like that of the Mother Country, becomes world-wide.

A field to be entered is pointed out by the Department of Agriculture at Ottawa in a recent bulletin, which appears in this number of THE GROCER.

Germany, Belgium and Holland afford, it appears, an excellent market for fresh and dried fruits, while Belgium absorbs large quantities of imported cheese, as well as tinned meats, game, poultry and tinned tomatoes.

To secure this market, says the bulletin, Canadians will have "to get out and

EDITORIAL

hustle," and it is unfortunately necessary to add, "goods shipped must be carefully packed and true to sample."

It is to be hoped that Canadian exporters will follow up the information supplied by the Department and make an effort to secure a foothold on the markets of Germany and the Netherlands.

It is true that Great Britain affords, as a general rule, the best market for our exported products, but business men cannot be blind to the advantage of having a choice of markets.

A forcible instance to the point is the present condition of the cheese market. Since January cheese has fallen from 13 to 9 3/4 c., while the end does not yet appear. Great Britain is practically our sole market for cheese, and was not able to absorb our output at the quotation ruling in the early months of the year. Belgium imports, according to the information supplied in the bulletin, over 64,000,000 lb. of cheese annually. Had we the Belgian market as an alternative, it is safe to say that there would have been no such serious decline as has been witnessed this year.

Let us never lose hold of the British market, but at the same time let us lose no opportunity of increasing the number and diversity of our customers.

THE MONTREAL MAYORALTY.

THE GROCER is glad to learn that Ald. Laporte, of the wholesale grocery firm of Laporte, Martin & Cie, Montreal, has announced his intention of being a candidate for the mayoralty of Montreal at the elections in February next.

For some years Ald. Laporte has been the leader of the City Council, and as chairman of the Finance Committee has displayed a business man's grasp of affairs and proved himself a thoroughly capable and reliable man.

The movement for municipal reform which, of late, has been agitating business men in our large centres of population, and which, but recently, formed the subject of discussion at a dinner following the annual meeting of the Toronto branch of the Manufacturers' Association, finds a firm advocate in Ald. Laporte.

The Canadian Grocer

Secure in the confidence of the business classes and popular with the English-speaking portion of the city, Ald. Laporte should make a strong candidate for the chief magistracy of the metropolis.

USE GOOD BUTTER PAPER.

ONE instance of unwise economy was brought to notice last week by seeing five men in a commission house removing battered tissue paper wrappings from a consignment of butter prints. The paper was of an inferior quality, had gone to pieces and given a most dilapidated appearance to the prints.

A really good paper would have remained intact and could have been removed if necessary without difficulty. But instead, the appearance of the prints was so marred that the consignment fell all of 2c. per lb. below what it would have brought had it been neatly marketed, to say nothing of the extra labor involved in changing the wrappings. The difference in the price between good and poor paper is so small that it is the most unwise economy not to use the best.

THE SUGAR MARKET.

THE break in Canadian refined sugar Wednesday afternoon in sympathy with the decline in raws at New York, was a rather surprising feature in this week's market. The recent rise of 10c. in the hundred had not seriously affected the demand, and in Montreal the demand seems to have strengthened with the higher quotation. The return to the earlier prices on the part of Canadian refiners was all the more surprising in that American refiners had not, up to that time, responded to the decline in raws by any corresponding reduction. In this case Canada has proved more sensitive to the New York market than the Americans themselves.

The original break was attributed to the pressure on the part of sellers in the absence of buyers, 40,000 bags of raws selling at a reduction of 1-32c. From the latest advices it is probable that quotations will be maintained, at least for the present, particularly so as up to the break the raw market was quite firm.

CAUSES OF FAILURES IN THE PORK-PACKING TRADE.

THE number of failures which have recently occurred in the pork-packing business has been sufficiently serious to invite a careful consideration of the conditions which prevail in this important industry.

The reason usually given for the failure has been, "the high price of hogs," "competition," or other such explanation failing no less signally to explain.

In conversation with a representative of THE GROCER the other day, the manager of one of Canada's largest and most successful packing houses ascribed the large number of recent failures to the inexperience and limited capital of the firms concerned.

The business of pork packing for export is largely a speculative one. The bacon which is marketed to-day in London or Liverpool was bought and slaughtered six weeks ago. What is bought and killed to-day will be sold on the same market six weeks hence. Profit or loss depends upon the skill with which that future market is gauged.

The determining factors in the market are many and intricate. On the side across the Atlantic the weather plays an important part. A week of storm and rain will keep people from the shops, and stocks will accumulate. With accumulation of supplies there develops a nervous feeling in the market, which, on the slightest provocation, may be precipitated into a panic before which the profits of a season are swallowed up.

Then the output of the British producer must be reckoned with. A strong market and favorable season may result in greatly increased supplies, tending again towards accumulation and weakness.

There is no warrant, moreover, that low prices for hogs in Canada will be coincident with low values for bacon in England. The price here is largely determined by the supply, which depends on such uncertain conditions as the season, the amount of coarse grain at the disposal of

the farmers, and the relative values of that grain for feeding and marketing purposes.

Uncommon business acumen and careful study of the course of the market from day to day and from month to month over a considerable period alone can enable one to gauge successfully this fluctuating market.

Despite these patent facts, the success which has followed a number of our Canadian houses in building up an export bacon trade during the last decade has been a standing invitation to the inexperienced to try their fortune. Companies have been promoted by men who have invested little capital themselves, or egged on by English firms who were seeking an agency for Canadian produce. The capital at the command of these companies has been inadequate from the first, and with an inexperienced management they entered on operations which rendered them liable to heavy loss. A half dozen comparatively small companies seeking supplies from the field already covered by the old companies induced an irritable market at home and made still more difficult the task of meeting the conditions of the British market.

Failure under such conditions is not to be wondered at, and should in no way reflect upon the soundness of the Canadian export bacon trade as a whole or the greatness of its future.

TRAVELLERS ON PLEASURE BENT.

TOMORROW begins the vacation of the Ontario grocery travellers. Sample cases and order books will be thrown aside and the boys will be turned loose to follow their own sweet wills, while the retailer, missing the glad hand and cheery greeting of the man of the road, will begin, in a small measure, to realize the important place the travelling salesman occupies in present-day business life.

In these two weeks the traveller will have a chance to get off the well-beaten

path of his appointed route and see something of the rest of this great Dominion. Quebec and the Maritime Provinces offer delightful fields for the Summer tourist, and the traveller who takes a trip down among our fellow Canadians by the sea, will have an opportunity, not only of "getting out of the rut," and after all that is the chief purpose of a vacation, but of coming into touch with, and observing the methods of, the Easterners.

This Canada is a country of magnificent distances. But this very fact tends to the isolation of the separate provinces. Europeans have observed in us a provincialism which we are loath to acknowledge, but which we cannot absolutely deny. The Ontarian looks at everything from the stand-point of Ontario, the Quebecker from that of Quebec, and the man from the Maritime Provinces, from his own particular stand-point. The same peculiarity is also apparent in the British Columbian. As we will all admit, the Canadian stand-point should be that of all.

The only way in which this can be brought about is by the dissemination of greater knowledge and the cultivation of greater intimacy among the people of the several provinces, and especially among the business men.

No more influential agents for this purpose can be found than the commercial travellers of this country. They are quick to appreciate a situation and size up a town or country, and, having received an impression, are in a position to communicate it to a very wide circle.

It is to be hoped that no small number of the Ontario travelling men may find an opportunity of visiting some of the neighboring provinces during the coming two weeks. As previously intimated, THE GROCER looks forward to the time when the travellers' vacation will be an inter-provincial institution and the occasion of interprovincial visitings. May the Ontario travellers take the initiative in this movement. The experience will be found most pleasant, while the results should work for the advantage both of the trade and the nation.

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THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,
365 Richmond St., London, Ont.

July 29, 1903.

LIKE many other branches of the wholesale trade in Canada, the grocery trade of London has entered on the slackness of Midsummer; the activity and bustle of the earlier months has subsided, and both employers and employed are arranging for the annual holiday required to recuperate and revivify for the remaining months of what has so far proved a very good year. Accounts from every section of Western Ontario are of the most hopeful and encouraging nature, and business men of every class are reaching out for enlarged business with an unusual feeling of faith and security in their operations.

* * *

The present is found by wholesale grocers to be a fairly good week, as, owing to all travellers being off the road for the first two weeks in August, retail men increase orders somewhat, sufficient, at least, to span the holidays. The first part of the heavy sugar season deliveries is almost at an end; when Fall fruit, such as plums, pears and peaches are in the market, another big sugar demand arrives.

* * *

The past ten days have been a surprising period for picnic and excursion parties from this city to points outside. The grocers engaged in the retail trade took their outing on Wednesday week, of which particulars are elsewhere given in this week's GROCER. Port Stanley is the most convenient, and apparently the popular, resort for many of the societies and schools; it is situated on the Lake Erie shore about 25 miles south.

* * *

The thirty-first annual outing of the employes of the D. S. Perrin Co. was held to Port Stanley last Saturday. Out of the 400 employes 350 were in attendance. A liberal supply of refreshments was served on the train going to the Port, and on

arrival on the grounds another supply was at hand. The company issued a very unique programme for the occasion. The committee having the affair in charge, and to whom much of the success of the picnic is due was composed of T. H. McFarland, master of ceremonies; Charles Fitzwalters, chairman, and J. T. May, secretary.

* * *

The thirty-third annual outing of the McCormick Manufacturing Co. also took

Nearly 5,000 of the employes of the Grand Trunk Railway left this city last Saturday morning for Detroit on their annual excursion. Five special trains were required to draw the big crowd.

* * *

Two special trains will bring the London Old Boys from Chicago to the mammoth reunion in this city from August 1 to 4. First train will arrive on Saturday night at 8.30, and the other at 9.30 Sunday morning.

* * *

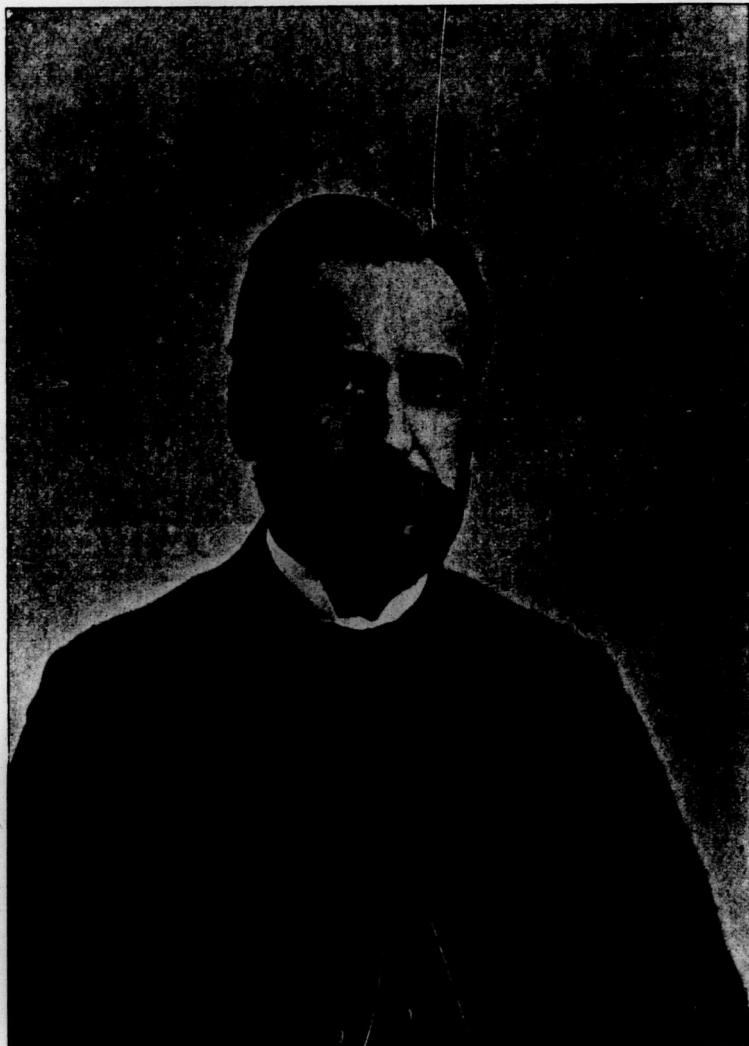
By the reports given in at the final meeting of committees of the Travellers' Club, just held, the success of the record-breaking picnic on August 1 is assured. Amongst the many features of the day's events will be the Cooks' Parade. The committee having this on hand on travellers' picnic day, fully expect this will eclipse anything of the kind ever attempted. England, Germany, France, Italy, Russia, India, Canada, United States, and in fact all of the various countries of the world, will here be presented in this great procession. W.H.L.

KENTVILLE BOARD OF TRADE.

At the last quarterly meeting of the Kentville Board of Trade the following delegates were elected (including alternates) to represent the board at the annual meeting of the Maritime Board of Trade to be held at Charlottetown next month: President Calkin, Judge Chipman, T. P. Calkin, M. G. deWolfe, G. E. Calkin, H. G. Harris, Dr. W. B. Moore, W. E. Porter, H. J. Simpson, Dr. H. B. Webster, E. J. Ward, Wm. Yould and G. C. McDougall.

SALMON SCARCE AT SKEENA RIVER.

Reports from British Columbia, under date of July 27, state that the salmon run at Skeena River has been a failure. Humpbacks are now coming to the river and the canners will suspend operations in a few days. They will pay off their staff during the coming week.



ALD. LAPORTE, of Laporte, Martin & Co, Wholesale Grocers, Montreal, who has announced his intention of running for Mayor at the next Montreal election.

place to Port Stanley last Saturday. The firm, as in former years, presented all the employes with tickets for the trip as well as furnishing a most excellent prize list. About 450, including families and friends, enjoyed themselves to their hearts' content. The games were very close and exciting. The excellent committee, to whom much credit is due, were D. C. McNaughton, James Craig, E. Littlejohn, John Taff, Thos. Duff, George Carley, Charles Benson, T. Dempsey, E. McLachlan, secretary.

"The Brand that made Ceylon Teas Famous"



Yes,—unquestionably the packet that originated every modern idea and feature in selling Ceylon Teas, and established for itself a demand and reputation unprecedented.

10 Years Established---Annual Sales 11,000,000 Packets.

In the matter of "Salada" Natural Ceylon Greens (as a rival to Japans)--This is no longer a problematical or debatable issue. Their superiority is recognized and appreciated, as evidenced by the vastness of demand. "Japan Teas are doomed"--mark our words.

Correspondence Solicited. Address **"SALADA,"** Toronto or Montreal.



WHOLESALEERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

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

All leading grocers throughout the Dominion sell it.



It is a simple matter to sell

Celluloid Starch

Never Sticks Requires no Cooking.

—in fact, it sells itself. Women talk over household matters with their neighbors. After you've sold one package in your district you'll find your trade gradually increase. We have never known a woman yet who has tried Celluloid Starch and didn't become enthusiastic about it. It is good starch, that is why.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.



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competition has been tending toward briskness. Teas of any quality maintained prices well, whilst commoner teas passed quietly at easy prices. Ceylons attracted good attention, and were well in demand; prices, consequently, ruled firm without quotable change. Some new season's China teas were well received, the quality being good, and prices were well up, very little common being available. Java teas were weakening in price, and quality was only of indifferent character. The demand for Japan tea on the home market has been good, and it has quite overstepped the supply, especially those grades in the neighborhood of 16c. A good supply, however, is expected to hand at an early date. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	half-chests, ordinary firsts	0 22	0 28
	Young Hyson, cases, sifted, extra firsts	0 42	0 50
	cases, small leaf, firsts	0 35	0 40
	half-chests, ordinary firsts	0 28	0 38
	seconds	0 23	
	thirds	0 16	0 18
	common	0 15	
Pingsueys	Young Hyson, half-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half boxes, firsts	0 28	0 32
Japan	half-chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	
	Common	0 19	

FOREIGN DRIED FRUITS.

There has been a steady demand on home markets for dried fruits generally, and previous quotations are well maintained. The primal reports speak well regarding Valencia raisins. It is, however, not expected that the markets will really open for these goods before August 15, as no quantity is expected before that date. Currants promise well for quality, the vines being considered very healthy. Crops, however, are showing smaller in prospect, the bunches being smaller, but are expected to develop proportionately finer quality. We quote:

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

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

DATES.			
	Per lb.		Per lb.
Halloweys	0 04	0 05	Fards 0 07 0 08
Sairs	0 03	0 04	

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

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

FIGS.			
	Per lb.		Per lb.
Tapnets	0 04	0 04	Elmes 0 10 0 15
Naturals	0 06	0 06	

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

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

THE MARKETS

Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl.	5 00	
Old stock, on track, Toronto, per bag	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Receipts have fallen off this last week, but the decreased consumptive demand during the hot weather has kept the market steady at present prices. We quote:

Fresh laid eggs, per doz.	0 14	0 14
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HONEY.—No movement is noted at present and quotations remain unchanged. We quote:

Extracted clover, per lb.	0 07	0 08
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WHITE BEANS.—There is but a nominal demand for beans at this time of the year. We quote:

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

DRIED APPLES.—Dried apples are experiencing a dead calm. There is nothing doing. We quote:

Apples, dried, per lb.	0 03	0 03
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POTATOES.—Are now appearing in large quantities and quotations are 30 per cent. below those of last week. The sample is good and the demand satisfactory. Old stock is no longer seen. We quote:

New Canadian, per bush	0 40	0 60
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POULTRY.—Little poultry is being marketed at present, but what is brought in finds no difficulty as regards sale. We quote:

Spring chickens, per lb.	0 14	0 15
Old hens, per lb.	0 08	0 09

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market has experienced a very satisfactory week. There have been ample supplies and the demand has been brisk. Small bunches of bananas have eased off 25c. Raspberries have been very plentiful and sold down to 6½c on Tuesday. Tomatoes, by the crate, dropped to 80c. and \$1, and Canadian baskets are quoted at \$1 to \$1.25. California apricots are off the market, but peaches have stiffened up 25c. This is because the later and better samples are now appearing. Blueberries are easier at \$1.20 to \$1.25 per basket; Lawton berries are bringing 8 to 9c. Canadian peaches of an inferior quality, clingstone variety, are selling at 30 to 50c. per basket. Canadian plums have appeared in small baskets at 40 to 50c. and large ones at 40 to 75c. according to quality. There promises to be a large crop. We quote:

Mediterranean sweet oranges	4 00	4 25
Sorrento oranges	3 25	4 00
Late Valencias	4 75	5 00
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 09	1 50
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 50
Limes, per crate (8 doz.)	1 25	
Raspberries, Canadian, per qt.	0 06	0 08
Tomatoes, per crate (4 baskets)	0 80	1 00
Tomatoes, bush, crate	2 75	3 00
Tomatoes, Canadian, per basket	1 00	1 25
Canadian apples, baskets	0 15	0 30
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 25	1 50
Gooseberries	0 70	1 00
California peaches, per box	1 50	2 00
" plums	1 50	2 50
Watermelons, each	0 25	0 40
Cantaloupes (musk melons), per crate	3 00	3 50
Red currants, per basket	0 50	0 75
Black	0 30	1 10
Blueberries, per basket	1 00	1 25
Canadian peaches, per basket	0 30	0 50
Lawton berries, per qt.	0 18	0 09
Canadian plums, small basket	0 40	0 50
" large	0 40	0 75

New Lemons
Fancy Oranges
Bananas

Our goods are the freshest and best to be had.

Watermelons
Peaches
Pears
Plums.

GET OUR PRICES
WHITE & CO.
Toronto.

It's worth
Ten cents
to clear your house of
flies and



Wilson's
Fly Pads
will do it.

TEA.

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

FRUIT.

Our prices are right.
Our goods are right.

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

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

McWILLIAM & EVERIST
FRUIT and VEGETABLES.
Telephone Main 645, Office 3394, Warehouse
...TORONTO

prices are easy at the following quotations:

New syrup, in wood, per lb.	0 05	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 65
New sugar, per lb.	0 08	0 09

ASHES.

An advance has taken place in first and second pots since last report, though pearls are unchanged in price. Trade continues quiet, and the market is firm all round, and we quote:

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

HIDES.

A fair trade has been done this week in hides and though prices have been rather irregular, owing to competition among buyers, there has been no quotable change. Prices are as follows:

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 77	0 78
Lambskins	0 25	0 30
No. 1 calfskins	0 11	0 11
No. 2 "	0 09	0 09

LARD.

There have been no changes in the price of compound lards this week. Trade keeps up fairly well. Fairbank's quotations this week are as follows:

Bear's Head brand	0 08	0 09
Carloads, less	0 00	0 00
Tubs, 60 lb., over tierces	0 00	0 00
Tin pails, 20 lb.	0 00	0 00
Wood pails, 20 lb., over tierces	0 00	0 00
Tins, 10 lb., over tierces	0 00	0 00
" 5 lb.	0 00	0 00
" 3 lb.	0 01	0 01
Pure lard reduced 2¢ per lb., is quoted at		
Pails, 20 lb.	1 95	
Tubs, 50 lb.	0 09	
Tins	0 10	0 10

FLOUR AND GRAIN.

FLOUR. The market continues very firm in flours, in sympathy with the steady upward tendency of Manitoba wheat. Should this continue, an advance in the price of flour will likely be made. There is a good demand for spring wheat sorts. We quote:

Winter wheat patents	4 10	4 30
Winter patents	3 75	3 90
Straight rollers	3 35	3 40
90 per cent. patents	3 45	3 60
Extra	3 15	3 20
Strong bakers	3 60	3 80
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 50	1 65

GRAIN. The demand for grains has been steady though not large, and the market rules quiet as last quoted. Prices are:

No. 1 hard Manitoba	0 88	
No. 1 Northern	0 87	
Rye	0 58	0 58
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat	48	
Barley	0 52	0 53
Oats	0 38	0 39
Malt	0 75	0 80

FEED. A small amount of business has taken place this week. The tone of the market is easy and we quote:

Ontario bran, in bulk	17 00	17 50
shorts	19 50	20 00
Manitoba bran, in bags	18 00	
shorts	21 00	
Mouillie	24 00	30 00

ROLLED OATS. There is no change in prices. The market is quiet and steady. We quote:

Rolled oats, in bags	1 80	1 85
" in bbls.	3 75	3 80

CORNMEAL. Prices are still firm, but we hear of no quotable change. Prices are:

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

BALED HAY. A good trade has been done locally and prices rule steady, as follows:

No. 1 timothy	13 00	13 50
No. 2 "	12 00	12 50
Clover mixed	10 00	10 50
Clover	8 50	9 00

RAW FURS.

The market, as usual at this season of the year, remains quiet and without feature. Prices have not changed, and quotations are as follows:

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

NOTES.

Montreal importers have pretty well covered their Grenoble walnut requirements, also their currant orders, and are now waiting for their speculative prices from Demerara.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., July 28, 1903.

BUSINESS continues good, with collections quite satisfactory. Whatever is the reception given to The Cannery Association at other points, dealers here are not favorably impressed. Quite large quantities of goods were bought early, chiefly from local packers, and later, outside companies have sold quite freely. Some of the trade will not, at least this year, look to the association, and nearly all buyers are unsettled. There are brands of canned goods in certain lines which are not in the association, and which the trade feel they must have. It is very difficult to tell what the outcome will be. Markets show little change.

OIL.—In burning oil sales for future have been very large, the low price encouraging buyers. Consumptive demand is also increasing. In paint oil, prices, while unchanged, are easy. There is fair business. Lubricating oils hold quite firm. Receipts are light. We quote:

American Water White	0 20	0 23
Best Canadian	0 19	0 20
Prime	0 18	0 19
Linseed oil, raw	0 65	
" boiled	0 68	
Turpentine	0 80	0 81
Cod Oil	0 29	0 31

SALT.—It is expected a part cargo of Liverpool salt will leave the other side this week by direct steamer. Buyers should remember prices are always lowest while salt is landing. Canadian fine continues to come to hand slowly. It has

been impossible to get cheese salt in the city for weeks. We quote:

Liverpool coarse, per lb.	0 55	0 60
English factory-filled, per lb.	0 95	1 00
Canadian, per bag		1 10

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

GREEN FRUIT.—Dealers are busy. Bananas have been very plentiful this Summer, and cheap, but a great many have been poor. New green apples are to hand. In oranges prices are firm. The stock is rather poor. Lemons sell at full figures and show a steady demand. Melons are more plentiful and sell well. Pines are still offered at unchanged prices. Some very good pears are seen, and peaches show improved quality. Cherries have been quite plentiful. They come from Nova Scotia. Strawberries are about done. Full prices are maintained. We quote:

Mediterranean oranges	4 00	4 50
Valencias	7 00	7 50
Messina lemons	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100	3 50	
Bananas, per bunch	1 25	2 00
Cucumbers, per doz	0 60	0 80
Pineapples	3 50	4 00

DRIED FRUIT.—These lines have more attention. New California prunes are being bought at prices higher than last year, and the trade is not enthusiastic. Peel orders and date orders have been given at prices about as last year. Some fancy stuffed figs have been received. Seeded Malaga muscatels for Fall have been quite freely bought. Spot business is light. Quite a few seeded California raisins have been carried over. Dealers were disappointed in regard to profit. Evaporated apples are firmer. New American onions have been received. In peanuts prices are firmer, particularly shelled. We quote:

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BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 24, 1903.

The American roads refused to run excursions and would only give one fare rates on regular trains. This meant that hundreds from across the line who would have come for a day, did not come at all.

Jobbers, both grocery and dry goods, report a good week. The number of visitors was large and considerable business was done. Grocery houses report that business was larger than last year.

Retail houses have done a good trade, but owing to the smaller crowds, less than last year.

As usual during Exhibition week little attention has been paid to markets and very few changes made. Currants being higher in the primary markets have advanced $\frac{1}{2}$ c. here, but there are few sales, and those only of small amount. Rice has advanced and B. rice is now quoted at 12 against 11c. last week, and Patna rice has made the same advance.

SUGAR. There has been a further advance of 10c. in sugar, and extra standard granulated is now quoted at \$4.90 and bright yellow at \$4.30.

These constitute the entire list of changes in the grocers' list.

GREEN FRUITS. The trade of the week has been enormous, and Saturday morning found most of the jobbers with stocks pretty well cleaned up. There are no very notable changes in the price list, though some lines of Summer fruits are lower. This promises to be a poor season for small fruits, and the supplies arriving are rather limited and prices remain very high. We quote: California lemons, \$6.50; oranges, \$5 to \$5.50; pears, \$1 per box; plums, \$2; bananas, \$2.75 to \$3; watermelons, \$6 per dozen; tomatoes, \$2.

VEGETABLES. The dry weather, both in Manitoba and the Western States, has curtailed the supply of vegetables considerably, and prices are still high. New potatoes are 2 $\frac{1}{2}$ c., green beans, 7c.; cabbage, 60c. per dozen; carrots, 15c. per dozen bunches; celery, 40c. per dozen; beets, 15c. per dozen.

CURED MEATS. The trade has been very active, and prices are steady. We quote: Smoked hams, 11 $\frac{1}{2}$ c.; breakfast bellies, 15c.; backs, 14c.; spiced rolls, short, 12c.; dried salt long clear bacon, 11c.; smoked, 12c.; shoulders, 9 $\frac{1}{2}$ c.; boneless backs, 12c.

LARD. Pure lard, 20 lb. pails, \$2.20; 50 lb. pails, \$5.35; in cases, 3, 5 and 10 pails, \$7.30, \$7.15 and \$7.

BUTTER. The make of creamery promises to be light this season; trade is not active and factories are receiving from 16 to 16 $\frac{1}{2}$ c. Winnipeg for their early July make.

DAIRY BUTTER. The supplies coming have been severely taxed by the Exhibition rush, and offerings are not large. The present price is 11 to 12c., according to grade, and complaint continues to be made that much of the butter is off flavor when it reaches Winnipeg.

CHEESE. The make is light and prices are firm; 9 $\frac{1}{2}$ to 10c. Winnipeg being paid for car lots of cheese.

EGGS. The supplies for the week have not been equal to the demand, and prices are very firm, and merchants offer 15c. Winnipeg for case eggs, subject to candling.

THE receipt of the circular sent out to the trade by The Canadian Cannermen's Consolidated Co., Ltd., has not been followed by any very active opposition from the wholesale grocers here. On the other hand, the feeling is general that the trade cannot afford to take such steps as required by the new combine to secure the best trade discounts offered by them.

The circular sets out that the object is to protect both seller and buyer from the unsatisfactory conditions which have obtained in the past. Particular stress is laid on the selling of futures. The new concern, or rather combination of old concerns, wishes to eliminate the dealing in futures altogether. The trade in British Columbia will have very great difficulty in securing much Yukon trade in canned goods if the prices must await the results of the pack in every case. The very great importance of the trade with the north is becoming more evident to the wholesale dealers here every year. The conditions are becoming better known and it is not a trade which can be compared with that of any other section of the Dominion. It is simply imperative that Winter stocks shall be all forwarded before the Summer means of transportation shall have been stopped for the long Winter.

There can be thus no question that the trade in British Columbia must have some idea of prices in order to quote to Yukon and get orders, as the shipping of goods is necessarily held off as long as possible to fill with new stock.

There is another light in which this circular of The Cannermen's Consolidated strikes the wholesale trade here. There have been several leading lines of canned goods, especially in canned vegetables, which the trade have been unable to stock in anything like quantities needed for the market here. A glance at the manifests of steamers arriving at this port from California during the last year will show to what extent canned goods, especially in vegetables, have been imported. The reason, as far as the canned vegetables are concerned, is that the Eastern packers could not quote. The grocers here feel that it is unfair to ask them to bind themselves to purchase from the combine only, as to them it means simply that they must buy, but to the cannermen it does not necessarily mean that they are to supply. In fact, as just shown, they cannot always supply the goods.

It is further considered by the wholesale trade here that the attitude of the new combination is not justified by the statements they make. The circular deals largely with the difficulties the trade, both packers and wholesalers, have had in the past, and makes a strong appeal to hold together for mutual benefit on the ground stated. In effect, however, the whole thing is that the dealers are bound to buy and the packers are bound to nothing whatever.

While it is rather a delicate phase of the question to handle, it is but right to mention that the trade here is perfectly aware that many of the wholesale grocers of Eastern Canada, who are competitors in this market, are directly and indirectly interested in one or other of the can-

neries now in The Cannermen's Consolidated. This is a feature which really has a considerable bearing on the situation. From all appearances it is not at all likely that the trade here will, as a body or individually, accept the terms of the circular.

Sugar, which has been in an unsettled condition for some weeks past, having at one time gone down over $\frac{3}{4}$ of a cent, has now advanced to the limit, being quoted at 5c. wholesale. The reasons given are that the market outside has been advancing, but it is hardly sufficient to warrant the prices quoted here. In reality the reason is that the British Columbia Sugar Refinery controls the situation, and other matters of trouble having been adjusted, the price has been put up a little. Of course the season being that of the greatest demand, affords some additional excuse.

At a meeting held this week it was decided to form a joint committee from various public bodies, including the Board of Trade, the Tourist Association, the Trades and Labor Council, and the City Council, to form plans to establish a market for farmers' produce. The only market of the kind is at New Westminster, and the feeling is general that with improving facilities for reaching the city, Vancouver should easily succeed in providing a medium of direct exchange between producers and consumers. This is especially more likely now that the numbers in the ranching and farming industry, and in fruit and vegetable raising, are largely increased in the past few years, since the attempt was first made. The city of New Westminster has had the advantage of the Fraser River as a great highway giving direct and easy communication from and to all the farming districts, Vancouver has not even had good wagon-roads, but conditions are changing rapidly.

Movement in markets, so far as trade goes, has been satisfactory. Business is good and also steady. Prices have shown but little alteration. In dairy produce, the supplies in butter have been but fair, the absence of dairy in any quantity having kept Manitoba and N.W.T. creamery stiff at 21 to 22c. There is some dairy in the market quoted at from 18 to 20c. Cheese, mainly from Manitoba, is in liberal supply and prices have gone down a good deal. Figures are now from 12 $\frac{1}{2}$ to 13c. Ontario cheese cannot compete at the price. Eggs are in fairly good supply, though local fresh are scarce and Manitoba has not been sending the quantities expected. For that reason prices are very steady, and consumption of case eggs is much greater than it would otherwise be at this season. Shipments to Dawson for putting into winter storage are still heavy. Prices may be set at 21c. for case eggs.

Fruit supplies are very abundant. The raspberry has succeeded the strawberry, but few cases of the latter being received now, and the price being at least \$1.75 wholesale. Raspberries are a never-failing, liberal crop here and prices are reasonably cheap. Cherries from Oregon have been replacing the California goods, but the local crop is about at its best now, and that keeps out the Oregon fruit to a large extent. Cherries are

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Crawfo pearance are Califc \$1 per ca is report Bartlett first. T similar Clingstor the adv the form are in g Waterme by the c and prio \$35 per Southern ermelons reached success of the

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never cheap here for the local crop could all be disposed of in the Northwest Territories at very paying figures. Californian plums of all kinds are coming forward in large supply, the Burbanks taking the lead in popular demand.

Crawford peaches have made their appearance on the market. Of course they are California goods. The price is about \$1 per case to open with, and the crop is reported as very great this season. Bartlett pears have also arrived for the first. They are quoted at \$2 per box, similar size to the apple box. The Clingstone peaches have been liberal, but the advent of Crawfords always drives the former out of the market. Apricots are in good supply and fine condition. Watermelons from California are arriving by the earload. They are prime quality and prices are already down as low as \$35 per hundred to the trade. The Southern States cannot longer ship watermelons here, as California has now reached for that trade, and is making a success of the favorite proprietary fruit of the sunny south.

G.S.B.P.

OTTAWA TRADE GOSSIP.

BUSINESS is very good considering the season. Retailers are well pleased with the Summer's trade so far. Wholesale trade has been brisk; competition has been keen, which has been the means of stimulating business among Ottawa's wholesale grocers.

The sugar market is reported very firm to day, with prices the same as last week, \$1.27 for granulated in bags and \$1.32 in barrels. Acadia granulated is being offered at \$1.22 in barrels, which is 5c. lower than usual. The reason seems to be on account of granulated in bags getting the preference when at the same figures.

In canned goods, orders for new season's stock have been placed by a good many retailers, although prices for tomatoes and corn are not quoted. So far it looks as if peas were good buying last week for those who were guaranteed delivery, as this week's orders are being taken subject to confirmation. Stocks in Association hands are said to be nearly sold.

Canned gallon apples and pumpkin are being offered in the city at low figures. A certain factory in the Brockville section is quoting a quantity of apples at \$1.35 and pumpkins at 65c.

Japan teas are very scarce; the lowest that can be bought is at 21c. Ceylon greens are taking well and retailers report them very satisfactory. Molasses is firm at 40 to 42c.

Cheese sold on the Ottawa Board Friday last at 9 $\frac{3}{4}$ for colored, and 9 $\frac{1}{4}$ for white. 2,056 cheese were boarded. The whole quantity was sold at above price. There was a good turn-out of the board, some 40 members were present and six buyers.

At the Fruit Exchange prices for rasp-

berries have kept firm. An even quantity hardly enough to supply the demand arrived each day and sold from 8 $\frac{1}{2}$ to 10c. It looks as if raspberries are nearly over.

Canadian peaches are making their first appearance and selling at 25 to 40c. for 12 qts., $\frac{1}{2}$ baskets, 18 to 20c.; plums in 12 qts. bring 50c.; tomatoes, \$1 to \$1.30 a basket; black currants, \$1 to \$1.20 a basket; blue berries, \$1.15 to \$1.25 a basket. A car of California fruit was sold to-day at per box, peaches, \$1.10 to \$1.25; plums, \$1.40 to \$1.60; pears, \$3 to \$3.30. Two cars of watermelons sold this week at from 18 to 22c.

A Window Display Competition.

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

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

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

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

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

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

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

New potatoes are worth \$1.10 to \$1.25 a bag. Oats 38 to 40c. a bushel. Hay, \$8 to \$10 a ton.

Butter is very plentiful in pails at 17 to 18c. Creamery bulk is worth 18 to 19c.; creamery prints 20c.

Eggs are pretty scarce, at from 14 to 15c.

W. G. Nixey, 12 Soho square, London, Eng., manufacturer of Nixey's refined black lead, has been honored by the appointment of sole purveyor of black lead to His Majesty the King and H.R.H. the Prince of Wales. H. T. Baker is the Canadian representative of this firm.

COLLAPSE OF CURRANT MONOPOLY.

As foreshadowed in a recent number of "The Grocer," the threatened currant monopoly has come to naught, and the promoters of the ambitious scheme are seeking other pastures.

At last writing, the negotiations with the monopoly syndicate were in a state of suspense, owing to the numerous changes made in the agreement by the Greek Parliament, but final dissolution seems to have resulted from the direct intervention of the Powers. Great Britain, Germany, and other Governments, according to a mail advice from Patras, notified Greece that the conditions of the monopoly were a violation of existing treaties of commerce and that steps would be taken to protect their interests.

This note of the Powers was communicated to the Greek Parliament by Mr. Skouzes, Minister of Foreign Affairs, and made a great impression. The formal withdrawal from the syndicate of G. A. Brotherton, M.P., and R. S. Backhouse, two of the principal capitalists behind the project, completed the discomfiture of the adherents of the monopoly in the Greek Chambers.

Thus closes an episode which has engaged the attention of the trade for some months, which gave rise to no end of editorial comment, and which is now relegated to the limbo of what might have been.

Meanwhile, a new law, also referred to in a late number of "The Grocer," has been finally passed in the Chamber, empowering the Greek Currant Bank to purchase all the eventual surplus of the ensuing crop at the fixed rate of dr. 130 per 1,000 Venetian pounds, and disposing of same for distilling purposes. To this effect the necessary additional funds have been placed at its disposal. The object of this scheme is to prevent any possible crisis, and an over depreciation of prices in the event of a large crop by limiting the lowest price for the common provincial fruit at 130 dr. per 1,000 Venetian pounds, say actually equal to about 12s 9d to 13s c.i.f. London, but leaving free field for higher prices, which may be obtained from the trade.

AGENCY FOR CANADIAN ARTICLES.

A business man in Great Britain writes as follows: "We are desirous of obtaining an agency for the sale of Canadian proprietary articles in England amongst grocers, etc. Anything in the food and fruit lines preferred." If any of the readers of "The Canadian Grocer" are seeking such an agent the name of the applicant can be obtained from the editor of this paper.

THE CANADIAN GROCER

CANADIAN CANNED GOODS IN YUKON.

The worth of Canadian canned goods and the recognition which is being won by our Canadian canners, even in the Klondyke market, once almost monopolized by the Americans, is evidenced by the following letter from Major Henry J. Woodside, Dawson, Y. T., to a Western Ontario canner, and which THE GROCER has been permitted to use:

Dear Sirs—It is a pleasure to see the way that your goods are taking in the Klondyke market in opposition to the best produced in the United States. I hear them spoken well of by people from the United States and have found them of excellent quality myself. They have won their way on merit. For years I have (as former editor of The Yukon Sun and otherwise) worked steadily for the promotion of Canadian trade here, and it therefore gratifies me to see our own people getting the trade. Canadians are showing themselves in country, products, manufactures, etc., to be the equal of all. These gold fields (Klondyke) were discovered by a Canadian—Robert Henderson—and most of the Northern gold creeks have been explored first by Canadians or British, in spite of claims by United States people to the contrary. I hope you will find the trade here satisfactory and remunerative.

The above letter was quite gratuitous and as such is all the more appreciated.

OPEN OFFICE IN TORONTO.

Dean & McLeod, the Canadian agents for The Toledo Computing Scale Co., have had so many inquiries from Toronto that they have found it necessary to open an office in that city, where a full range of their patterns will be on view. John Sowerby is the Toronto manager, and the address is 156 Bay street.

BELIEVE IN ADVERTISING.

The "Salada" Tea Co. have recently commenced advertising in the following papers: Bridgeport, Conn., Post; Dover, N.H., Democrat; Easton, Pa., Free Press; Easton, Pa., Argus; Fitchburg, Mass., Sentinel; Findlay, O., Republican; Lawrence, Mass., Telegram; Norfolk, Va., Dispatch; Plainfield, N.J., Courier News; Rochester, N.H., Record; Wilmington, Del., Every Evening, and the Richmond, Va., News Leader. The "Salada" advertisement is now appearing in some hundreds of papers in the United States. This tea is becoming as well known there as it is throughout Canada.

C. E. Colson & Son, Canadian agents for Crosse & Blackwell, stated that their trade in this firm's goods this year was the largest they have had, and especially large orders had been received from Toronto and the West.

INDIA AND CEYLON OOLONGS.

It is announced that London has proposed to Calcutta that a larger bonus than the green tea bonus be offered for the successful imitation of Formosa Oolongs. The subject has already been discussed in Ceylon, but has been temporarily laid aside. Possibly, if the green tea bonus ceases altogether next year, and when the Thirty Committee finds itself in funds once more, the subject of specially encouraging a third branch of our staple industry will be possible.—Ceylon Times.

SIR THOMAS AND THE BABIES.

The following letter was received by Sir Thomas Lipton from a man in Staten Island: Honorable Sir,—For goodness sake don't come again to America. When Shamrock I. passed Sandy Hook my wife presented me with a son. Shamrock II. had only dropped anchor off Tompkinsville when I was blessed with a daughter. As Shamrock III. passed the lightship another boy was added to my family. Should Shamrock IV. come over I am afraid it might be twins. I sincerely hope you may lift the cup. I am, yours truly, B.

Sir Thomas has gallantly consented to be godfather to the last comer and he is to be called Thomas Lipton B.

The gallant yachtsman is in rather a difficult position, and one that will tax his versatility. He has consented to act as judge between two rival stage beauties, Miss Falconer of the Criterion, at present acting in the Runaways, and Miss Rose Earl, the pet of the Punch and Judy company, at present playing at the Victoria roof garden. Notwithstanding his anxiety to have the Shamrock III. in the best of trim, and the tuning up work is being thoroughly done, Sir Thomas has a firm grasp of his immense business in Great Britain, India, Ceylon, Australia, and almost every city on this continent. His warehouses at 39 Pearl street, New York, are rushed with orders for the products of his plantations and factories, yet the head of all this vast enterprise is daily receiving his guests on board of his yacht Erin with a sunny smile and a manner denoting absolute freedom from care.

TRAVELLERS' PICNIC AT ALTON.

Today and to-morrow witness the commercial travellers' picnic at Alton, Ont. The drummers' snack is an annual event, which evokes much enthusiasm among the knights of the grip, and is of more than local interest, as it brings together representatives from most of the wholesale houses of Toronto and Hamilton.

The proceedings include a concert under canvas, a travellers' banquet (to which members of the press are invited), and a varied list of athletic sports. The band of the 18th Highlanders has been engaged for the occasion.

IN NEW PREMISES.

The British Canadian Crockery Co., Limited, whose office for several years has been situated at 28 Wellington street west, have recently removed to more convenient premises at 25 Melinda street, Toronto. The business of this company is in a most satisfactory state, and the Toronto manager, Mr. Livingston, finds it exceedingly difficult to keep pace with the steadily increasing demand.

FRUIT FOR RETAILERS

A gentleman owning a fruit farm in the Niagara district would like to secure direct connection with some retail grocers. Inquiries will be sent forward if addressed to the Editor, "Canadian Grocer," Toronto office.

THE PRICE OF SUGAR.

Some doubt seems to exist as to the real object of the representatives of Russia, Austria Hungary, France, and Belgium in deciding to limit the export of sugar to Great Britain. On one side it is stated that the manufacturers desire to increase the prices to the consumer, while again it is contended that drastic action is essential to restore the trade to a sound progressive basis.

Mr. Gibson Bowles, M.P., is leading the opposition to the new movement. This, he declares, is not termed a "trust" or "ring," but is named in a novel way a "cartel." The "cartel" he defines as an agreement between sugar producers and manufacturers to limit their output to a certain amount, which they divide among themselves in settled proportions. The reason for that restriction is, he explains, the determination to raise prices.

It is interesting to recall, says a London paper, that within the past week increased prices have been foreshadowed in the following necessities of life:—Bread, sugar, meat and boots.

H. P. Eckardt & Co. report an exceptionally good business doing in Heinz pure pickling vinegar.

A car of "Quaker" brand peas, new pack, arrived this week for H. P. Eckardt & Co.

TRAVELLER WANTED.

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

Madam Huot's Coffee is the best.

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

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

DON'T LOOK AHEAD

For low prices on Japan and China green teas. They are not coming. Japan teas 1st and 2nd crops have been bought at an advance on last season. China greens, of fine cup, are a good deal above last year's prices and the low figures you hear about as coming (*from those who have none to offer now*) are for very poor liquoring sorts. *I show excellent values in all grades.* In fact, am willing to give you a cut to liven up business.

Don't wait! There is nothing in it.

I offer Choice Pea Leaf Gunpowders at	- - - - -	25	and	26 1/2 c.
A little lot at	- - - - -			23 1/2 c.
" Good Ping Suey Pin Head, in boxes and Half-Chests at	- - - - -			27 1/2 c.
I offer a line of 150 Half-Chests Japan Tea, 1902-3 crop, at	- - - - -			19 c.
A stunner at that price.				
" " 125 Half-Chests Japan Tea, 1902-3, at	- - - - -			22 1/2 c.
Will beat anything at the price.				
I offer Indian and Ceylon Green, uncolored, at	- - - - -	15	16 1/2	18 1/2 c.
Fancy finished colored leaf at	- - - - -	16 1/2	18 1/2	20 c.

NEW TEAS JUST IN

25 Half-Chests Condor XXXX, Choice Liquoring Japan Tea, at	- - - - -	25 c.
10 Chests, 112-lb. each (all there was in the break) choicest broken		
Orange Pekoe Ceylon at	- - - - -	35 c.

Specialty of High-Class Goods in Teas, Coffees and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"E.M.D."
Baking Powder, Vinegar,
Eggs, Coffee.

PERSONAL MENTION.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, has just returned from a trip to the European markets.

Mr. Wright, of The American Cereal Co., was in St. John, N.B., during the past week. Mr. Wright intends going with The A. F. MacLaren Imperial Cheese Co.

Mr. Albert Hebert, of Hudon, Hebert & Cie, Montreal, has returned from a two weeks' vacation at Riviere du Loup. His healthy appearance indicates an enjoyable holiday.

Mr. C. M. Bernard, of Chicago, spent several days in Toronto last week calling upon the wholesale trade. Mr. Bernard has many friends in the Queen City and they were glad to see him on his recent visit.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, has returned after spending a very pleasant vacation with his family at Little Metis. Mr. Tippet looks as brown as a berry and the outing has undoubtedly been mainly spent in the open air.

Mr. H. C. Beckett, of The Western Brokerage Co., has gone on a business trip to England, sailing on the liner Ionian. It is reported on the street that

Mr. Beckett is to reside permanently across the water, but "The Grocer" has been informed that he will return in six weeks' time.

Major Zeph. Hebert, of Hudon, Hebert & Cie, is leaving on Saturday for a well-deserved holiday. His objective point is Riviere du Loup, and undoubtedly he will visit other interesting Summer resorts in the east. Major Hebert anticipates being away about four weeks.

Mr. W. J. Flynn, of The Garden City Canning Co., St. Catharines, Ont., is in Montreal this week. In an interview with "The Grocer" Mr. Flynn stated that packers did not anticipate getting more than 80 per cent. of peas packed in comparison with last year's output. Corn will be light unless we are favored with warmer weather. At present matters do not look encouraging for a full pack. Tomatoes are looking well, and unless affected by frost—a contingency always to be looked for in these goods—the crop should be large and a good pack result. In fruits, a large crop is looked for in plums, and a fair crop in peaches and apples. Pears are turning out a short crop. Mr. Flynn looks for a strong market, but being an independent packer, is modest enough not to claim an exclusive knowledge of the situation.

LONDON TEA CIRCULAR.

Wm. Jas. & Hy. Thompson's tea circular, issued from London, Eng., July 16th, records that although shipments as advised by cable from India and Ceylon continue of moderate dimensions, and are to date less than those of last year, the slackness of trade in the country usual at this time, and the near approach of the August holidays, have kept demand on a smaller scale than might have been anticipated, to which must be added the inferior quality of the teas now arriving from Ceylon. With the opening of the busy season after the recess we may look for a general resumption of trade and increased activity.

The return made to the Board of Trade shows that although 12 gardens in India were abandoned or closed during last year only one new one was opened, and that the total area under tea has increased by less than 1,500 acres, the actual number being 339,640 acres, as against 338,186 at the end of 1901. This is of importance as showing that at present any large increase in output is almost impossible as it could only be the result of climatic influence and not of any appreciable extension of the producing area.

BALFOUR & COMPANY

BRANCH CANADA GROCERS LIMITED

Wholesale Grocers, - - - HAMILTON, CANADA.

Our travellers are on their holidays. Wire or 'phone at our expense. We are the quick shippers, and **Tartan Brand** is a guarantee to quality. Send for samples of our bulk Teas. It will pay you.

Specials in Ceylon Greens and cheap Ceylon Teas.

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HINTS TO BUYERS.

Contributors are requested to send news only, not puff 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.

Aylmer peas, new pack, of all kinds, are in store with Lucas, Steele & Bristol.

Hersley's milk chocolate is a new line of confection chocolate that W. H. Gillard & Co. are offering. On quality it should be a taker.

Dandicolle & Gaudin's goods from Bordeaux, France, have arrived with Lucas, Steele & Bristol; also mushrooms, peas, sardines, Tarragon vinegar, etc.,

Dixon's carburet of iron stove polish—shipment just in store with W. H. Gillard & Co.

W. H. Gillard & Co. are having a brisk demand for "Aroma" cigars, a special line of theirs.

Lucas, Steele & Bristol carry "Empois Chinois," also Bee starch.

In a fine Ceylon Japan W. H. Gillard & Co. state they have something exceptional in liquoring quality, to retail at 25 to 40c.

The Organ-Elliott Co., Montreal, have received large orders for their "Rex" brand cake icing from Nova Scotia through their resident agent, M. A. McInnes, Sydney. These goods are taking good hold of the Maritime market, and local sales are also on the increase.

Nice raw sugar in bags may be had from Lucas, Steele & Bristol for 3c.

That "Ubero" coffee is meeting with splendid acceptance by the trade is evidenced by the number of orders turned in to the jobbers. L. Chaput, Fils & Cie report sales of a carload now on the way, and it is expected that another car will be ready for distribution in about two weeks.

Montreal branch of "Salada" Ceylon Tea Co. report last week's sales the largest in their history since the establishment of the business in Eastern Canada.

THEIR TRAVELLERS ON VACATION.

The following are the firms who have concurred in making the first two weeks in August the common vacation for their travellers, and whose men will be off the road till August 15, viz.:

Toronto—H. P. Eckardt & Co., Davidson & Hay, Eby, Blain Co., Warren Bros., James Lumbers, T. Kinnear & Co., John Sloan & Co., F. W. Humphrey.

Hamilton—Balfour, Stewart & McLaren, Balfour & Co., W. H. Gillard & Co., Lucas, Steele & Bristol, Jas. Turner & Co., Lumsden Bros., Duncan Bros., McPherson, Glasco & Co., John Stewart.

London—John Garvey, M. Masuret & Co., Edward Adams & Co., A. M. Smith & Co., T. B. Escott & Co., Elliott, Marr & Co., Kerrigan.

Brantford—Geo. Foster & Sons.

St. Catharines—B. D. Voisard & Son.

Guelph—R. & J. H. Simpson & Co.

Collingwood—J. Long & Bro., Telfer Bros.

Sarnia—Thos. Kenny & Co.

Berlin—Randall and Rose.

Windsor—J. F. Smyth & Co.

Veal Loaf, Ham Loaf, Beef Loaf

Clark's

Summer Luncheons

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

Once Tried, Always Used.
ASK FOR IT.



Capstan Brand Mustard

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FINEST ORANGES GROWN

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

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

DON'T PASS THIS BY.

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

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

THE CANADIAN GROCER

LONDON RETAIL GROCERS' ANNUAL PICNIC.

THE retail grocery merchants of the Forest City are sociable and fraternal, and at least once a year they love to meet together away from behind the counters and the tea chests and give full vent to their big-hearted instincts amid the beauties of nature, enjoying each other's company and realizing in truth that they are a' John Tamson's bairns.

Arrangements on an extensive scale were made for an outing this year to their favorite picnic ground at Niagara Falls by a strong and vigorous committee appointed for the purpose. "The best laid schemes o' mice and men gang aft a'glee," but the grocers' picnic did not in any sense either get "a'glee" or disarranged, but terminated with the unanimous verdict, "the best yet," for which the able and energetic gentlemen composing the committee de-

earned holiday. The number of pounds of sugar for a dollar, Tillson's Oats, Life



F. H. Robinson, President.

Chips, raspberries and new potatoes were for the day lost sight of, and "all went merry as a marriage bell."

An invitation having been extended to the grocers of the neighboring city of St. Thomas to participate in the London annual picnic, 165 were added to the crowd at this point; 75 more got aboard at Aylmer, and smaller contingents at both Springfield and Waterford. The run down was made in splendid time, the entire distance being covered in two hours and fifty-five minutes, including five stops.

On arrival at the Falls, the inward monitor recalled the light and very hur-



E. Sutton, Secretary.

serve the warmest thanks for their painstaking care in laying out and looking after the numerous details.

Nothing daunted by the heavy rain, thunder and lightning of the night preceding, preparations were made and hampers such as only grocers can pack were got ready for the early start by the Michigan Central road at 7 a.m. on the morning of July 22 for the famous Niagara Falls. Early risers were grocers, and their families, as they flocked from every quarter of the city to catch their train, while numerous opinions of the probs at the railway station evoked from a hearty-looking lady, "Wha cares for a drap o' rain? If we sell pepper an' saut, we're naither o' them oorsells, an we'll no melt!" And so 460 jolly, fun-loving grocers, families, friends and sweethearts got on board at London to enjoy a well-



J. C. Trebilcock, Chairman of Picnic Committee.

ried breakfast partaken of by many almost at daybreak, and a general trek took place

to the pavilions and tables in the Queen Victoria Park, than which there is no more beautiful spot on earth for picnicking, hot and cold water being supplied in abundance free. At this point passengers who found it more convenient to come by G.T.R. joined the merry assembly.

Early dinner being over, sightseeing was in order. The committee having arranged for special rate tickets, some availed themselves of the opportunity to visit Buffalo, but the large majority used the Niagara Falls Park and River Railway, taking in Whirlpool Rapids, the Whirlpool, Brock's monument and down to Queenston, and on the return going up as far as Chippewa.

An exciting boat ride on the Maid of the Mist was enjoyed by a few. The great Gorge Route electric railway runs down the river to Lewiston on the American



T. A. Rowat, Treasurer.

side close to the water's edge, and the camera or pen fails to convey to the mind any idea of the rushing, tossing waves of the river at the whirlpool rapids or the scenery on the opposite bank of the river. It is a picture once seen is never forgotten, and the London grocers who took a run over the Gorge route brought home impressions that will long remain verdant amidst their daily labor.

The island carriage drive, the observation tower, from which the city of Buffalo can be seen on a clear day, and the museum on the American side, all had visitors from the London retail grocers.

Only one or two light showers during the afternoon fell, but these in no way prevented the thorough enjoyment of the day's outing by the entire party.

The gentlemen named below, to whom is deserving honorable mention for putting

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PROTECT THE ROOF

AND SAVE YOUR POCKET
BY USING ONLY

EASTLAKE STEEL SHINGLES

They are the easiest of all to apply, and once on, give a more durable, tight, perfect protection from weather, fire and lightning than any other shingles.

Think it over.

By using Eastlakes you avoid spending money on repairs.

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

Do you sell it!!!

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.02
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.	

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

good, faithful work into arrangements for the grand picnic, were the appointed committee: J. C. Trebilcock, chairman; J. A. Rowat, treasurer; E. Sutton, secretary; F. Harding, F. Harley, N. McLeod, F. Robinson, A. McCormick, Geo. Loveless.

One incident which caused great alarm to one individual and laughter to many occurred at Queenston. A stranger who joined the excursionists getting on at one of the stations in company with some younger men had been induced to hire a boat to enjoy a row on the river at that point. The stranger, as he afterwards related, had been a weaver all his days from the town o' Paisley, and had never been in a wee boat in his lifetime prior to this.

As the wind whistled, and the water rose to a cat's paw while his party were enjoying themselves immensely, the weaver was stricken with the most intense and agonizing symptoms of fear, and yelled out "Oh Jock! Jock! hand on till the silvidge it's getting awfu' lumpy, an we're a' gaun to be droon't. So agonizing were the man's cries that crowds heard him on either shore, and at his urgent request he was dropped ashore, where he breathed more freely on terra firma.

No sports for prizes were arranged, this being the rule at London retail grocers, picnics, a simple sight-seeing and resting time being preferred by the majority.

The well-known jolly chairman of the committee, J. C. Trebilcock, was here, there, and everywhere, assisted by his helpful associates, making mirth and cheer until the hour for returning arrived.

E. Sutton, although now connected with a wholesale drug business on Richmond street, has performed in a most able and praiseworthy manner the duties of secretary of the Retail Grocers' Association of London for 13 years.

At the expense of the association a free lunch car was attached to the train, and during the trip, both going and returning, many a hearty snack was enjoyed by old and young.

F. H. Robinson, president of the Retail Grocers' Association, and T. A. Rowat, treasurer, are amongst London's most progressive and well-known grocers, and by their exertions this year's picnic has been helped to a successful finish.

At 8 p.m., as advertised, the return journey was commenced, but owing to unlooked for obstruction by freight trains, the party did not arrive in London till the wee sma' oor ayant the twal on Thursday morning, but everybody was satisfied with the long day's enjoyment—and hoping that the shadows of the committee men might never grow less. W. H. L.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BAKER—Improver on bread and cakes: day work; no delivering; wages expected with board. Box 108 CANADIAN GROCER. f

BAKER at once. Good, all-round man. Steady job. Box 109 CANADIAN GROCER. f

BAKER, 2 or 3 years' experience; ten dollars weekly. Good chance for improving on small goods. Box 110 CANADIAN GROCER. f

CLERK—General store. Enclose copy references. Six dollars a week. Box 106 CANADIAN GROCER. f

SALESMAN for general store. Young man of good address and character and not afraid of work; one who can speak French preferred. State salary and references. Box 107 CANADIAN GROCER. f

SITUATIONS WANTED.

YOUNG GENTLEMAN, having just arrived from England and Africa, would like a position as salesman in groceries or any other position; best of references given. Apply S. Gillespie, care General Post Office, New York. (30-2)

FOR SALE

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

AGENCIES WANTED.

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

WANTED—Agencies for Newfoundland and Prince Edward Island, lines suitable for general and grocery trade, three to four trips per year. Address, Box 28 CANADIAN GROCER. (29-3)

COFFEE ESSENCE

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory, highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

To Manufacturers' Agents

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

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

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

TORONTO RETAIL GROCERS AT NIAGARA FALLS.

NIAGARA FALLS via the steamers Lakeside and Garden City, connecting at Port Dalhousie with the electric cars, was the route laid out for the seventeenth annual excursion of the Toronto Retail Grocers' Association, Wednesday, the 22nd of July, and a great success it proved. Six hundred and eight tickets were taken for the 8 o'clock boat, and those going over on the 11 o'clock and afternoon boats brought the number up to over 800, breaking last year's record by a large majority.

The morning boat was well filled, but not too filled for comfort. The sun was bright, with a fine rolling sea which delighted the good sailors, but sent the "land lubbers" way down below. This, however, was not permitted to interfere materially with the pleasure of the trip. The passengers kept moving around, and one might have thought it a Scotch affair to see the amount of hand shaking.

An orchestra of five pieces was kept busy by an energetic committee, and there was no lack of good music all the way over.

The guessing contests enlivened matters and gave an excellent opportunity to test the quality of one's judgment. There were four of these contests run off on the boat, and the results were announced as below before landing.

A long train of electric cars met the boat at Port Dalhousie and the excursionists were taken direct to the steel arch bridge or the park.

It was after 12 by this time and the picnic dinners were immediately spread by those who did not go to the hotels or restaurants. The sun was still shining brilliantly and the grounds were in perfect condition for picnicking.

After luncheon the crowd followed their own devices. A few took the trolley to Buffalo, some crossed to Niagara Falls, N.Y., but the main body found the attractions of the falls and park on the Canadian side sufficient.

Just before 2 o'clock a sharp thunder storm came on, but it was soon over and the crowd gathered again in the park to witness the Comfort Soap race. This was open to married ladies only. The length of the course was 100 yards, and the competitors had to pick up a piece of Comfort Soap at each 10 yards and carry it to the finish. There were seven entries and the contest was a spirited one. The only criticism, that of a man, was, "It did not last long enough." The results are given below.

The return on the Garden City at 7 and the Lakeside at 8.30 was a delightful sail and all were home in good time, having had, despite the rain, a very pleasant outing.

The guessing competitions resulted as follows:

Starch Guessing.—Actual weight 3 lb., 6½ oz.—1. Mrs. Hayes, 280 Wellesley street, guess 3 lb., 7 oz.; 2. Jimmie Mortimer, of Christie, Brown & Co., guess 3 lb., 6 oz. There were 13 ties in this contest and the prizes were decided by drawing from a hat. Mr. Haslet did the drawing.

MacLaren's Imperial Cheese Competition.—Actual weight 10 lb., 10 oz.—1. Donald McLean, of McLean & Van Loon, guess actual weight; 2 and 3. Mrs. W. H. Marmion, wife of Past-President Marmion, Queen street west; Arthur Sykes, College street, tied; guesses 10 lb., 8 oz.

Excelsior Coffee Competition.—Actual number of beans 3,993.—Ladies. 1. Mrs. A. E. Jones,



President David Bell.

Denison avenue, guess 3,599; 2. Mrs. J. W. Corneil, 381 Ontario street. Gentlemen. 1. W. Mitchell, 171 Sorauren avenue, guess 3,600; 2. M. Bredin, of Tait, Bredin & Co.

Malta Vita Food Co.'s Competition.—Actual number of excursion ticket holders on boat 608.—1. President David Bell, Yonge street, guess 599; 2. T. Clarke, Tecumseh street, guess 595.

Comfort Soap Race at park.—1. Mrs. J. Guy, Toronto; 2. Mrs. R. Williams, Niagara Falls; 3. Mrs. J. Connor, Hamilton; 4. Mrs. Pattinson, Niagara Falls; 5. Mrs. H. Crawford, London; 6. Mrs. Vanalstine, Niagara Falls; 7. Mrs. L. Kemp, Toronto.

The handsome silver cup offered by The Bovril Co., Limited, to the member of the association selling the greatest number of tickets, was awarded to D. Clark, Bellevue avenue.

The officers of the association who are to be congratulated on the success which characterized their annual outing are: President David Bell; Vice-President T.

W. Johnston; Treasurer J. T. Schoales; Secretary E. B. Nettlefield.

The Excursion Committee, to whose energy and foresight much of the pleasure of the trip was due, were: R. Van Loon, chairman; H. Kelly, R. B. Snow, F. Thorn, W. T. Cootes, R. W. Davies, M. McArthur, T. Clark, B. Panter, F. W. Johnston.

NOTES.

During the afternoon, the committee which visited the Falls a few weeks ago to spy out the land and were the guests of Mr. Robertson the transportation agent, indicated to that gentleman the depth of their appreciation of his efforts by presenting him with a handsome gold locket.

The employes of J. J. McLaughlin, manufacturing chemist, were out in full force. Each employe wore a white badge bearing the picture of a siphon with the word "Hygeia."

Practically all the retail trade were at the picnic in numbers too numerous to particularize, and in addition to these the wholesale fraternity were well represented, either by members of the firm or by one or more of their travellers. Among those noted were: Messrs. J. J. Fee, J. A. McLean, Chas. Kimpton, Mat. Clemes, Neil Carmichael, of Smith & Carmichael; Frank Everist and Sam. Giffen, of McWilliam & Everist, M. Bredin, of The Bredin Bread Co.; A. E. Jones, of F. F. Dalley Co., Hamilton; Flem. Hayes, of Perkins, Ince & Co.; Hustworth, of A. F. MacLaren Co.; Richardson, of T. A. Lytle & Co.; J. Muldrew, of Lumsden Bros.; McNichol, of Blue Ribbon Tea Co.; J. F. Howett, of P. McIntosh & Co.; McMillan, Robertson Manufacturing Co.; Herb. Moore, of Comfort Soap Co.; Alex. Hutchinson, of John Taylor & Co.; Ben. Cope, of Gunn's Limited; Wilson and Parks, of Todhunter, Mitchell & Co.; Manning and Nettlefield, of Dalton Bros.; Mitchell and Kendry, of F. W. Humphrey; Brett and Saunders, of John Sloan; Shields and Quay, of Davidson & Hay; Montgomery, Grant and Taylor, of Eby, Blain Co.; also representatives from Taylor-Scott, United Factories, McLaughlin's Mill, "Salada" Tea Co., Red Rose Tea Co., Edwardsburgh Starch Co., Lever Bros., Imperial Extract Co., Husband Bros., Dawson Commission Co., Rutherford & Marshall, White & Co., Gillett & Co., Fleischman Co., D. Morton & Sons, Chas. Wilson, Limited; Warren Bros., James Lumbers, T. Kinnear, H. P. Eckardt, Nicholson & Brock, Kilgour Bros., M. Doyle & Co., Natural Food Co., Howland & Elliott, Willard & Co., Lees & Langley.

REAL BARGAINS.

VALENCIA RAISINS.

WE OFFER Dried Fruits in first-class condition, kept in cold storage :

Ferchen, f.o.s.	-	-	-	5½c.
Arguimbau, f.o.s.	-	-	-	6 c.
Trenor Blue Eagle, f.o.s.	-	-	-	6 c.
Arguimbau, selected,	-	-	-	6½c.
Trenor Blue Eagle, selected,	-	-	-	6½c.
Trenor Blue Eagle, 4-crowns	-	-	-	7 c.

Comadre Figs, in matts - 75c. each.

Table Figs, ^{10½ lb. box, about} - 75c. a box.
_{2 inches fruit,}

Those prices are attractive, and you should not miss this opportunity to buy at such low prices. Don't wait.

We will be in the market again this year for canned vegetables and fruits. We have treated our customers well last year. Everyone was satisfied.

SEE OUR PRICES.

L. Chaput, Fils & Cie,

WHOLESALE GROCERS,

Importers Teas, Wines and Liquors,

▲ MONTREAL

ESTABLISHED 1842.

FLOUR AND CEREAL FOODS

Can You Spare the Time?

THE young men in the milling industry might read with profit the following article which appears in the current number of "The Dixie Miller."

In a recent number of one of the popular magazines a rather long article appeared concerning the young men in the national affairs of to day. Without an exception almost, these young men are holding prominent positions through merit, and not through party "pulls," as is commonly supposed.

What is true in national affairs is being fully demonstrated in the many trades and professions:

While one hears much of the party "pulls" in politics, yet there is but little doubt that in the great majority of cases the real pull is merit, for in every walk of life the man of merit either has a pull or makes one.

This real pull, merit, or whatever you call it, is not obtained by asking, but is the result of long, diligent, persistent labor and study. In reality, it is the thorough knowledge of the work they wish to follow.

While this is only an old fact restated, yet it is well to call the attention of the young men in the milling profession to it so that they may realize that this applies to them with the same force as to others.

Diligent study has done more to advance men in various professions than any other agent, yet, judging from observation, very few young millers spend much time in studying the many difficult problems which need a solution. While this is true, yet not all the blame can be put upon the young miller, as often the employers would count any time spent in study as lost, while an equal amount of time spent in handling grain bags would increase the miller's value in his estimation. Under such unfavorable circumstances progress would necessarily be slow, as all improvement would have to be made in hours off duty; and after eleven or twelve consecutive hours' labor in a mill, one feels more like appropriating any leisure time to rest.

However burdensome it may seem at first, nothing will return larger profits than one hour each day given to honest, hard study to advance yourself in your

work. There are at present no up to date text books or treatises upon milling, yet one can receive better and more practical lessons from the journals devoted to milling. By simply reading a journal through one is sure to grasp some points which will prove beneficial, but more good will result if many hours careful study is given.

It would be almost useless to outline a plan to proceed upon as each individual would know better his requirements. But at least one hour each day should be given to hard study. Concentrate your mind upon your work and make each hour of study make you a better miller. In a relatively short time you will be surprised at the advance you have made, and, if followed up, before you are aware you will have the necessary "pull" to place you in a commanding position, while someone who has not kept pace with you must still keep his present place or take the one you have so willingly left.

Adding this extra hour's duty to each day will no doubt be a task, and your employer will gain by it without making an extra compensation, but it will only be a question of time until he, or someone else, will be glad of the opportunity although the cause may be unknown to them, to pay well for these extra hours.

A Sentinel of the Long Ago.

Helen Rathbun Parry in The Miller's Review writes:

We of this machine age are prone to forget the homely details of our forefathers' lives, while we dwell upon their glorious victories on the field of warfare; but there were heroes of the plough as well as of the sword, and their hardships were none the less severe because endured at home. It seemed the end of the struggle when the pioneer found a promising bit of land and built the rude cabin called home, in the midst of his scant acres. He quickly ploughed and planted and indeed the battle was half won; but corn, however ripe and abundant, must be ground ere bread is made, and the experience of a New Jersey lad, who not only fought but tilled, was a lesson common to most of those brave "Pathfinders" of old.

In 1776, although too young for the ranks, Silas Carter served General Washington as teamster, and later on

did his part in the country's defence. When the great question was settled, he, with many others, found a home in Canada, and his portion was on the shore of Lake Erie, opposite the site of the present city of Buffalo. The little farm was fertile, but grinding wheat on the top of a hardwood stump with a flat stone is a slow process of making flour; the Government hand mills, furnished to settlers, were little better, and hardest of all was the toilsome trudge to the nearest mill, miles away, where a generous portion of the grist was kept as toll by the greedy miller.

Something had to be done, and something was done after the wasting strain of the "Hungry Summer." There was stone in plenty, and willing hands soon gathered in the loads of boulders until there was a sufficient supply on hand, not only for the erection of the much needed windmill, but to furnish the lime for the building of it, and in the Fall of 1832, the huge canvas-covered "swifts" of Silas Carter's mill were spinning in the brisk breezes from the nearby lake. The walls, built so solidly in those serious days, are standing now, although the old mill has long since lost its wings, and Windmill Point is always an attraction for those who are lovers of the interesting and the picturesque.

Canada's Exhibits For St. Louis.

Canadian exhibits for the St. Louis Fair are reaching Ottawa every day, but it is not likely any will be forwarded for some months. At present there is a carload of valuable mineral specimens stored in the Imperial buildings, made up chiefly of gold and copper ores from British Columbia. A large quantity of grain samples is in store at the experimental farm, ready to be forwarded. Arrangements have been made for receiving in Ottawa all goods intended for exhibit. It has been ascertained that the Dominion will be able to exhibit oats weighing 40 pounds to the bushel, and all samples up to the standard of 34 pounds. Wheat weighing 64 pounds to the bushel has been secured from several portions of the Dominion. As far as possible, individual counties will be represented by exhibits. In cases where the crops were behind the average this year samples from last season's yield will be taken.

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HAVE YOU

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

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

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

Breakfast Food

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

Wheatlets

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

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257.
" 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Port of Spain, Trinidad.

The last commercial review from Gordon Grant & Co., Port of Spain, Trinidad, says: Supplies of all grades of flour are ample, but values are gradually moving up in sympathy with the firmer American advices. The importations of Canadian flours have almost entirely ceased, which seems a pity after establishing a considerable trade.

Ottawa Milling Co.

The Ottawa Milling Co., Ottawa, have recently equipped their mill with the most modern machinery. They have added an "Eclipse" kiln, the only one of its kind in the Dominion and all of their appliances are of a thoroughly up to date description. Their export trade has very largely increased and the mill has now a capacity of 100 bbls. a day.

JOHN MacKAY, Limited,

Successors to John MacKAY, deceased
ESTABLISHED 1854.

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

Caledonia Mills BOWMANVILLE, ONT.

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

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS, PERTH, - ONT.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

THE CANADIAN GROCER

Canada's Wheat Lands.

THE Manitoba Free Press speaks in the following triumphant tone of the settlement of our great Western wheat lands:

"In making their appeal to men in other lands to come across to Canada, our pioneers can point with pride to the fertile soil and the prolific crops of their new country. Their settled patches over all the West—along the Red and the Assiniboine and the two Saskatchewan—had proved beyond a doubt or cavil that the whole of it was fitted to become the home of a thriving farming community. Moreover, the pioneers of the West have made simple and plain and accessible the path to prosperity for those following them.

So now, to-day, the comer into Canada has no long and expensive experiments to make for himself. He builds up his business on the experience of his forerunners, and practically begins his work at a stage which it took the pioneers years to attain. If the newcomer be one from the similar prairies south of the boundary, so much the better, for he has nothing to learn, and by the proceeds of the sale of high-priced land in the States, he can start on the free, or cheap, and more productive lands of Canada on a larger and more profitable scale.

One of the most remarkable illustrations of the truth of the old saying, "A prophet hath no honor in his own country," has been brought prominently to notice by the recent and wonderful agricultural development and land-value increases in the prairie portion of Canada. For years the Western Canada press labored almost in vain to impress upon the people of Eastern Canada the magnificent resources of the great heritage of the Dominion in the West. Government immigration agencies in the United Kingdom could not remove the prejudices of the British immigrant against Canada and in favor of the United States. Even the business methods of the Canadian Pacific railway and land companies had comparatively little effect in inducing land seekers to come and fill up the vacant provinces.

It has taken the Canadian country almost 30 years to emerge triumphantly from the clouds of calumny by which it has been concealed. It took the truth a long time to catch up with misrepresentations by which hunters, traders, and trespassers tried to protect their fur preserves from the invasion of farmers. It also took many years for the United States to fill her own prairies to anything like overflowing. But all things come to him who waits—and hustles while he waits—and Canada has worked, as well as waited, since the days that Ruperts Land was annexed to the Do-

minion. So now, in the fulness of time, the clouds have departed, and the shadows are past from over the prairies. To-day the fact that the Dominion offers to the farmer, not only free and cheap, but also tried and tested lands, the superior of which cannot be found on earth, is a fact known and being taken advantage of throughout both the old and new worlds."

Prefer Canadian Flour.

Canadian flour is making for itself a reputation in the Empire of Japan. Mr. Nosse, Japanese consul-general, received yesterday an Osaka newspaper, in which it was stated that:

"The demand for Canadian bread at the Osaka exhibition is already greater than the supply. Of the last consignment of 1,700 bags of flour, 1,000 have already been used, but the trouble is that with the number of ovens which are at the disposal of Canada the bread cannot be turned out fast enough."

The consul-general has also received certain official notification from Baron Kamura, the Japanese Foreign Minister, that during the continuance of the labor difficulties in British Columbia, the Japanese Government has agreed to prevent immigration to Canada. The Foreign Minister also declares that preference will be shown Canadian over American flour. The idea that the Dominion is one of the United States is slowly becoming dispelled, but it is being spread and encouraged by the American visitors.

Plight of French Millers.

Flour milling has recently become so non-profitable in France that the millers of that country are about to test a co-operative scheme for selling their products. There is nothing novel in an association selling flour under fixed rules. It has often been talked of in this country, but never passed the theory stage; the French millers are going to put the scheme into practice. In time we shall know how a remedy suggested here is going to correct the drawbacks of the milling industry in France.

Of decided interest it would be to know precisely what caused the aggravated depression in French milling. It has never been hampered by foreign competition, the Government has cheerfully and promptly granted all legislation demanded, good wheat is easily to be had, the people of the country are great bread consumers, yet for more than a decade the flour milling industry of France has languished. According to American ideas, the milling capacity of the country is not too large for the population, yet somehow the trade must have been overdone.

No reasons for the slump are given by

the French millers; so long as they demanded legislative assistance they received it; now they are going to try to help themselves out of the slough into which they have somehow sunk. French flour milling has been fenced in, walled in, by statutes and regulations that gave the millers an absolute, indisputable monopoly of their home flour trade, and yet they are farther from prosperity than the millers of any other European nation. There is a superabundance of food for reflection here, not only for American, but for European millers, particularly those of Great Britain who lay every drawback in their trade at the doors of the millers of America.—The Miller's Review.

The Crop Prospects.

The Canadian crop prospects continue to be of the most favorable nature and everything promises well both as regards quantity and quality.

Notes.

A good flour may be cheap, but that does not prove a cheap flour to be good.

At the moment the wheat offerings in Manitoba and Ontario are remarkably small.

In Montreal there is a brisk demand for Canadian flour for September shipment to South Africa.

German military authorities are experimenting with a 15 per cent. admixture of potato flour in the rye flour used for army bread.

A report from Kingston, Ont., says that machinery for the largest cereal food manufactory in Canada is being placed in position there by a Detroit expert.

The formation of a combine of all the important flour mills in Portugal is said to have been undertaken with the knowledge and countenance of the Government.

During the month of June there were exported from the United States 5,023,265 bushels of wheat, valued at \$4,025,388, and 1,510,991 barrels of flour, valued at \$5,666,102.

The Wm. McCann Milling Co., of Toronto, are increasing their output very largely this Summer. They find a steadily growing demand for their flaked wheat and rolled oats.

Exports of wheat from the Argentine Republic from January 1 to April 3, 1903, aggregated 22,930,000 bushels, against 8,156,000 bushels for the corresponding period a year ago.

The first new wheat of the season arriving in Hamilton on Monday of this week was purchased by Lake & Bailey, who bought 400 bushels. It was white wheat of good sample, weighing 62 lb. to the bushel.

THE CANADIAN GROCER

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522

96 King St., MONTREAL.

Canada's Ideal Worcestershire Sauce

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

- It gives complete satisfaction.
- It shows a good profit.
- Your jobber supplies it.



Trade Mark

PHONE MAIN 1975.

LEES & LANGLEY,

53 Colborne St., Toronto.

TOMATOES

Boyer's Extra Tomatoes
Hickory Packing Co. Tomatoes
Lakeport Tomatoes

New pack Lyn Valley Asparagus, New Pack Canadian Peas, THREE BRANDS

The F. J. CASTLE CO., Limited,

Wholesale Grocers, OTTAWA, CANADA.

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



Hires'
Root Beer

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

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

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

W. P. DOWNEY,

26 St. Peter St.,

—Prices on Application—

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

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.

MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

The Grocer and Cigars.

TWO instances came under the notice of "The Canadian Grocer" this week which tend to show the daily increasing interest the retail grocers are taking in the cigar and tobacco trade. A representative of this paper, in visiting the warerooms of The Dominion Show Case Co., was shown an order for a cigar case from an Oakville merchant who had seen their advertisement in "The Canadian Grocer," and later in the same day he saw a letter from a Cooksville merchant to a manufacturer ordering a sample lot of a brand of cigars which he also had seen advertised in this paper. Both manufacturers intimated that such orders were of frequent occurrence. We have, from time to time, asked our grocer friends to try the experiment of keeping a better line of cigars, and it is worth while noting the experience of one of Toronto's leading retailers in this connection. Messrs. Moore & Son, Spadina avenue, have a cigar department fully in keeping with the general equipment of their well known establishment, and state that they devote their attention almost exclusively in this line to the selling of high grade cigars. Fully 90 per cent of their sales are of the better class, the enquiry for the cheaper lines being of a very limited nature. They have devoted quite a little attention to this branch for some time past and results have been of the most satisfactory character.

Character in Smoking.

ACCORDING to a man's manner of smoking you shall know him, is the opinion of a keen observer of habits and characteristics.

Let him gnaw at the end of his cigar and roll it between his lips, and you may depend he is cynical, likely to look always on the wrong side of human nature, and not to trust anyone completely.

The man who smokes with his cigar tilted upwards has the traits that make for success, is brisk, aggressive, and likely to triumph over interference with his wishes. The smoker who guards his cigar jealously and will smoke it almost up to the point of charring his mustache or burning his nose, is a tactician, scheming, self-seeking, and with an intense desire for power.

The cigar tilted toward the chin de-

notes the day dreamer, the person who may have ideas and ambitions, but seldom the practicality to carry them out.

The cigar held steadily and horizontally indicates a callous, calculating nature, strong traits, but poor principles—the sort of a man who could be brutal with indifference should occasion arise.

Men who let their cigar go out and then try to relight it, also those who, after smoking for a while, let the cigar go out and then throw it away, are likely to be irrational and without the capacity to put their powers to use.

Men of quick, vivacious temper hardly touch the tip of their cigar with their teeth and after taking two or three whiffs will remove it and hold it in their hand in absent-minded fashion. They are men who change their opinions and ambitions often and require the spur of novelty or necessity to make them exert their best powers.

The man who, after lighting his cigar, holds it not only between his teeth and lips, but with two, three or four fingers of his left hand, is fastidious and possessed of much personal pride. Such a person will often remove his cigar and examine the lighted end to see if it is burning evenly and steadily. Such actions indicate carefulness, sagacity, and a character worthy of confidence and esteem.

The smoker who sends forth smoke from both corners of the mouth in two different puffs is crochety and hard to get along with, though he may have good mental faculties.

The spendthrift, sometimes the adventurer, is declared by the act of biting off the end of a cigar. Lack of judgment, dislike to pay debts, and not over-niceness of habits are declared by this practice.

The pipe smoker who grips his pipe so firmly between his teeth that marks are left on the mouthpiece is mettlesome, of quick, nervous temper, and likes to be tenacious of his opinions one way or another.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

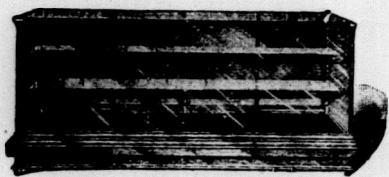
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,

LIMITED

MONTREAL, QUE.



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

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

Smoking

—
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT



Union Made.



You Are Prejudiced

possibly, in favor of certain brands of Tobacco, and are unwilling to stock a new line, even though there's money in it. But surely your prejudice is ill-founded. Consider our growth. Our growth is our best argument.

Chewing

—
TONKA
SOLID COM-
FORT
PINCHIN'S
HAND - MADE



Union Made.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

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TOBACCOS AND CIGARS

Many smokers, no matter how many cigar cases they have, carry their cigars in their upper left-hand waistcoat pocket. This fault indicates a love of self-indulgence and disinclination to make the slightest exertion other than is absolutely necessary.

These observations, it should be remembered, are those of a woman who has been observing men who smoke.—United States Tobacco Journal.

Porto Rico Union.

Cigarmakers' Union of San Juan, Porto Rico held a mass meeting at the Federation Libre quarters for the purpose of delivering the charter to the union and administering the oath of allegiance to The International Cigarmakers' Union of America. This is the first cigarmakers' union in Porto Rico which has joined the American Federation of Labor. The cigar manufacturers who give support to this union will enjoy the privilege of using union labels on their goods. Then the Porto Rico cigars will not be boycotted as now by the miners, steel workers and other unions of Porto Rico. The cigarmakers' union label is marked "District of Porto Rico."

Smoking Among the Ancients.

The frequency with which old pipes made of clay, wood and metal have been found in England, Ireland, Germany, Switzerland, and France, has led archaeologists to the belief that the ancients may have smoked, says The Scientific American. The belief receives some color from passages in ancient authors. Herodotus remarks that the inhabitants of the Aroxes Islands, supposed to be the modern Volga, "were wont to throw piles of fruit on a fire and then to inhale the vapor, with the result that they became as drunk as ever the Greeks became after drinking the wine, and the more fruit they threw on the fire the more drunk they became." Pomponius Mela talks in a similar strain of certain Thracian tribes. Pliny asserts that the vapor of plants was used to cure diseases and says that in some instances it was even inhaled through a tube.

Cigar Clippers and Hygiene.

At Scranton, Pa., the superintendent of the board of health has been urging war on machines for clipping the end off a cigar. He declares it to be his opinion that many diseases are transmitted by means of the cigar cutters. He declares that he has noted that many smokers after purchasing a cigar place it in their mouths and moisten it before placing it in the cutter to remove the tip. This, he says, is likely to result in disease germs being conveyed to the cutter, and then transmitted to the mouth of the

next smoker who uses it for removing the tip of his cigar.

Tobacco in South Africa.

The efforts of The British South African Co. to raise fine tobacco in that part of the world seems to be reaping success. They have just announced a second crop of the best leaf in the Makoni district, Mashonaland, Southern Rhodesia.

Tobacco Trust in Japan.

The American Tobacco Trust has bought up all the tobacco interests of any importance in Japan. They are all situated in the southern portion of the country. They are all being worked to their fullest capacity, but where the consumer finds a difference is in the fact that the prices are regulated from the United States. The trust gives an order that such a price is to be paid and the Japs simply have to pay it.

A Light That Failed.

That the aromatic weed hath charms as potent as music! "that soothes the savage breast," is acknowledged by competent critics, and even poets have not disdained from making it a subject. Witness the latest:—

The maid, as by the papers doth appear,
Whom fifty thousand dollars made so dear,
To test Lothario's passion, simply said:
"Forego the weed before we go to wed.
For smoke take flame; I'll be that
flame's bright fanner;
To have your Anna, give up your
Havana."

But he, when thus she brought him to
the scratch,

Lit his cigar and threw away his match.

—The Humbler Poets.

Tobacco Notes.

Jack Hamilton, the Ontario representative of Harris & Harkness, Montreal, visited Toronto last week.

T. J. Horrocks, Toronto, says that for some weeks he has been unable to supply the demand for the Ronto cigar.

Isaac Blumensteil, Hamilton, who has not of late been in the best of health, is taking a short vacation in the neighboring States.

The business of Webb Bros., cigar dealers, Toronto, has been taken over by the largest creditors under power of chattel mortgage.

L. Gonzales & Co.'s cigar store, Montreal, was burglarized a few days ago and the robbers succeeded in levanting with a large quantity of goods.

The Wallaceburg cigar factory, which has been run by Bowers & Philp, has been purchased by O'Brien Bros., of Chatham, and the material and stuff moved there.

The
Canadian Grocer

Pipes



The Largest Pipe House in
Canada.

Write for Prices.



THE W. H. STEELE CO., LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

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

The extensive additions of the works of The McAlpin Tobacco Co., Toronto, are nearing completion and the new wing will likely be ready for occupation early next month.

The W. H. Steele Co., Ltd., Toronto, report a good enquiry for all of their Big 4 lines. In high-grade goods there is a specially active demand for their "Security" cigar.

Mr. Isaac Harris, father of Samuel Harris, of the cigar firm of Harris & Harkness, Montreal, died recently in that city, at the age of 71 years. Deceased was well known in Hebrew circles and was a citizen very much respected.

Deputations representing the tobacco interests in several cities have visited Ottawa during the past few days to protest against the proposed new anti-cigarette clause in the Criminal Code. The usual promise of consideration was received.

Mr. J. S. Williams of The American Tobacco Co., is at the Windsor Hotel, Montreal. Mr. Williams returns from a tour of inspection of the company's branches and agencies in the Maritime Provinces. He reports most satisfactorily of the state of trade in the east and sees a decided improvement in the plug tobacco trade of his company.

MEN OF THE ROAD.

READERS of THE GROCER will readily recognize the genial countenance and generous figure of W. E. Henderson, who does Southern Ontario from Brockville to Windsor for Thos. Wood & Co., Boston and Montreal, of Wood's Boston Coffees fame. 10 years business in Hamilton and 15 years on the road have given Mr. Henderson a pretty thorough knowledge of the tea and coffee trade and connection with the fraternity throughout Ontario.

Trade prospects Mr. Henderson reports bright, and in his own line a growing demand for the Canadian Souvenir Tin coffee and Primrose package tea.



W. E. Henderson.

Mr. Henderson was formerly with S.H. and A. S. Ewing, coffees and spices Montreal.

SALESMEN WHO CREATE BUSINESS.

SALESMEN who are able to go out into the world and create business are the highest types of the men of that profession, says The Retailers' Journal. With such salesmen the central and ever dominating idea is to make business, not merely take orders from old customers. How to accomplish their purpose is the thing which they are at work on constantly. While other salesmen may be telling stories or having a good time waiting for a chance to see a customer, the man with the creative thought uppermost in his mind is trying to study out a plan whereby he can carry out his purpose.

As a rule, it will be noticed that the best salesmen of this class make but little fuss when talking business with their custom-

ers, but it will also be noticed that what they have to say goes right home, and instead of arguing with the customer he instructs him—tells him things of interest about the goods under consideration. He will point out qualities that another salesman never knew existed, and he will tell about these things in such a way as to command the attention of the customer. And what is more, he will tell the truth, and tell it in such a simple, straightforward way that the customer will be certain that it is the truth.

The salesman who is able to create business does not resort to the cheap tricks which the man on the road often resorts to in order to sell goods, for he knows it is not profitable. He wants to sell his customer again and he must retain his confidence. He must feel certain that the customer believes implicitly all he says, for this is necessary to his general plan of work.

This idea of knowing just a little more about his goods than the mere order-taker knows is the key to the true salesman's success. He must first know what he is talking about when he attempts to sell the retail merchant a bill of goods. If he has cultivated along with his knowledge some graces of speech and manner he will be better able to present his case. The man of refinement who will talk of things whose nature he thoroughly understands can always get a hearing and sell goods, enlarging all the time the field they are made to occupy. Such salesmen are truly creators of business.

CO-OPERATIVE PACKING OF APPLES.

THE English merchant does not like to handle small lots and experimental packages, says Mr. W. A. MacKinnon, chief of the Fruit Division, Ottawa. He wants thousands of barrels, all uniform in quality, variety, packing and package. This uniformity, however, cannot be secured where packing is done in small quantities in orchards. The time has arrived in the history of the apple trade in Canada when large packing houses must be the order of the day. Whether these large packing houses are controlled by co-operative associations or by capitalists who have a knowledge of the apple business is a matter of comparative indifference. It does, however, seem quite possible for intelligent growers to unite in co-operative associations and secure all the advantages that accrue to the capitalist, as well as those that come by packing in large quantities. These storehouses are not necessarily expensive buildings. They should be frost-proof and large enough to accommodate

the full crop of the patrons. It is not at all difficult to get plans that have worked well in other parts of the country. The aim should be to secure as large a quantity of good stock as possible, to grade it uniformly, mark it honestly according to the requirements of the Fruit Marks Act, and sell through any medium that may offer the greatest advantages. There is not the slightest doubt that if such an association were formed in any of the fruit districts and such a packing house established, it would attract buyers from every market, and the apples could be sold for spot cash. It is sincerely to be hoped that the good business men among the apple growers will take this into their serious consideration. It is not merely a question whether their own apples will be sold at the proper figure or not. They should be, even for their own sakes, deeply interested in the sale of their neighbors' apples. A careful analysis of the conditions of the trade will show that prices in fruit especially are often sadly depressed for the want of selling ability on the part of the small grower. It therefore behooves the more intelligent and larger grower to interest himself in the fruit of his less fortunate neighbor.

Do You Care

whether your goods reach your customers in good order or not? Our Brown and Manilla Wrapping Papers can be depended upon. Their characteristics are strength and durability.

Full Count. Full Weight.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO MONTREAL.

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Flett's

Pickle Uniformity.

FLETT'S PICKLES don't vary in quality. There is but one grade—the best—its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

Paterson's Worcester Sauce

always makes your customer speak well of you.

ROSE & LAFLAMME,
Agents, - Montreal.

a Sauce

that is a seller

Brand's
Al Sauce

a fine tonic and digestive.

You handle other sauces no doubt, but for a real **Al Rapid Seller** and, once introduced, will hold your trade, **Brand's Al SAUCE** has no equal.

A post card will bring you a sample and terms, by addressing

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

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

England leads the world in
MALT VINEGARS

and

Grimble's
PURE MALT



Vinegar

heads the list.

Brewery: LONDON, England.

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

Suggestion of a Need Oftentimes Creates it.

THE following letter has been received from a Montreal reader of THE GROCER, who shows his interest in this department in a substantial way. A note of sincerity and enthusiasm rings through the circulars he has sent me, which is the most effective thing about them. I reproduce extracts from one of his circulars this week outlining the "Doll Competition" referred to in his letter. Here is his letter—I am sure it will be appreciated by all my readers, as it is by myself:

Montreal, July 1, 1903.

W. ARTHUR LYDIATT ESQ.,

Toronto, Ont.

DEAR SIR,—I've often wished to send you a few of my circulars, but I don't know if I was afraid of your criticism of them or for want of time that I have not done so before. I think the latter is the reason.

I've been in business now almost three years, and started with a capital of \$150 of my own; the balance I borrowed, and in that time have cleared myself of it all and have a nice little sum to the good, which I consider pretty good. I think my experience is worth something, for it's not the experience of a man doing a bad business that we want, but of some that are doing well.

The second year I was here I took a contract with the leading paper of this city, The Star, and consider my money thrown away (I call it my \$100 mistake), and my experience is that newspaper advertising is no good to a store as mine is situated, in the suburbs, though it might be well with one in the centre of the city. I mean by that that you can draw trade from the four corners to the centre, but not from the centre or other corners to another corner. I did not get any results from my advertising.

But I find the only way for a retail store to tell the people what it has to sell and at what prices, is to do so direct—by circulars. I have done so once a month with the best of results.

Now this may not meet the approval of a credit store, as some customers may have a big balance on their books, and they are the ones that take advantage of any cut price he might be offering, but I'm only giving my own experience.

I am doing a cash business. I have been in business almost three years here and would give all the credit I have for \$50.

We have the G.T.R. pay-day once a month (which is far too long), and, as most of our customers are employed there, we make it a point to always have our circulars distributed a few days before; and I might say here, that the main thing is to have them distributed properly by some reliable persons.

Extra stock I have in any time I make a special run on them. I always try and make it a point to begin with something that everybody wants, as sugar, butter, potatoes, etc.

I would call your attention to the circular of the "Doll Competition." It was the best advertising I have had so far. My object in getting this up was to make a window display, and I might say that I made it just about this time last year—in the holidays. I got 70 dolls in and gave

that is CASH—as I think people would be better off if they paid cash.

Yours very truly,
W. J. CONDRON

Mr. Condron's very interesting letter opens the way for considerable comment on the points he has brought out, but I will confine myself to calling your attention to his remarks on newspaper advertising.

As I took occasion to remark a few weeks ago, it has been the rather expensive experience of numbers of grocers in the larger cities that advertising in the newspapers of large circulation and high rates does not pay. Through the impressive arguments of some advertising solicitor, or their own reasoning, they become enthusiastic over the opportunities for business-getting that lie in spreading out and throwing business-drawing magnets in the way of close prices broadcast, in the hope of drawing trade from the four corners of the city.

As Mr. Condron remarks: "It is possible to draw trade from the four corners to the centre," but it must be a genuine and continuous set of bargains, or some unusual merchandising power that will make sufficient people go out of their way to buy their groceries at your store, to make the newspaper advertising pay. As a rule it is necessary to make cut prices the drawing card—then it takes a lot of trade to make up for the cost of this expensive advertising, and pay for the extra clerk hire and the delivery and other expenses connected with doing a large bargain trade.

For the "locality" grocer in the larger cities—such, for instance, as my correspondent—the circular (or better still, the store paper) is precisely the proper thing.

But in the smaller towns and cities—as well as in the many villages and trading centres—the trade-pulling power of a good space well used in the local newspaper cannot be overestimated.

Some of Mr. Condron's circulars are very interesting in some respects, and I will reproduce some of them and make further comment next week

RAGAMUFFIN DOLL COMPETITION

To reward our girl customers, we will give the three beautiful dolls that we are showing in our window, to the three most comical and worst dressed dolls that will be brought to us before the 30th of this month.

The conditions are that the dolls must be left with us from the 30th of August to the 15th of September. On that date we will have three ladies of the Pointe as judges; there will be no name on any of the dolls so that there will be no partiality shown; we are doing this so that every girl in Pointe St. Charles, rich or poor, can have the same chance to win.

The biggest doll costs \$10.00, the next \$8.00 and the other \$6.00, so that they are worth trying to win.

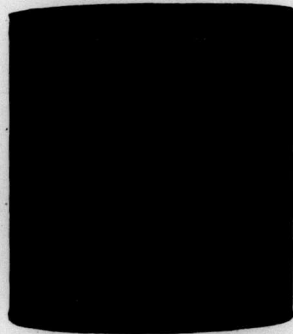
the prize dolls to the most comical. That brought me all kinds and did not bar the poor girl from sending hers, as the best dressed doll would have done. I had a window that everyone that passed stopped and looked—and had a good laugh. Children that would not go messages for their mothers would ask them if they did not want something, so they could come to the store and have a look at the dolls.

My "concert" one was also a good one, but there was too much work attached to it.

I am also sending you a needle case that I have for my next one. I'm advertising that I will give one free with each pound of our best tea, coffee or pepper. I will send you a circular if you would care for one.

In closing this long letter I would say that I think there is only one way to run a grocery store (or any other kind) and

Established 1845



1 and 2-lb. Tins.

Established 1845

COFFEE

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

SPICES

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

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

TIP-TOP SOAP CHIPS

Send for sample
packets for free
distribution.

IN CARTON PACKETS

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



High-Class Grocers' Co-Operation

High-class Grocers all over Canada appreciate the quality of "Quaker" Ceylon Tea, which, being sealed in Ceylon, is absolutely free from contamination or adulteration. We want to send samples to any Grocer who does not yet know "Quaker" Ceylon Tea.

J. A. MATHEWSON & CO., MONTREAL,
Agents for Canada and Newfoundland.

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

CONFECTIONERY

A Department
for Retailers.

Department in the Grocery.

THERE are very few retail grocers in towns and villages who do not have a confectionery department. THE CANADIAN GROCER has seen some very nice ones. A showcase of confectionery, even if only a small one, has in itself a very bright, attractive appearance, and its very presence gives the grocery store an improved appearance.

However, some of the grocers do not pay as much attention to the confectionery department as they might. Some content themselves with a few jars of the more common candies, and a few tins of fancy biscuits; they only devote a couple of shelves to the department. If they go so far, why not go a little farther and do the thing properly? A person cannot hope to make a success of anything if he only goes into it quarter or half way. "Things done by halves are never done well."

In some stores in towns or villages THE CANADIAN GROCER has noticed that the grocers often allow their confectionery commodities to be scattered all over the store. Perhaps they will have a small showcase on the end of the counter nearest the door. There will be a row of tins of fancy biscuits at the back of the store along with innumerable kinds of breakfast foods. About the middle of the store will be a couple of shelves containing jars of candies of different kinds among other shelves containing pickles, canned goods and spice tins.

How much better would it be to have all together have a department that is a department? Leaving out of consideration the appropriateness and good appearance of having everything in the confectionery line together, the handiness of the thing should induce the grocer to so arrange the department.

City grocers do not handle confectionery so generally as the rural ones, on account, likely, of there being so many confectionery stores to compete with. However, very many city grocers do go in for it and make it pay. Those that have the department do, as a rule, pay more attention to the arrangement of it than the majority of rural grocers.

THE CANADIAN GROCER was very much attracted with the arrangement of a gro-

cery store, in the city of Toronto, visited recently. Along the side of the store were the grocery counter and shelves. On the opposite side, at the back, was the provision department, and next the door on the same side was the confectionery department. Everything in the place looked fresh and bright, and the appearance of the confectionery display helped very materially to bring about that effect. There is a short counter, the half of which is taken up by the showcase. Behind the counter are shelves, the lower ones being occupied with show-tins of fancy biscuits and the upper ones with jars of small confectionery. Piled on the top of the shelves are boxes of soda biscuits.

The proprietor of the store says that one would be surprised at the amount of confectionery he sells to his grocery customers.

Ice Cream in the Eighteenth Century.

THE idea that ice cream is the invention of these later days is dispelled by the directions which are found for its making in the New Universal Complete Confectioner, published in London, Eng., over two hundred years ago. The primitive methods employed may incite a smile as one tries to imagine them applied to supply the present day demand for this refreshing delicacy. The directions of our Universal Complete Confectioner are:

"Take two pewter basins, one larger than the other; the inward one must have a close cover, into which you put your cream, and mix it with what you think proper to give it a flavor and color, as raspberries, etc.; then sweeten it to your taste, cover it close and set it in the larger basin; fill it with ice and a large handful of salt, under and over and round about; let it stand in the ice three-quarters of an hour, uncover and stir it and the cream well together; then cover it again, let it stand half an hour longer and turn it into your plate. Your basins should be three-cornered. That four colors may be in one plate; one color should be yellow, another green, another red and a fourth white; but that depends on fancy and what you color them with, as any sort of fruit, saffron or cochineal, and for the green there are several sorts of juice; all must be flavored with a different sort of fruit; the white wants nothing but orange-flowe-

water and sugar; these basins are made at the pewterers for the above use. Some make their cream in tin pans and mix three pennies' worth of saltpetre and two pennies' worth of rock alum; both beat fine with ice, as also three pennies' worth of bay salt; lay it around the pan as above, cover it with a coarse cloth and let it stand two hours."

Sugar as Medicine.

Confectioners should be in a position to inform the general public of the delusion under which they labor when they try to argue that confectionery is injurious to the health, says The Canadian Confectioner and Baker. Many people still think so, though they grow less year by year, and the majority of people agree that sweets in moderation are beneficial. An instance is stated of a person who was so severely affected with dyspepsia that frequently he was forced to abstain from taking food for many hours. On these occasions pains in the head become very severe, followed by extreme nausea. On one occasion the patient experimented with some lumps of brown sugar, which he dipped into water and ate very slowly. In his own words his head was "beating like a trip-hammer" when he commenced taking the sugar. He almost immediately felt the beneficial effects of the sugar, which caused the pain in the head to stop and materially aided the stomach.

Frosting.

A frosting, that is adapted for coffee cakes and honey goods, that is soft and pliable can be made in the following manner: Four ounces gelatine, two quarts water, one quart white of egg, one-half ounce alum, one-half ounce cream tartar, one quarter ounce extract vanilla, twenty-three pounds pulverized sugar. Heat one quart of the water and dissolve the gelatine in it, and pour into a cake mixer; turn on the power and add the white of eggs and then the extract of vanilla. Dissolve the alum in the remaining quart of water and sift the cream tartar into the sugar. Add the water and the sugar; the mixer should run slowly, not over thirty revolutions per minute. Let it run until it is beaten to the right consistency to spread on the cake.

BR

NICH

T

Files of
fly and
scientific
is long

BE

Ben

Ben
Hardy
Grocer
Seed
Drug
550

BROCK'S BIRD SEED



IS
PERFECTION.
IT
PAYS TO SELL.

SAMPLES FREE.

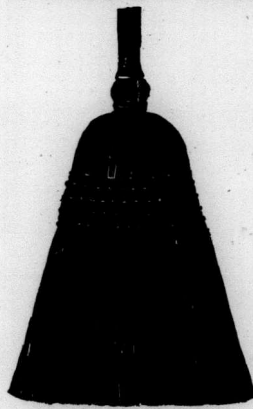
NICHOLSON & BROCK, TORONTO.



TANGLEFOOT
SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

BERLIN BRUSH CO.
WATERLOO.



Manufacturers of
**Fine Whisks,
Brooms, and
Brushes**

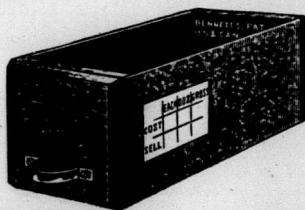
We want your trade and if your name is not on our travellers list, let us know and we will send our quotations or have a man call at earliest opportunity.

...THE...

Bennett Manufacturing Co.
(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

COWAN'S

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

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

Are the standard goods for purity and excellence.

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



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

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

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

**The Nibble
of a Mouse**

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

GUELPH
Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.
MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

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, \$1.80.)

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

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

For over a Century
and a Half.



KEEN'S MUSTARD

has been on the market since 1742.

Its trade has been increasing ever since this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

Current Market Quotations for Proprietary Articles

July 30, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand	Per doz.
Cook's Friend	\$4 40
Size 1, in 2 and 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.

Brand	Per doz.
Diamond	\$2 00
1-lb. tins, 2 doz. in case	1 25
3-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
1 doz.	10c.	\$9 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2-lb.	10 50
4 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c.	\$9 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	16 " "	1 45
2 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2-lb.	4 10
1 " "	3 " "	7 30
2 " "	6-oz.	1 25
1 " "	12 " "	\$4 55
1 " "	16 " "	

JERSEY CREAM BAKING POWDER.

Case	Per doz.
5 doz., in case	\$9 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

Item	Per doz.
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

ROYAL BAKING POWDER CO.	
Sizes	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	
Sizes	Per Doz.
Dime	\$1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

Blackening.

Item	Per gross
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

Blue.

Item	Per lb.
Keen's Oxford	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross.	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

Black Lead.

Item	Per box
Reckitt's	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-	
lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish,	
in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Brooms.

Item	Per doz.
United Factories, Limited	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 " "	3 95

Item	Per doz.
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " " D, 3 " "	3 50
" " " " F, 3 " "	3 20
" " " " G, 3 " "	2 95
" " " " I, 3 " "	2 60

CANADIAN BROOM CO.

Item	Doz. Net.
Warehouse, 4 strands	\$3 15
Special, 4 " "	3 15
Crown, 4 " "	2 75
Maple Leaf, 4 " "	2 40
Electric, 4 " "	2 25
Queen, 3 " "	1 90
Creasant, 2 " "	1 60

Biscuits.

CARR & CO., LIMITED	
Frank Magor & Co., Agents.	
Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.	
Mushrooms, Rionel	\$15 50
1st choice Dutheil	18 50
Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines	
Rolland	9 50 10 00
Delory	10 50
Club Alps	2 50

Cereals.

Item	Per pkg.
Wheat OS, 2-lb. pkgs.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40

Item	Per doz.
Cocoa Essence, sweet, 1/2-lb. tins,	
per doz.	1 80
Chocolate—	
Queen's Dessert, 1/2 and 1/4 s.	\$0 40
6 s.	0 42
Mexican Vanilla, 1/2 and 1/4 s.	0 35
Royal Navy Rock,	0 30
Diamond,	0 25
8 s.	0 28

FRY'S.	
Chocolate	per lb.
Caracas, 1/2 s, 6-lb. boxes	\$0 42
Vanilla, 1/2 s	0 42
"Gold Medal," sweet, 1/2 s, 6-lb. boxes	0 29
Pure, unsweetened, 1/2 s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2 s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2 s, 14-lb. boxes	0 24

Cocoa	
Concentrated, 1/2 s, 1 doz. in box	2 40
1-lb. s.	4 50
1-lb. s.	8 25
Homeopathic, 1/2 s, 14-lb. boxes	
1/2 s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities.	0 37 1/2

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

Item	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 36

CADBURY'S.	
Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/2 and 1/4-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

Caracas to per box
Soluble c 1-lb. can
Vanilla ci per box

1-lb. pack
lb. " "
and 1-lb
and 1-lb
30-lb. ca
and 1-lb
30-lb. ca
oc. packa

Anchor

Eagle "1
Gold Sea
Peerless

Domir
lb. n

R

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.

	Per case.
1 case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

Wetley's condensed, per gross net.	\$12 00
per case of doz. net.	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1 lb. tins, per doz.	\$ 1 40
1 lb. tins	2 50
1 lb. tins	5 00
Durham 4 lb. jar, per jar.	0 75
1 lb. jar	0 25
F.D., 1 lb. tins, per doz.	0 85
1 lb. tins	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	\$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	13 20
Mugs	18 00
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12 lb. boxes, per lb.	\$ 0
1 lb. tins	0 35
1 lb. tins	0 32 1/2
1 lb. tins	0 32
4 lb. jars, per jar	1 25
1 lb. jars	0 35
"Old Crow," 12 lb. boxes, per lb.	0 25
1 lb. tins	0 23
1 lb. tins	0 22 1/2
4 lb. jars, per jar	0 70
1 lb. jars	0 25

Olive Oil.

	Per case.
Barton & Guestier's quarts	\$ 8 00
pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1 lb. glass	\$1 50
quart gem jars	3 40

T. LIPTON & CO.

1 lb. glass jars, 2 doz. case, per doz.	\$ 0 95
Home-made, in 1 lb. glass jars	1 50
In 5 and 7 lb. tins and 7 lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock	
10-oz. glass jars, 2 doz. case, per doz.	\$1 00
16-oz. glass jars, 2 doz. case	1 50
Quart gems, 1 doz. case	3 35
In 5-lb. tins, per lb.	0 09

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.	
cement stoppers (pints), per doz.	\$ 2 30
Corked	1 90

Soda.

COW BRAND.



Case of 1 lb. containing 60 pkgs., per box	\$3 00
Case of 1 lb. (containing 120 pkgs.) per box	\$3 00
Case of 1 lb. and 1/2 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

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2 lb. pkts. (60 lb.), per case, \$2 70.

Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1 lb. packages	\$ 2 75
No. 2, " 120 1 lb. " "	2 75
No. 3, " 60 1 lb. " "	2 75
No. 5 Magic soda—cases 100 10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors, per gross	10 20
black	15 30
Orisole soap	10 20
Glorigia soap	12 00
Straw hat polish	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4 lb. carton	\$ 0 06
No. 1 " " 3 lb. "	0 05
Canada Laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
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 STARCH.

Cases, 64 packages, 48's	5 00
1/2 Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Star hes

Canada Laundry, boxes of 40 lb.	\$0 05
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry	
3-lb. Canisters, cases of 48 lb.	0 06
Kegs, 100 lb.	0 05 1/2
Lily White Gloss	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch	
Boxes of 45 cartons, per case	3 40

Culinary Starches

Challenge Prepared Corn	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches

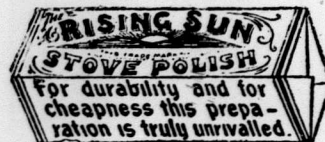
St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2
Laundry Starches	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. bbl.	0 05 1/2
" " 100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 5-6 family pkgs., 48 lb.	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.

Chinese starch, 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



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " "	2 35
10 " " " " " "	2 25
20 " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	



Teas.

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1 s.	\$0 20	\$0 25
1/2 s.	0 21	0 26
Green Label, 1 s and 1/2 s.	0 22	0 30
Red Label, 1 s, 1/2 s, 1/4 s and 1/8 s.	0 30	0 40
Gold Label, 1/2 s.	0 44	0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1/2-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1-lb.	0 36



LUDELLA CEYLON, 1 s AND 1/2 s PKGS.

Blue Label, 1 s.	\$0 18 1/2	\$0 25
Blue Label, 1/2 s.	0 19	0 25
Orange Label, 1 s and 1/2 s.	0 21	0 30
Brown Label, 1 s and 1/2 s.	0 28	0 40
Green Label, 1 s	0 30	0 40
Green Label, 1 s and 1/2 s.	0 35	0 50
Red Label, 1/2 s.	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks	Wholesale.	Retail.
Tetley's Extra quality	\$0 65	\$1 00
" No. 1	0 50	0 70
" Special	0 42	0 60
" No. 2	0 35	0 50
" No. 3	0 30	0 40
" 30c.	0 22	0 30
" No. 4	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens	Wholesale.	Retail.
No. 1	\$0 35	\$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25
Packed same as blacks.		

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2 s.	\$ 0 35	\$0 50
Blue Label, 1-lb.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2 s.	0 30	0 25
Japan, 1 s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" 1 40-lb. boxes	\$0 42
" " 11 40-lb. boxes	0 40
" " 111 80-lb. "	0 37
" " 11V 80-lb. "	0 34
" " 11V 80-lb. "	0 30
" " XXXX 80-lb. boxes	0 26
" " XXXX 30-lb. "	0 27 1/2
" " XXX 80-lb. "	0 23 1/2
" " XXX 30-lb. "	0 24 1/2
" " XX 80-lb. "	0 20
" " XX 30-lb. "	0 21
" " LX 60-lb. per case, lead packets (25 1 s and 70 1/2 s)	0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails 0 26 at 0 20
Chocolate Label	0 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 s, 1/2 s and 1 s.	
60-lb. cases	retail 0 25 at 0 20
Grey Label, 1 s, 1/2 s and 1 s.	
60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1 s and 1 s.	
60-lb. cases	retail 0 35 at 0 36
Blue Label, 1 s, 1/2 s and 1 s.	
50-lb. cases	retail 0 40 at 0 30
Red Label, 1 s, 1/2 s and 1 s.	
50-lb. cases	retail 0 50 at 0 34
White Label, 1 s, 1/2 s and 1 s.	
50-lb. cases	retail 0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17 1/2

LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1-lb. packages)	\$0 35
" " (25 1-lb.)	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
" " (50 1-lb. packages)	0 29
No. 2, cases 50 lb., (25 1-lb.)	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
" " (50 1-lb. packages)	0 23
No. 3, cases 50 lb., (25 1-lb.)	0 22
" " (50 1-lb. packages)	0 23
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 1-lb. packages)	0 35
" " (25 1-lb.)	0 34
Green Ceylon, No. 2, (50 1-lb. packages)	0 29
" " (25 1-lb.)	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2, 5s. and 10s
